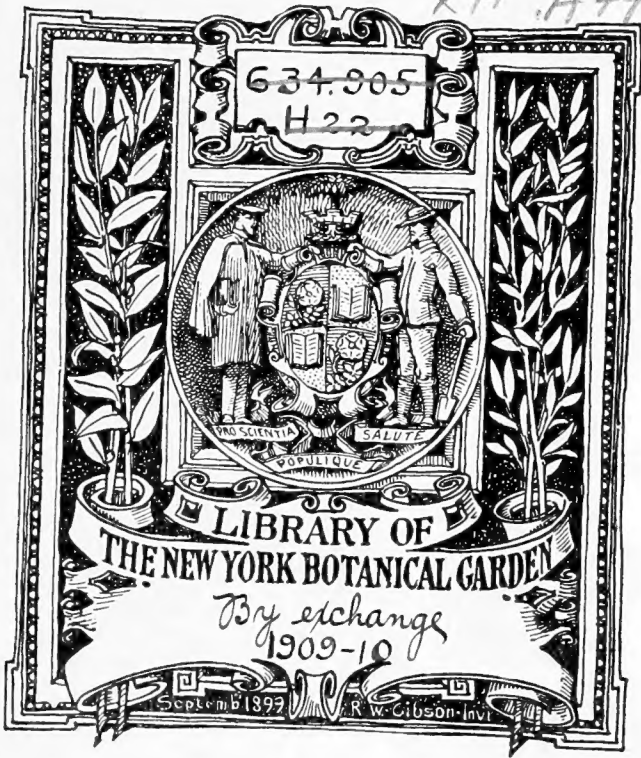
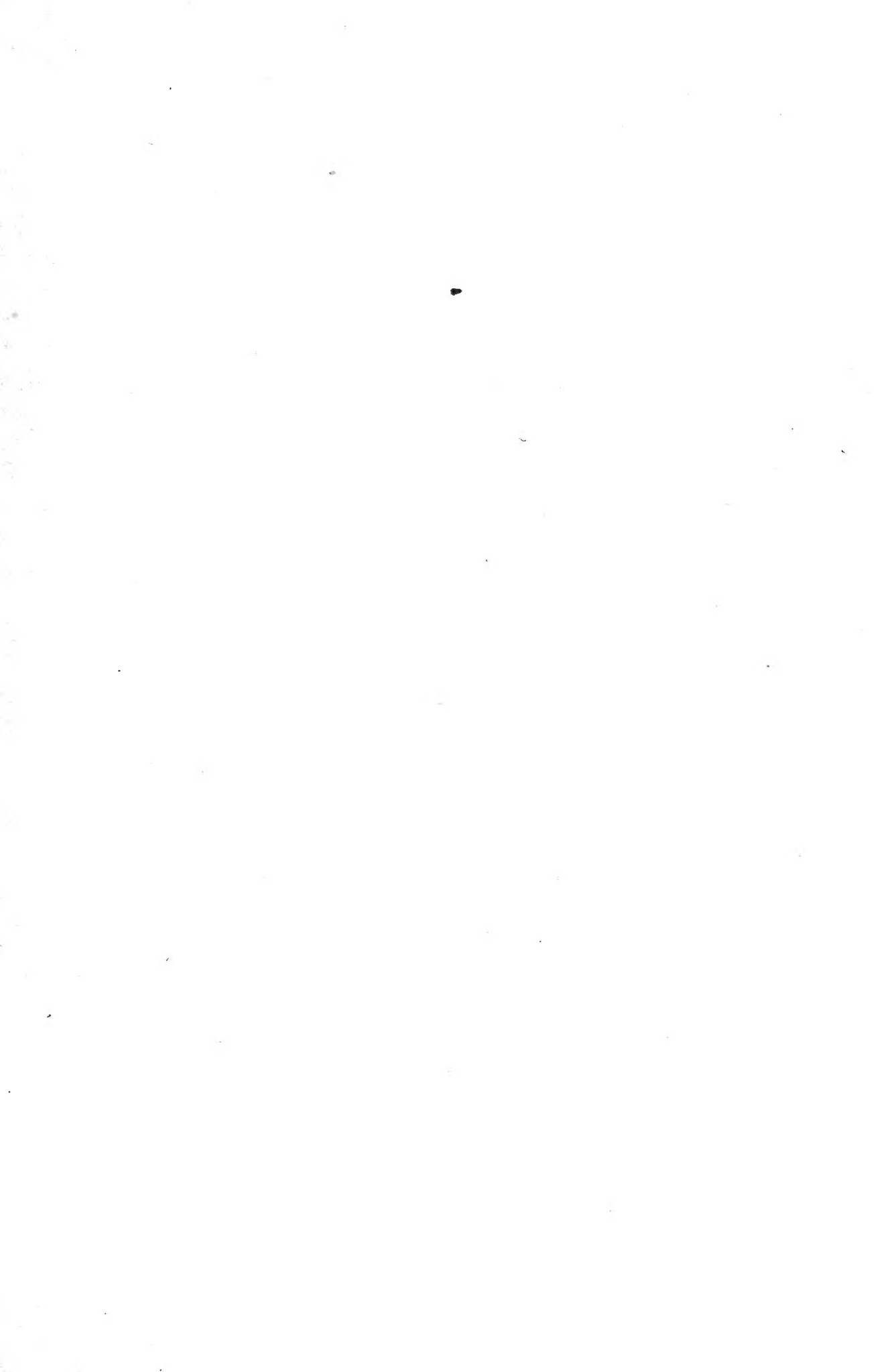


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# Hardwood Record

Fifteenth Year. }  
Semi-monthly. }

CHICAGO, OCTOBER 25, 1909

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MANUFACTURER OF

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120 MILK STREET, BOSTON, MASS.

### Hardwood Lumber.

### QUARTERED WHITE OAK

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Beautifully manufactured from selected

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2 Kilby Street, BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

### WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU

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NASHVILLE, - - - - - TENNESSEE

SOUTHERN HARDWOODS, POPLAR, OAK, ASH AND CHESTNUT

Dry stock, standard widths and lengths and straight grades.  
We furnish what we sell in every case. Correspondence  
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get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common; 200 M feet each 6-4 and 8-4 No. 2 Common and better; we also have 2 cars Common and better.

How are you fixed on

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Get an order in early for quartered

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We only have 2 cars of 5-4 No. 1 Common and Better.

There is a lot of

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5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 and Better  
100 M feet 4-4 No. 2 Common

You can get a good price on this Common and Better

### Ash

2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4, also 1 car 5-4 No. 1 and No. 2 white ash, containing about 20% or more 12 in. and over wide—good tough stock.

Another chance on Heart Rived

### Cypress Shingles

300 M each 6x20 and 7x24. Can ship immediately.

Ask us about our Log Run

### Bass

We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

If you are in the market for

### Cherry

get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

Attractive Price on

### Carload of Assorted Hardwood

85 to 90% Maple—balance Beech and Birch.

**Must Be Shipped Quickly**

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Has the Following Well Manufactured Stock For Sale:

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150,000 feet 4/4 No. 2 Com. & Bet.  
50,000 feet 4/4 No. 3 Common.  
5,000 feet 5/4 No. 2 Com. & Bet.

#### WHITE ASH.

15,000 feet 4/4 No. 2 Com. & Bet.  
6,000 feet 5/4 No. 2 Com. & Bet.  
16,000 feet 8/4 No. 2 Com. & Bet.

#### BASSWOOD.

150,000 feet 4/4 No. 2 Com. & Bet.  
60,000 feet 5/4 No. 2 Com. & Bet.  
75,000 feet 5/4 No. 3 Common.  
60,000 feet 4/4 No. 3 Common.

#### BIRCH.

130,000 feet 4/4 No. 2 Com. & Bet.  
50,000 feet 5/4 No. 2 Com. & Bet.  
200,000 feet 6/4 No. 2 Com. & Bet.  
100,000 feet 4/4 No. 3 Common.  
27,000 feet 4/4 No. 1 Common.  
65,000 feet 4/4 No. 2 Common.

#### SOFT MAPLE.

75,000 feet 4/4 No. 2 Com. & Bet.  
30,000 feet 5/4 No. 2 Com. & Bet.  
40,000 feet 5/4 No. 3 Common.

#### WHITE MAPLE.

60,000 feet 4/4 1sts & 2nds.

#### SOFT ELM.

125,000 feet 4/4 No. 2 Com. & Bet.  
35,000 feet 6/4 No. 2 Com. & Bet.  
40,000 feet 8/4 No. 2 Com. & Bet.  
150,000 feet 4/4 No. 3 Common.

#### BEECH.

35,000 feet 5/8 No. 2 Com. & Bet.  
200,000 feet 4/4 No. 2 Com. & Bet.  
100,000 feet 4/4 No. 3 Common.  
300,000 feet 5/4 No. 2 Com. & Bet.  
250,000 feet 6/4 No. 2 Com. & Bet.  
35,000 feet 7/4 No. 2 Com. & Bet.  
60,000 feet 8/4 No. 2 Com. & Bet.

#### ROCK ELM.

20,000 feet 4/4 No. 2 Com. & Bet.  
15,000 feet 4/4 No. 3 Common.  
26,000 feet 5/4 No. 2 Com. & Bet.  
8,000 feet 5/4 No. 3 Common.  
65,000 feet 8/4 No. 2 Com. & Bet.  
16,000 feet 8/4 No. 3 Common.  
3,800 ft. 10/4 No. 2 Com. & Bet.

#### HARD MAPLE.

30,000 feet 4/4 1sts & 2nds.  
150,000 feet 4/4 No. 3 Common.  
200,000 feet 4/4 No. 2 Com. & Bet.  
150,000 feet 5/4 No. 2 Com. & Bet.  
80,000 feet 6/4 No. 2 Com. & Bet.  
30,000 feet 8/4 No. 2 Com. & Bet.  
15,000 ft. 16/4 No. 2 Com. & Bet.

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100,000 feet 4/4 Log Run.  
200,000 feet 8/4 Log Run.

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250,000 feet 4/4 Log Run.  
500,000 feet 8/4 Log Run.

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200,000 feet 4/4 Log Run.  
300,000 feet 8/4 Log Run.  
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1,000,000 feet 4/4 Log Run.  
750,000 feet 8/4 Log Run.  
200,000 feet 4/4 Cull.  
150,000 feet 8/4 Cull.  
300,000 feet 8/4 Scoots.

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4,000,000 Extra "A".  
3,000,000 "A".  
2,000,000 Sound Butts.

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300,000 Merchantable 32".

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10,000 Posts 4" to 6" Tops.

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## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**  
1 TO 6 INCHES THICK WRITE FOR PRICES  
**BAY CITY :: MICHIGAN**

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CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

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2 cars 4-4 Bass No. 1 and No. 2 Common  
1 car 4-4 Bass firsts and seconds.  
3 cars 4-4 Birch No. 2 Common and Better  
2 cars 8-4 Mich. Soft Gray Elm firsts and seconds  
1 car 8-4 White Ash firsts and seconds  
1 car 4-4 White Ash No. 2 Common and Better, full run of log

BAND SAWN. DRY.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

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GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
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Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

Manufactured by

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Our assortment of dry stock is now more complete than it will be later in the season.

A car shortage this fall is predicted by railroad authorities and some symptoms of it are already noticeable.

Better anticipate your requirements while stock and cars are available and send us your orders now for

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It makes excellent interior finish and is especially desirable for furniture, refrigerators, pews, chairs, tables, etc., and forms a good base for veneers.

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27-M Feet, 2½-Inch, Firsts and Seconds

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In Quality of Material Used,  
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A Large Stock Enables Us to Fill Orders  
Without Delay.

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Manufacturers

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Sap Gum  
Red Gum



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## Cottonwood a Specialty

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PLAIN RED OAK		COTTONWOOD		SAP GUM		TUPELO GUM	
3/8 Nos. 1 & 2	30,000	4/4 x6 to 12" Nos. 1 & 2	288,000	3/8x 6 & up Nos. 1 & 2	20,000	5/4 Nos. 1 & 2	9,700
1/2 Nos. 1 & 2	107,000	4/4x13 to 17" Nos. 1 & 2	52,300	1/2x 6 & up Nos. 1 & 2	35,700	<b>RED GUM</b>	
3/4 Nos. 1 & 2	63,700	4/4x18 to 21" Nos. 1 & 2	95,600	5/8x 6 & up Nos. 1 & 2	72,500	3/4x 6 & up Nos. 1 & 2	27,800
6/4 Nos. 1 & 2	42,000	4/4x22 & up Nos. 1 & 2	74,100	5/8x15 & up Nos. 1 & 2	27,000	3/8x 6 & up Nos. 1 & 2	44,000
8/4 Nos. 1 & 2	32,000	5/4x 6 to 12" Nos. 1 & 2	135,200	4/4x 6 & up Nos. 1 & 2	158,800	1/2x 6 & up Nos. 1 & 2	7,500
3/8 No. 1 Com.	14,800	6/4x 6 & up Nos. 1 & 2	11,800	4/4x13 to 15" Nos. 1 & 2	102,100	5/8x 6 & up Nos. 1 & 2	50,000
1/2 No. 1 Com.	30,000	8/4x 6 & up Nos. 1 & 2	22,100	4/4x13 to 16" Nos. 1 & 2	13,700	4/4x 6 & up Nos. 1 & 2	71,000
3/4 No. 1 Com.	9,200	4/4x 4 & up No. 1 Com.	518,000	4/4x22 & up Nos. 1 & 2	76,100	5/4x 6 & up Nos. 1 & 2	30,300
4/4 No. 1 Com.	94,000	5/4x 4 & up No. 1 Com.	70,800	5/4x 6 & up Nos. 1 & 2	131,700	6/4x 6 & up Nos. 1 & 2	21,100
6/4 No. 1 Com.	73,500	6/4x 4 & up No. 1 Com.	52,400	6/4x 6 & up Nos. 1 & 2	25,100	8/4x 6 & up Nos. 1 & 2	11,300
8/4 No. 1 Com.	59,700	4/4x 3 & up No. 3 Com.	156,000	4/4x13 to 17" B-B Nos. 1 & 2	53,400	4/4 No. 1 Com.	98,000
12/4 No. 1 Com.	3,000						
4/4 No. 2 Com.	143,000						
4/4 No. 3 Com.	122,000						

## STOCK AT VICKSBURG YARDS:

SOUND WORMY		QUARTERED WHITE OAK		COTTONWOOD		COTTONWOOD B-B.	
4/4	97,000	6/4 Nos. 1 & 2	18,000	4/4x 6 to 12" Nos. 1 & 2	247,000	4/4x 8 to 12"	71,000
<b>ASH</b>		6/4 No. 1 Com.	9,800	4/4x13 & up Nos. 1 & 2	119,000	4/4x13 to 17"	46,300
4/4 Nos. 1 & 2	22,000	5/4 Nos. 1 & 2 Sycamore	17,000	5/4 x6 to 12" Nos. 1 & 2	434,000		
5/4 Nos. 1 & 2	19,200	5/4 L-R Maple	37,400	5/4x13 & up Nos. 1 & 2	121,000		
6/4 Nos. 1 & 2	43,000			6/4x 6 & up Nos. 1 & 2	93,000		
8/4 Nos. 1 & 2	36,000			4/4x 8 to 12" B-B Nos. 1 & 2	42,000		
5/8 No. 1 Com.	30,000			4/4x13 to 17" B-B Nos. 1 & 2	63,000		
4/4 No. 1 Com.	140,000			4/4 x4 & up No. 1 Com.	192,000		
5/4 No. 1 Com.	11,200			4/4x13 & up No. 1 Com.	98,000		
6/4 No. 1 Com.	26,000			4/4 No. 3 Com.	117,000		
8/4 No. 1 Com.	13,400						
12/4 No. 1 Com.	1,200						
4/4 No. 2 Com.	48,900						
<b>CYPRESS</b>		5/8 Nos. 1 & 2	26,000				
4/4 Shop	74,000	4/4 Nos. 1 & 2	37,900				
		3/8 No. 1 Com.	40,300				
		3/4 No. 1 Com.	6,300				
		4/4 No. 1 Com.	76,000				
		6/4 No. 1 Com.	65,000				
		8/4 No. 1 Com.	4,800				

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We'll make it worth your while.

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### MAPLE AND OAK FLOORING

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### CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1½, 2, 2½ and 2¾ inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

## Quartered Oak Flooring

Manufactured for

HIGHEST CLASS of trade only.  
Also Plain Oak, Maple and other Hardwood flooring.  
The name DWIGHT on flooring is a guarantee of its excellence.

DWIGHT SPECIAL pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

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### OFFER FOR SALE

20,000 ft.	8-4 No. 2 Common and Better Birch.
20,000 "	5-4 " " " "
40,000 "	4-4 " " " "
40,000 "	4-4 No. 3 Common Birch.
500,000 "	5-4 No. 3 Common Maple.
200,000 "	8-4 " " " Beech and Maple.
15,000 "	4-4 " " " Basswood.
100,000 "	5-4 " " " " "
100,000 "	5-4 No. 2 Common and Better Beech.
500,000 "	6-4 " " " " " "
50,000 "	6-4 " " " " " Elm.
200,000 "	2x6-6 to 16 ft. No. 2 Hemlock.
100,000 "	2x12-6 to 16 ft. No. 2 Hemlock.
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500,000 "	8-4 Merchantable Hemlock.

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OFFER

## POPLAR

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Prices are Yours for the Asking

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Let us Quote you on the Dry Stock shown below:

POPLAR—No. 1 Common 4-4—8-4.....	300,000 ft.	PLAIN RED OAK—No. 1 Common 4-4—8-4.....	100,000 ft.
No. 2 and 3 Common, 4-4—8-4.....	450,000 ft.	No. 2 Common 4-4—8-4.....	200,000 ft.
BEVEL SIDING—All Widths.....	Plenty		
CHESTNUT—No. 1 Common 4-4—8-4.....	250,000 ft.	ASH—All Grades and Thicknesses .....	100,000 ft.
Sound Wormy 4-4—8-4.....	200,000 ft.	HEMLOCK—Bill and Boards .....	450,000 ft.
PLAIN WHITE OAK—No. 1 Common 4-4—8-4.....	200,000 ft.	YELLOW CYPRESS—Fine—All Grades.....	300,000 ft.
No. 2 Common 4-4—8-4.....	300,000 ft.		
No. 3 Common 4-4—8-4.....	150,000 ft.		

# R.E. Wood Lumber Company

☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☞ We own our own stumpage and operate our own mills.

☞ Correspondence solicited and inquiries promptly answered.

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MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

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GENERAL OFFICES: GRAND RAPIDS, MICH.

RIGHT NOW  
We Want to  
TALK TO YOU ABOUT



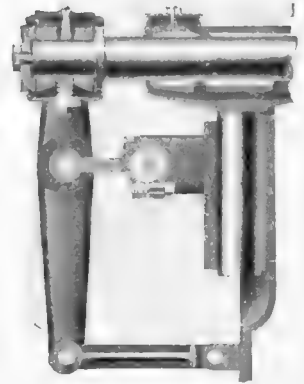
White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

# There is a Reason for Every Success

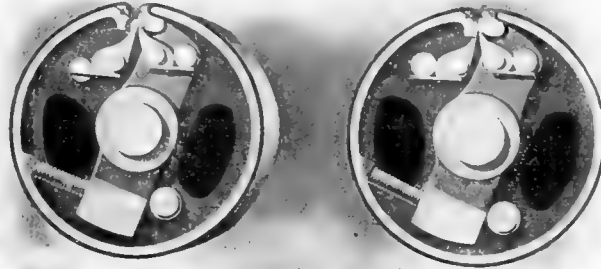
The following are a few that have aided our Columbia in its phenomenal advancement, but the main credit must be given to its drum construction



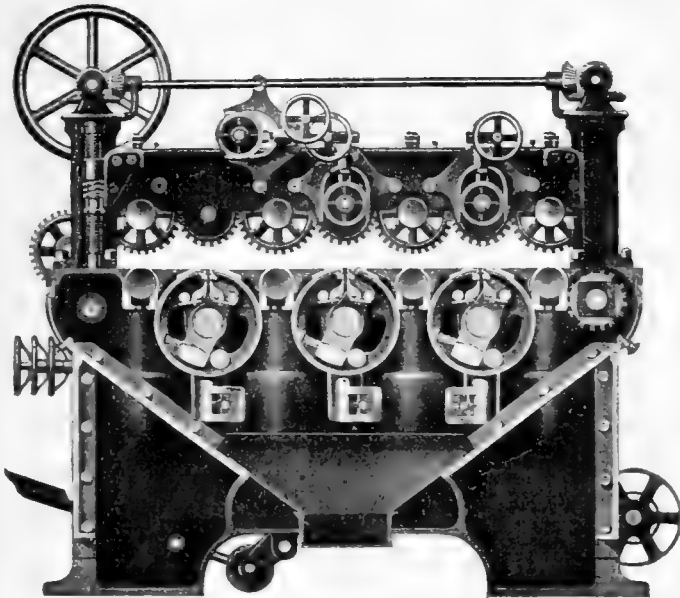
The Short Screw with its rigid post and adjusting nut. No chance for back lash.



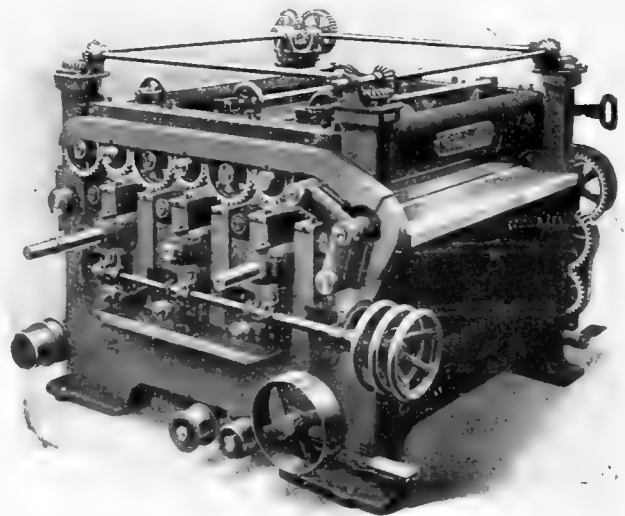
The Oscillator with its perfectly central non-clamping arrangement of levers.



The Drums, with our patent Automatic Take-up device for keeping the paper at an even tension at ALL POINTS and at ALL TIMES. The ONLY way to accomplish perfect sanding



Cross Sectional View, Showing absence of all internal mechanism. The rigid construction, the Cylinder Raising Device, which holds the cylinders Perfectly rigid in any position, permitting them to be belted in any direction; the provision for piping the dust and heavy upper feed roll frame.



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Manufacturers of

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North Carolina Pine

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Would appreciate offerings of well manufactured Hardwoods suitable for  
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WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

Mills:

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COLOR

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The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and  
Logs. Every thickness and grade.

**Lewis Thompson & Co., Inc.**

Lumber Veneers Logs

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Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

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Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

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4 M 5/4 1s & 2s Red Gum.  
16 M 5/4 No. 1 Com. Red Gum.  
3 M 5/4 No. 1 Com. Sap Gum.  
2 M 6/4 No. 1 Com. Sap Gum.  
50 M 6/4 1s & 2s Sap Gum.

#### LOT NO. 3

20 M 4/4 No. 1 Com. Sap Gum.  
5 M 4/4 No. 1 Com. Red Gum.  
4 M 4/4 Box Boards Gum.

#### LOT NO. 4

12 M 4/4 Clear Sap Poplar.  
12 M 4/4x12-14" 1s & 2s Poplar.  
12 M 4/4x33" up Panel & No. 1 Poplar.  
15 M 5/4x14" up 1s & 2s Poplar.

#### LOT NO. 5

2 cars Standard Chestnut Lath.  
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MULTIPLICITY OF MACHINES  
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FOR MAKING A  
GLUE JOINT  
THAN THERE WOULD BE FOR  
USING DIFFERENT MACHINES  
AND OPERATIONS TO PLANE  
A BOARD TWO SIDES  
A GOOD PLANER PERFORMS  
THE LAST OPERATION AND THE  
AUTOMATIC DOVETAIL GLUE  
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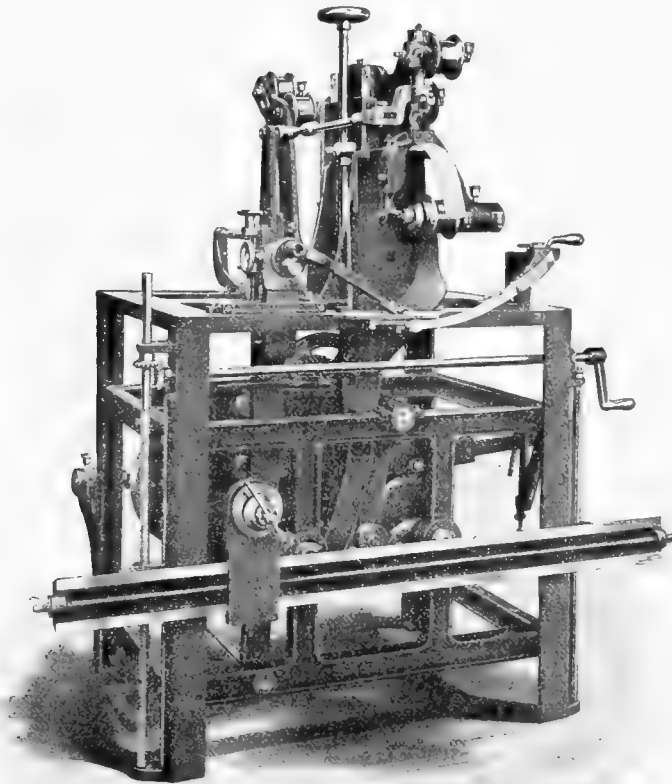
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We are glad to send it out on trial. If not satisfactory in every  
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Size No. 1,	for saws 10-84 inches in diameter,	Weight 1400,	List Price, \$275
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" " 5,	" " 6-28	" " " "	500, " " 100

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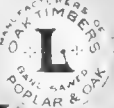
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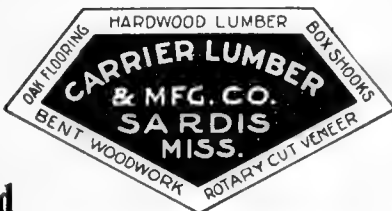
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WE OFFER THE FOLLOWING DRY SPECIALS:

75,000	Feet 1 inch	No. 1 Common Red Gum
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*For Lumbermen By Lumbermen*

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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### COMING ASSOCIATION MEETING

#### MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION.

The fall meeting of the Michigan Hardwood Manufacturers' Association will be held at the Ponchartrain Hotel, Detroit, Mich., Thursday, October 28, at 10 a. m. Members are urged to be present or to send some one to represent their interests, as a number of subjects of importance will be brought up for consideration.

CHAS. A. BIGELOW,  
President.

J. C. KNOX,  
Secretary.

### General Market Conditions

The trend of the hardwood market at all points of consumption throughout the country is healthy, and strength in values seems to be gaining every day. The situation is especially good in the Chicago market, where practically every variety of hardwood is in fair to strong call. Improved sales conditions are reported from St. Louis, Memphis, Louisville, Cincinnati, Pittsburg, Buffalo and the Atlantic Coast cities, although increasing strength is not developing as fast in the extreme East as it is in the middle West and West.

Specifically, perhaps quartered and plain red oak has the strongest call and is showing the greatest advance in price.

Quartered white oak is also remarkably strong, but the high price of plain white seems to be militating somewhat against an increased demand, as many former users of large quantities of the plain white variety are now substituting other woods for it. This is especially noticeable in the furniture trade, where birch and gum are being utilized at the expense of the higher priced oak.

Of the northern woods, the better grades of both birch and maple are in excellent request with gradually increasing values. The lower grades are holding their own. Basswood is not in as urgent

call as the other two northern woods named, but still is in fair demand. Both black and white ash and rock elm are, on the whole, rather sluggish. The old-time users of these woods have transferred their affections elsewhere, owing to the short supply, and while the demand will doubtless consume the present output, there is no particular reason for believing that the prices of either of these woods will materially advance.

Red gum is doing better, which is far from well enough, and there is every prospect of a largely increased demand for this excellent material.

Choice poplar in high grades and good widths is a commodity that the seller needs practically, but for which he asks his own price. It is in demand for automobile bodies and other high-class purposes beyond the quantity that can possibly be supplied. Common poplar is doing very well and there is a reasonable sale for No. 3. Wide, high-grade cottonwood is in excellent request and the common and lower grades are moving with apparent freedom.

The woods in minor supply, like sycamore, cherry and black walnut, are showing a steady market with no particular change in price.

There is little that can be said about hickory. It is not in any particular request except for the handle and carriage trades, and prices are not advancing as markedly as it was expected they would.

The situation on both northern and southern beech is featureless. There is some trade in the wood, but it is not marked by any particular strength.

Firsts and seconds chestnut is in good request in the East, where it is highly esteemed as a finishing material. There is very little sale or demand for it in the middle West. Sound wormy and the common grades are having increased demand with strengthening prices.

Elm, both the grey elm of the North and the southern varieties, is in fair demand and the market shows a little increase in strength.

The mahogany and other foreign woods people report a very fair demand, but with very little increase in the range of values. As a matter of fact, both the English and American markets have been largely overloaded with fancy woods for more than a year.

The hardwood flooring people, both in oak and maple, are very busy; in fact, some factories are obliged to turn down orders for some grades of stock, as their capacity is completely sold up for sixty days to come.

There is an increased call for dimension stock, especially in oak, and it is thought that this trade will be very largely developed during the year. There is a fair call for dimension stock in sundry items of northern and southern woods, but oak is the principal one demanded.

The veneer and panel people are busy, but are still working on a low schedule of prices.

With the exceptions noted, there are no boom needs in any item of lumber stock, but a healthy demand with every evidence of a gradual increase in values in many items, while others are holding their own. On the whole, the situation is the best that it has been for more than two years.

## The Logical Evolution of the Hardwood Lumber Business

After careful analysis it can be stated, without fear of contradiction, that the production and distribution of hardwood lumber are today accomplished on extravagant lines. Primarily, only the better portion of forest growth is cut into saw logs, and of this small percentage of the total forest yield, probably not more than two thirds becomes a merchantable lumber product. Of the resultant lumber, it is doubtful if an average of more than fifteen per cent could be classified as firsts and seconds.

To be sure, as lumber operations have gone on from year to year, some progress has been made, but on the whole lumbering has shown less improvement, conservatism and economy than almost any other industry which has to do with the reduction of natural resources into commercial products.

It must needs be noted that hardwood lumber of the varying grades, from firsts and seconds down to No. 3 common, is being shipped greater and greater distances as time progresses. Owing to the necessity of developing far distant forest areas, each year freight costs are higher on every thousand feet of lumber shipped to points of consumption.

Again, it must be remembered that comparatively little hardwood is today employed as an entire piece in the form of timbers and joists, and even the call for heavy car material is fast ceasing. As the years have gone by, hardwoods, in their eventual utilization, have become practically a cut-up material.

A furniture manufacturer at Chicago, Rockford or Grand Rapids makes a purchase of firsts and seconds oak or some other kind of lumber. He yards this stock and, as occasion requires, sends a portion of his purchase to the dry kilns for final seasoning, puts it through his planing machines and cutting tables and reduces the stock to the sundry sizes he needs in the manufacture of furniture. His waste and cutting cost on this grade of lumber may not exceed twenty per cent of his lumber cost, and very likely the transaction is warranted as an economical business proposition.

When this same manufacturer buys No. 1 common lumber, paying thereon a freight, ranging from \$4 to \$15 a thousand, pays his yarding cost, his waste and labor expense, he has doubtless paid freight on from forty to fifty per cent of the material which goes into his fire room. The lower the grade he purchases, the greater the per cent of waste on which he pays freight and an increased cutting cost.

It seems illogical that a freight rate of from ten to, in some cases, as high as eighty cents per hundred pounds, should be paid on material that eventually finds its way to the fire room. Beyond question, the place to leave waste wood, whether it be woods or sawmill offal, is just as near the point of production as possible.

Evolution and progress in making lumber purchases are manifest at the HARDWOOD RECORD offices, where practically every mail brings a request for a source of supply of some specific kind of lumber reduced to dimension sizes. One prominent buyer tells the RECORD that he seeks to purchase all his lumber supplies in cut sizes suitable for his requirements. He says: "When I buy well manufactured dimension material suitable for the tops of tables or dressers,

for the rails and posts of beds and for panels, I am not buying firsts and seconds, but I am buying clear lumber, and I tell you frankly that lumber delivered to my plant in this form is worth twenty per cent more to me than any firsts and seconds, when I take into account yarding, dry-kilning, waste and the cost entailed in my cutting-up room." Today HARDWOOD RECORD has on file a list of more than seven hundred specific requirements for hardwood dimension material.

The question arises—Why do not lumber manufacturers enter more generally into the scheme of selling their high-grade stock in the form of lumber which can stand any reasonable freight rate, and reduce the remainder to sizes suitable for use by the furniture, interior finish and scores of other trades?

The answers are manifold. Primarily, the average hardwood lumberman knows little or nothing about reducing his stock to dimension sizes to advantage. He may have tried it in a tentative way, utilizing refuse or absolutely unsalable stock, cutting it to random sizes that he imagined might sell, and getting a resultant product that was so far below the average of the cutting from No. 1 or No. 2 common that it was practically unsalable. He became disgusted with the whole dimension proposition and threw it up

as a bad job. He said to himself: "I am a lumber manufacturer and I am going to sell lumber as lumber and not tinker with the dimension game. There is absolutely nothing in it."

On the other hand, when furniture lumber buyers or their kin in other lines of production buy dimension stock, they insist upon considering it of little or no cost to the manufacturer. They say: "You obtained this from refuse; we should pay you nothing except a reasonable profit on your labor cost and the freight. We are willing to pay you practically the price of No. 1 common for dimension, and that is all that we can consent to pay."

The result is that these buyers have done everything possible to discourage manufacturers in the production of first-class dimension material. They have not conceded up to this time a just value for high-class dimension material, and therefore a good proportion of the shipments they

have received they have been compelled to cull and cuss, and to put in reclamation charges. Hardwood manufacturers would like to develop an economical system of delivering them cut-up lumber, but so far the effort has been discouraging.

The cutting of hardwoods to size for the use of remanufacturers of lumber is a logical and businesslike proposition whose development is possible of effecting a manifest profit for the manufacturer and an equally manifest economy for the remanufacturer.

If remanufacturers of hardwood lumber want to secure their lumber at a lower cost than they do now by the elaborate and costly method of carrying large stocks on hand, together with the details and expense of maintaining large cutting plants, they must standardize their sizes. They must make it possible for lumbermen to produce in due proportion regular assorted sizes that will be salable not to one but to hundreds of users. They must educate manufacturers as to their specific requirements and, furthermore, they must be willing to pay for this material prices such as will enable lumber operators to cut into their sizes just as

## Success

**He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others, and given the best he had; whose life is an inspiration; whose memory a benediction.**

—Mrs. A. J. Stanley.

good stock as they now buy in the form of lumber. In this way they will raise the standard of the materials they purchase to as high a point of excellence as they can afford to pay for.

On the other hand, it is up to the hardwood lumbermen to study the requirements of the remanufacturers and to learn a good deal more about the details of the cut-up table than they have known in the past. They must learn to establish relatively all sizes and the proportion of these sizes which are in greatest demand. They must needs learn that they will be able to secure very little beyond labor cost out of their small squares, and that they can get a fancy price for materials suitable to make five-foot quartered oak table tops, full length casings, door rails and baseboards.

Freights alone make a great leeway of profit between shipping hardwoods containing from twenty-five to fifty per cent of waste material a distance of from 100 to 1,000 miles, and the shipment of the clear stock from this material.

Therefore, as a deduction from the foregoing, the RECORD insists that the dimension business is the logical evolution of hardwood lumber manufacture conducted at long distances from points of consumption, and that it is the only way in which a reasonable profit can be secured from lumber manufacture at these remote points. It insists further that it is perfectly feasible for leading manufacturers of furniture, interior finish and kindred lines to establish and standardize sizes to the end that a manufacturer will be able to produce them in quantities, knowing that there is an established market not only with one, but with a hundred and very likely a thousand users of the material.

### Lumber Trade Ethics

The daily press a few days ago quoted August Belmont as stating: "We all used to rejoice in an Uncle Sam who was honest, fearless, self-reliant—a fine old chap. \* \* \* No truthful cartoon of Uncle Sam of this day could present such a figure as that \* \* \* he would be supplanted by cunning, suspicion and withal a certain sycophancy denoting deterioration of independent manhood."

Mr. Belmont's strictures are scarcely justifiable by the facts. Uncle Sam, as the embodiment of the American citizen, of the American business man, of the American lumberman, cannot justly be epitomized by cunning, suspicion and sycophancy, or any other untoward characteristic indicative of either mental or moral deterioration. Independent manhood is just as prevalent and as sincerely appreciated in this country today as it ever was. Certain elements of the business public occasionally "slip from their moorings," but they are very properly and promptly "called" by their confreres. The man who is too smart to be quite honest has a hard road to hoe in this country; whatsoever his inclinations may be toward wrong doing, his common sense usually leads him out of the devious by-ways of commercial cunning and sycophancy to the straight and true road of commercial integrity and common sense. The oversmart man has no show on earth in this country against the straightforward, upright business man.

Look over the history of the hardwood lumber business for the last few years. The man who has achieved a reputation for salting grades, for raising his measurement, for selling one thing and delivering another, or for any other specious practice either has a sheriff on his front steps or is mighty close to that unenviable position. The RECORD contends that the morals of the men engaged in the lumber trade in common with that of nearly every other line of American business are very much better than they were ten years ago, and infinitely better than they were twenty years ago. Practical business men very soon grasp the situation when any of their associates in the trade attempt to "do" them, and there is such a ban put upon this class that their business very soon goes into the same decay as have their morals.

Every prominent business calling of the day has its associations, and to these associations may be attributed very largely the improved standard of commercial morals that prevail today. These organizations are not only extending a good business education to

their members, but withal they are infusing into their members a spirit of commercial integrity and business ethics that is a vast benefit not only to themselves but to the entire trade which they represent.

The spirit of commercial and moral evolution in the lumber trade is going forward very fast. It is manifest in Chicago, in Cincinnati, in St. Louis, in Memphis, in Buffalo, in Pittsburg and all the cities of the East. Where there were hundreds of "sharks" in the hardwood business of these commercial centers ten years ago, it is doubtful if it is necessary today to put the commercial ban on twenty-five, and the career of this small number is nearly at an end.

### Woods, Sawmill and Planing Mill Waste

The utilization of woods, sawmill and planing mill waste is attracting more attention today than ever before in the history of the lumber business. When one considers that a close estimate shows that not more than ten per cent of the hickory in the forest goes into eventual utilization; that scarcely more than half of an oak tree ever enters into a piece of furniture, and so on all through the line, it becomes an interesting subject of economic discussion.

Some of the northern hardwood operators are getting fair returns out of the production of charcoal, wood alcohol and acetate of lime from their woods refuse; in the South, the turpentine still secures no inconsiderable monetary results from the stumps and refuse of the yellow pine forest; in the chestnut regions a small profit is obtained from the conversion of chestnut woods refuse into acid wood which is converted into tanning material. The only forest material unsuited for lumber production that is utilized closely is spruce (and to a small extent hemlock), which goes into paper pulp at a value nearly equal to that of the larger saw timber. Today, outside of a small production of dimension material, there is little utilization made of the woods waste of oak, poplar, hickory, cypress, gum, ash and several other woods.

In some sawmill and planing mill centers located in towns and cities mill offal has some value for fuel, horse bedding, crating and packing material, but the profit on the handling is so slight that it shows but little in the general aggregate above the cost of handling.

As an example of utilization, one prominent Cincinnati remanufacturing house is securing fair profits from its cuttings, sawdust and shavings by carefully rehandling and sorting the materials. The clippings are put through a hog and reduced to shredded wood, which is sold to railroads and owners of varied steam plants to be mixed with oil or slack coal for fuel. The shavings are baled and sold for horse bedding and packing. The sawdust is sorted into soft woods and hardwoods, sifted, and sold for packing material and other purposes. This plan shows a small profit, but in a strict sense of the word it hardly seems to be the logical solution of wood waste utilization. To a small extent sawdust and wood chips are pulped and form the basis of sundry forms of composition lumber that make but a very slight inroad into the vast quantity of wood material that now rots on the ground or is consumed in the forest slashing fire. Beyond doubt some inventive genius will eventually evolve a system of making wood waste the basis of a material that will take the place of lumber for many purposes, but that time has not yet come.

### Suspension of Government Monthly Price Lists

Under date of October 15, Gifford Pinchot, head of the Forest Service of the United States Department of Agriculture, announces that with the current issue of the record of wholesale lumber prices, the publication will cease as a monthly record, and that the next issue will be a quarterly one, the first to be published in January, 1910.

If Mr. Pinchot will make one more change and publish this price list as an annual, it probably will meet the full approval of the manufacturing, jobbing, and consuming lumber trade of the country.

## Pert, Pertinent and Impertinent

### A Land Lubber

I do not care to aviate,  
To run an aeroplane;  
I'm satisfied if on the earth  
I only may remain.

I have no wish to fly about  
From fleecy cloud to cloud;  
I have a face two legs and arms  
Of which I'm very proud.

There are no tomorrow  
rows on the calendar of  
the man who does  
things.

You may say what  
you please if you don't  
care whether you please  
others or not.

When a man is finan-  
cially weak he is un-  
able to stand a loan.

The best way to kill  
a falsehood is to let it  
lie.

It isn't what a man  
actually knows but  
what he thinks he  
knows that he brags  
about.

There never have  
been enough cork jack-  
ets made to save the  
people who have been  
sunk by corkscrews.

Lots of men work  
harder to avoid paying  
an honest debt than  
they would have to in  
order to earn the money  
to pay it.

Hiding your light  
under a bushel is bad  
enough, but standing  
in your own light is  
worse.

Some men make  
money just about as  
easily as other men  
make trouble.

It isn't every family  
tree that bears the fruit  
of industry.

Some people seem to  
possess the knack of  
making their dollars  
have more sense than  
the rest of us.

An easy way to get  
ahead is to go to a gro-  
cery store and buy a  
cabbage.

And while it may be very nice  
To sail the azure blue,  
I do not care to break a leg  
Or c'en a rib or two.

I do not care to aviate  
On earth I'm glad to stop;  
Where if I fall I still may live  
To take another drop

DETROIT FREE PRESS

### Prohibition

"Prohibition's worth a thought,  
Perhaps I'd better start in thinking.  
But thought once killed a man, 'tis said,  
If I thought till I died,  
'Twould be suicide,  
So I guess I'll keep on drinking."

Anybody can cut prices but it takes brains  
to make a better article.—Elbert Hubbard.

## A Welcome Caller



Birch has taken a brace on himself, and the furniture man has become convinced that his friendship is worth cultivating.

The new Cook book  
will deal largely with  
ices.

The way of the trans-  
gressor is hard proba-  
bly because of the great  
amount of travel there-  
on.

The man who never  
does more than he's  
paid for usually gets  
paid for what he does.

Some men are born  
liars and some are com-  
pelled to acquire the  
art.

Did you ever see a  
self-made man who was  
able to talk to a stran-  
ger for ten minutes  
without mentioning the  
fact?

The people who are  
constantly patting you  
on the back are danger-  
ous—they are likely  
looking for a chance to  
kick your feet from  
under you.

Too many men try  
to build a skyscraper  
on a one-story founda-  
tion.

Sometimes wanting  
what you can't get is  
about as much fun as  
getting what you don't  
want.

It's too bad that the  
miser who has money  
to burn can't take it  
with him when he dies.

There would be a  
scarcity of worms if  
all the birds were early.

In his school days  
the man found partial  
payments very difficult;  
later he finds payments  
on the installment plan  
even more difficult.

### In Need of Courage

"A French surgeon claims to have discovered  
an operation that will transform a shrinking  
coward into a hero."

"I wish I could afford to go to Europe."

"Would you have the operation performed?"

"I certainly would."

"So that you would have the courage to ask  
papa for my hand?"

"Nope; I'm wearing a porous plaster that  
ought to have been pulled off a month ago."

HOUSTON POST

### A Conjugation

The class at Heidelberg was studying English  
conjugations, and each verb considered was used  
in a model sentence, so that the students would  
gain the benefit of pronouncing the connected  
series of words, as well as learning the varying  
forms of the verb. This morning it was the  
verb "to have" in the sentence, "I have a gold  
mine."

Herr Schmitz was called to his feet by Pro-  
fessor Wulff.

"Conjugate 'do haff' in der sentence, 'I haff  
a golt mine'," the professor ordered.

Herr Schmitz proceeded:

"I haff a golt mine, du hast a golt dein, he  
hass a golt hiss. Ve, you or dey haff a golt  
ours, yours or deirs, as de case may be."

—EVERYBODY'S.

It's a poor plan to judge a man's liberality  
by the way he spends money on himself.

It's queer that the absent-minded man rarely  
forgets himself.



# AMERICAN FOREST TREES

## EIGHTY-FIRST PAPER

### Black Spruce

*Picea nigra* -Link.

*Picea Mariana*—Mill.

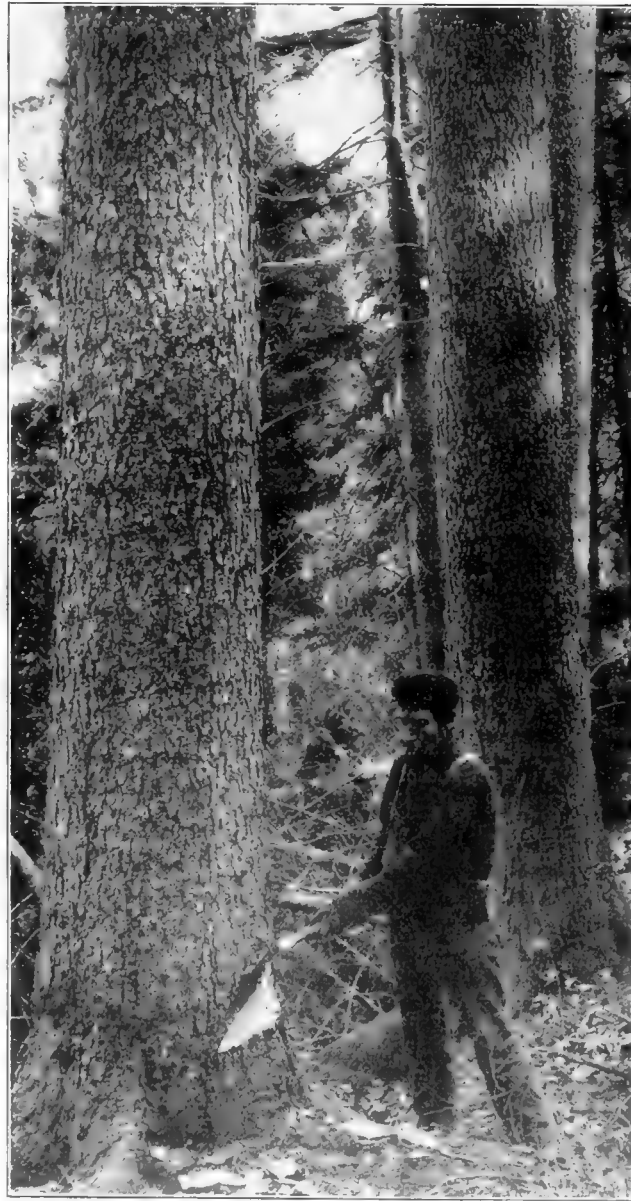
The range of growth of black spruce is from Newfoundland to Hudson Bay and the valley of the Mackenzie river; southward through Michigan, Wisconsin and Minnesota and along the Alleghany mountains to North Carolina. The tree is essentially a northern growth, and attains its largest size and is most abundant in Canada, forming extensive forests in Manitoba and the Labrador peninsula. In the United States it is smaller and less frequent, its growth being confined largely to the northern borders of New York and New England, the lake shores in Minnesota, Michigan and Wisconsin and to the cold, damp woods and swampy bogs in the other regions of its growth.

There are three species of the genus *Picea* found east of the Rocky mountains, red, black and white. Red spruce is most abundant in West Virginia and the Appalachian country, and the black spruce in New England and northern New York, although the two are found intermingled to some extent in both these sections. Red and black spruce trees are very much alike in appearance, but botanists have distinguished between them by two main points of difference, the size and shape of the cones and staminate blossoms and the fact that the cones of the red spruce, which are the larger, fall during the first winter, while those of the black spruce have great staying qualities and remain on the branches for several years. The timber of the two varieties is also very similar, so that some botanists class them as two different forms of the same species. There is some difference in the color of the foliage of the two trees, that of the red spruce being a light olive green, while the black spruce displays a darker olive with a slight purplish tinge.

Black spruce belongs to the pine family. The tree has a straight smooth trunk, and under favorable conditions reaches a height of one hundred feet and a diameter of two feet; its usual range is from forty to eighty feet in height and from one-half to one and a half feet in diameter. The tree is sometimes planted for ornamental purposes, but it is short lived under cultivation and is one of the least satisfactory of all the spruces for decorative planting.

Spruce is usually found in pure stands and

only occasionally does it grow interspersed with hemlock. It is not such a rapid growing tree as is generally supposed, as observations have proved that its average increase is approximately two per cent a year. A large percentage of the cutting of black spruce in northeastern United States is from second-growth trees.



TYPICAL FOREST GROWTH BLACK SPRUCE, GRATON COUNTY, NEW HAMPSHIRE.

The black spruce tree is conical in shape, with slender branches, usually pendulous with an upward curve, forming an open and irregular head. Alice Lounsberry, in describing the tree, says:

"To speak definitely of the outlines of trees is often difficult, for they adapt themselves with wonderful facility to the various conditions under which they grow. The

black spruce when it inhabits dense thickets sends up a tall and slender shaft, quite free from branches until near its top; but when growing in an open swamp with plenty of room for a free development it is often clothed to the ground with vigorous boughs. It then is very beautiful. After its youth has passed, however, and especially in cultivation, it becomes scraggly and rough-looking. Only when the tree is surrounded by abundant moisture does it thrive well, and near the coasts of southern New England, New York and New Jersey, it occupies many small swamps and bogs. From those of the red spruce its leaves are readily distinguished, for they are shorter and of a bluer tint of green."

Black spruce is also known by the name water spruce in Maine; blue spruce in Wisconsin; double spruce in Maine, Vermont and Minnesota; yew pine and spruce pine in West Virginia; merely as spruce in Vermont; as white spruce in West Virginia and as he balsam in Delaware and North Carolina.

The bark of the tree is grayish brown and rather rough. On the branchlets it is green and pubescent, turning brown in time. The needle-shaped leaves are seldom over two-thirds of an inch long, dark bluish green in color, four-sided and curved or straight. They grow very close together on all sides of the light tan twigs.

The cones are from one-half to one and a half inches long, turning tan color to reddish brown from the rich purple shade they possess on appearance. They are solitary and drooping at the ends of the branches and remain on the tree for several years, assuming a dull gray brown color with age. The scales are thin, rounded and persistent, wavy-toothed at the apex.

The wood of the black spruce is light, soft, elastic and resonant. For its weight it is, like red spruce, one of the strongest American woods. Lumbermen recognize no difference between black and red spruce, and they class the two together.

Black spruce is pale yellow-white in color, with thin sap-wood; clear, with the exception of a few small knots. It weighs, seasoned, thirty-two pounds to the cubic foot. The wood is used largely for pulpwood, and also extensively in house building, for ordinary flooring, roofing, joists, sheathing, interior finish and studding, and is a very popular building material in New York and New

England. Other purposes to which the wood is put are for ship building, piles, posts, ties, cars and sounding boards for pianos. It is used considerably as a substitute for pine, which it resembles quite closely.

Spruce gum, the resinous exudation of spruce trees of the northeastern portion of America, is obtained from this tree in Canada and New England in considerable quantities. It is a favorite masticatory. Spruce beer is obtained by boiling the branches of this variety as well as from the foliage of the red spruce.

The accompanying half-tone showing forest growth of black spruce was made from a photograph taken in the White Mountain district of New Hampshire, as was also the one of spruce logs which illustrates a peculiarity of spruce growth. The tree at the stump line is rarely round, but has a flattened side and convoluted base, as shown in the illustration, the bole higher up in the tree assuming the regular round contour of most growths.



BLACK SPRUCE LOGS SHOWING IRREGULAR SHAPED ENDS PECULIAR TO SPECIES.

## Makers of Machinery History

NUMBER IX

V. H. Hanchett

(See portrait supplement)

The name Hanchett is familiar to users of saws all over the country. It has long been associated with filing-room equipment, and at once stamps a tool as best. The name was connected with the first saw swage ever built and it has been practically a synonym for the acme of filing equipment production ever since.

It was John Hanchett who, as a saw filer in a Michigan sawmill twenty years ago, conceived the idea that saw filing could be accomplished by a machine. He put his idea to practical test and soon was running a small shop making the first Hanchett saw swage. Shortly after he was joined by his brother, V. H. Hanchett, and together they soon built up a large business.

V. H. Hanchett is now head of the Hanchett Swage Works at Big Rapids, Mich., a man of foresight, energy and perception. To him is due not a little credit for the general development of the business and for its expansion to embrace its present well-rounded line of filing-room equipment. The RECORD takes great pleasure in presenting to its readers the portrait and this brief sketch of Mr. Hanchett, who has achieved success by dint of hard work and persistent effort.

In the southern part of Michigan nearly fifty-eight years ago, V. H. Hanchett was born. His father for years operated a sawmill, and here it was that Mr. Hanchett, early in life, got his first training in the lumber business, and he has kept in touch with the needs of the sawmill ever since.

Mr. Hanchett

formed a partnership with his brother, John Hanchett, inventor of the now famous Hanchett swage. Their shop was very small at first, and only one or two men were employed. Business, however, steadily increased until in a few years it was necessary to move to larger quarters.

In 1902 John Hanchett severed his connection with the firm and Arthur K., son of V. H. Hanchett, was admitted. Up to this time the Hanchett Swage Works had manufactured saw swages only, but now commenced to branch out and make other filing-room tools. The first new tool placed on the market was the Hanchett swage shaper, which met with such signal success that the company was urged by several concerns to manufacture other filing-room tools and machinery. It was finally at the suggestion of one of the largest saw manufacturers in the world that the Hanchetts took up the task of perfecting a line of filing-room equipment. Their delay in entering this field arose from the fact that they had no desire to add another tool to those already on the market until they could present a machine with improvements of enough importance to make a real demand for it.

In 1905 the firm was fairly launched in the manufacture of filing-room machinery and L. B. Hanchett became associated with it. Within two years business had grown to such proportions that it became advisable to incorporate, which was done, with a capital stock of \$150,000, most of which is paid in.

The Hanchett Swage Works is a rare example of business enterprise, showing what

can be done by perseverance and wise judgment in following closely a good line of machinery. The business in less than twenty years has grown from a small shop, employing a couple of men, to a large plant, employing in the neighborhood of one hundred and fifty skilled workmen and fitted out with modern machinery of the most approved type. That the Hanchett equipment is all that is claimed for it and gives universal satisfaction is shown by the fact that the great plant at Big Rapids turns out more machinery than any of its competitors.

### Michigan Business to Be Incorporated

The Robinson Lumber Company will be incorporated shortly with a capitalization of \$50,000 and S. L. Eastman of Saginaw and S. A. Robinson of Ogemaw county are the principal stockholders. Mr. Eastman has for some time held large timber properties in Ogemaw county. Last winter he entered into an arrangement with S. A. Robinson, a thoroughly practical sawmill man and a gentleman of excellent attainments and reputation, to build a plant in the town of Goodar on a four-mile spur track of the Rose City division of the Detroit & Mackinac Railway. A fine band sawmill of 50,000 feet daily capacity was erected and has been in operation during the summer. It has contracts to cut a large quantity of maple and other hardwood lumber for the S. L. Eastman Flooring Company, the plant being located at Carrollton opposite Saginaw.

The new company is to take over the entire property. It has about 50,000,000 feet of timber, enough for a long run, and there is more in reach. Goodar is an active little lumbering town and is growing rapidly. This year four miles of track were laid to reach more timber, and ultimately it will be extended twenty miles to Mio, the county seat of Oscoda county. The manufactured product comes out over the Detroit & Mackinac Road to Bay City and Saginaw.





V. H. HANCHETT  
BIG RAPIDS, MICH.



## Meeting Chicago Hardwood Exchange

A mid-monthly meeting, accompanied by an enjoyable lunch, was held by the Chicago Hardwood Lumber Exchange in the college room of the La Salle Hotel at one p. m., Saturday, October 16. The meeting called out more than fifty members and showed that

account be paid. On motion, the report of the committee was accepted and the treasurer was instructed to issue a check for the amount.

Jas. S. Trainer, chairman of the Market Conditions Committee, made an exhaustive report on the situation in the various woods in this market. On the whole, the report indicated increasing values on nearly every variety.

Chairman Charles Westcott, of the Membership Committee, reported applications from the following concerns, which on motion were admitted to membership: F. B. Sprague Lumber Company, Huddleston-Marsh Lumber Company, P. Schmechel, McLaughlin Lumber Company, D. K. Jeffries & Co., and S. P. C. Hostler.

Chairman Harvey S. Hayden, of the Publicity Committee, then made a report on the proposed seal to be used on the stationery of members of the exchange, and exhibited a

both buyers and sellers in this market; that any charges against the commercial integrity of Chicago's hardwood market are not warranted by the facts, etc.

H. H. Gibson, editor of *HARDWOOD RECORD*, on invitation, spoke briefly on the system pre-



JAMES S. TRAINER, CHAIRMAN MARKET CONDITIONS COMMITTEE.

there were twenty-seven houses represented.

President F. L. Brown presided and Secretary Joseph H. Dion recorded. After roll call, the minutes of the last meeting were read and approved, when the meeting listened to a report from Chairman Schreiber of the Labor Committee. Mr. Schreiber reported that the proportion of expense that had been



HARVEY S. HAYDEN, CHAIRMAN PUBLICITY COMMITTEE.

large colored drawing showing the design. The design and color scheme had the general approval of those present and after considerable discussion it was turned back to the committee with instructions to make some slight amendments and prepare the necessary drawings and engravings from which electrotypes could be made for the use of the members. It was also decided to have the design printed on stickers to attach to envelopes and letter heads for temporary use until all members had exhausted their present stock of stationery.

Chairman O. O. Agler of the Trade Committee made a report in which he recommended that a committee of complaints, to consist of three members, be authorized by the exchange. He spoke at length on this subject and stated that he believed that such a committee could do much good work for



E. E. SKEELE, CHAIRMAN COMMITTEE ON COMPLAINTS.

vailing in other hardwood trade centers involving business ethics and the efforts made to supply information, methods of arbitration, etc.

On motion, the chair was authorized to appoint a committee of three to more fully investigate the subject and if deemed wise to present at the next meeting of the exchange an amendment to the by-laws which will per-



CHARLES WESTCOTT, CHAIRMAN MEMBERSHIP COMMITTEE.

assigned to the exchange by the Employers' Association, covering the cost of arbitration in labor troubles for a long time past, amounted to \$237.50, and advised that the



O. O. AGLER, CHAIRMAN TRADE COMMITTEE.

mit the organization to add this detail to the present work.

President Brown did not name this committee at the meeting, but a few days later

appointed E. E. Skeele, chairman; F. S. Hendrickson and Theodore Fathauer to serve in this capacity.

The committee will be known as the Committee on Complaints. It is a trade ethics or trouble committee and on occasion may serve as an arbitration committee. To this body will fall a great deal of the work of ridding Chicago of any taint as to unfair dealing and the exchange will welcome any information which will assist in the work to this end. Mr. Brown feels that he has appointed an especially strong committee for this important work, and that the men chosen will command the respect of lumbermen generally and they can be depended upon for active and faithful service. Although the committee has no jurisdiction outside of the membership of the organization, it undoubtedly will have considerable influence in checking abuses which may occur outside of the exchange.

There were present:

H. D. Welch, E. A. Thornton Lumber Co.  
A. H. Ruth, G. W. Jones Lumber Co.  
Louis A. Smith, Fullerton-Powell Hardwood Lumber Co.  
O. O. Agler, Upham & Agler.  
Thomas B. Roy, Theo. Fathauer Co.  
W. E. Trainer, Trainer Bros. Lumber Co.  
J. S. Trainer, Trainer Bros. Lumber Co.  
G. R. Thamer, Empire Lumber Co.  
William Baithis.

## Hardwood Record Mail Bag

[In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.]

### Wants Quartered Oak Table Tops

The following letter is from a leading Chicago furniture company. Anyone desiring to negotiate for the trade noted can have the address by addressing HARDWOOD RECORD.—EDITOR.

CHICAGO, Oct. 16. Editor HARDWOOD RECORD: We are in the market for a lot of 54x54 inch round tops for tables, four pieces to each half, or each 27 inches. Also for a lot of 60x60 inch table tops, round, five pieces to each half, or 30 inches. These tops must be made of very nice selected common quarter-sawn white oak, with a large figure. We are writing this letter to you, as you perhaps know of some one who advertises in your paper that makes these table tops. If you have any addresses, kindly have the parties quote us lowest prices, for a bulk order in Chicago.

### Wants Booklet on Gum

Oct. 18, 1909. Editor HARDWOOD RECORD: In view of the fact that we are now manufacturing gum lumber extensively, we find that a great many of our customers are anxious to try this wood, but they are afraid owing to the fact that they have been informed that the stock will warp badly and cannot possibly be manipulated so as to stay in place or stay straight. It occurs to me that you have a good deal of information on this subject and we would like to know what you will charge us for about 10,000 booklets showing how to handle this wood from the standpoint of the cabinet maker. We feel that this is a valuable wood and a comer, but on the other hand, in opinion ninety-five per cent

P. P. Wood, E. B. Lombard.  
Robert S. Corson, Upham & Agler.  
J. J. Fink, Fink-Heider Co.  
R. S. Huddleston, Huddleston-Marsh Lumber Co.  
E. S. Nelson, Park Richmond & Co.  
Park Richmond, Park Richmond & Co.  
L. B. Lesh, Lesh & Matthews Lumber Co.  
Tom A. Moore, T. A. Moore & Co.  
William C. Schreiber, Herman H. Hettler Lumber Co.  
Harvey S. Hayden, Hayden & Westcott Lumber Co.  
J. D. Bolton, Hayden & Westcott Lumber Co.  
C. F. Holle, Heath-Witbeck Co.  
James P. McFarland, McFarland & Kenzen Lumber Co.  
G. E. Kerns, Kerns-Utley Lumber Co.  
A. W. Wylie.  
C. H. Wolfe, Heath-Witbeck Co.  
S. P. C. Hostler, Advance Lumber Co.  
R. Maisey, Maisey & Dion.  
C. L. Cross.  
Frederick L. Brown, Crandall & Brown.  
Theo. Fathauer, Theo. Fathauer Co.  
E. H. Klann, F. S. Hendrickson Lumber Co.  
Charles Westcott, Hayden & Westcott Lumber Co.  
J. H. Dion, Maisey & Dion.  
Fred D. Smith.  
John S. Benedict.  
J. M. Attley, J. M. Attley & Co.  
F. B. Sprague, F. B. Sprague Lumber Co.  
F. B. McMullen, Fullerton-Powell Hardwood Lumber Co.  
H. H. McLaughlin, McLaughlin Lumber Co.  
L. H. Wheeler, Wheeler-Timlin Lumber Co.  
E. E. Skeele, Estabrook-Skeele Lumber Co.  
Malcom McLeod, Oconto Co.  
L. B. Smith, Mason-Donaldson Lumber Co., Rhineland, Wis.  
T. G. LaBlanc, Lumber World.  
Frank F. Fish, secretary National Hardwood Lumber Association.  
Henry H. Gibson, HARDWOOD RECORD.  
H. B. Darlington, American Lumberman.  
L. E. Fuller, Lumber World.

of the hardwood users of the country do not understand how to treat the wood so that it will keep straight and stay in place.

The foregoing communication is from a leading lumber manufacturing institution. The writer has been advised that the editor of the RECORD, at his early convenience, will undertake the preparation of a booklet on gum, covering not only the range of forest growth, botany of the tree, physical characteristics of the wood, proper method of manufacture, handling and seasoning, but also the best method of rehandling and remanufacturing for eventual utilization.—EDITOR.

### Seeking Modification of Eastbound Freight Rates

At the last meeting of the Hardwood Lumber Manufacturers of Wisconsin, a committee was appointed to take up the matter of hardwood freight rates to trunk line territory with the leading general freight agents interested in these shipments, in an attempt to convince them that there should be a readjustment. The letter quoted below has been forwarded as directed and makes a very forceful claim for the relief desired. Two years ago the railroads made an arbitrary advance in rates and up to this time the efforts of shippers to secure a return to the old schedule have been unsuccessful. The former rates from northern Wisconsin averaged about 28½ cents per hundred pounds to New York City, while the current rates are about 41½ cents above this rate. The result has been that Michigan and Wisconsin shippers have had a marked falling off of

their former business in the East for some years. One railroad man asserts that the decrease has been from 75 to 80 per cent. Just at this time the Michigan and Wisconsin hardwood manufacturers are wedged in "between the devil and the deep sea." They recognize that the southern territory is having a much more favorable rate into the East than they enjoy, and besides this they are up against an iniquitous rate to the Coast, where they formerly were able to secure quite a volume of business. It is expected that the traffic managers in trunk line territory will thresh out this matter at its October meeting in Chicago.—EDITOR.

WAUSAU, Wis., Oct. 16, 1909.

To Freight Traffic Mgrs. Trunk Line Territory.

DEAR SIR: The hardwood manufacturers of Wisconsin, representing over 200,000,000 feet annual production of hardwood lumber, through their special railway committee, respectfully attach for your worthy consideration copy of resolution passed unanimously at their last meeting.

By using the multiple of 3,000 pounds (a very low average) per 1,000 feet, it will not take you long to compute the enormous tonnage produced by our association members. Then please consider that it is conservatively estimated that from twenty-five to thirty-three per cent of the total tonnage moved east of Chicago under the rates in effect prior to June 1, 1907.

Then digest the fact that this committee has reliable information from more than thirty Wisconsin lumber shippers that since June 1, 1907 (when new tariff became effective) their decrease in business to trunk line and C. F. A. territories is from sixty-five to eighty per cent.

Kindly remember that above figures represent only statistics of members of this association, and that it is safe to assume that the same conditions prevail among non-members; that the latest government report (1907) shows Wisconsin produced 510,000,000 feet of hardwood lumber.

The same government report shows that Wisconsin also produced 1,492,000,000 feet of soft woods, 364,000,000 lath and 348,000,000 shingles.

The officers of the Northern Pine Manufacturers' Association and Northwestern Hemlock Association assure committee decrease in their eastern business corresponds to the decrease reported by hardwood association members; they also pledge cooperation and liberal support to this move for freight rate reduction.

Committee asks this reduction in rates to increase selling territory for Wisconsin, northern Michigan and Minnesota lumber manufacturers—and likewise increase their revenue—and feel sure you can readily figure increased revenue for your line by putting into effect at once former rates to trunk line and C. F. A. territories.

Respectfully submitted,

F. H. PARDOE.

C. A. PHELPS.

W. C. LONDON.

Committee.

### In Market for Cypress Cross Arms

TOLEDO, O., Oct. 8.—Editor HARDWOOD RECORD: We are in the market for a quantity of cross arms such as are used on telegraph, telephone and electric light poles. These we purchase in long leaf yellow pine, but we have been considering the use of cypress arms. Through the courtesy of one of your subscribers we are referred to you as one who can perhaps give us some valuable suggestions as to a source of supply of these arms. It is possible that you do not know of mills that are now turning out cross arms, but you may know of some manufacturers who would perhaps consider the installation of the machinery to supply us with our require-

ments. If you can give us some information in reference to such manufacturers as you think would be interested we shall be greatly indebted to you for the courtesy.

The foregoing letter is from a prominent house manufacturing electrical supplies and machinery. Anyone interested in negotiating for a market for cypress cross arms can have the address by advising this office.—EDITOR.

### In Market for White Oak and Hickory

PHILADELPHIA, Pa., Oct. 8.—Editor HARDWOOD RECORD: We are in the market for one carload of log run square sawed white oak 1x15-12, 14 and 16-foot green. We also want to buy one carload of 2 3/4 x 2 1/2-15-foot hickory for spokes. If you can give us information as to where we can obtain this stock, we would appreciate it very much.

The foregoing letter is from a leading eastern lumber house and anyone desiring to figure on the requirements noted can have the address by addressing the RECORD.—EDITOR.

### Inspection Suggestions

One of the most logical and forceful men connected with the trades allied with the lumber business is E. W. McCullough, of Chicago, secretary of the National Wagon Manufacturers' Association. The RECORD is in receipt of the following letter from this gentleman, which contains some suggestions that are worth the attention of the lumber association magnates.—EDITOR.

CHICAGO, Oct. 11.—Editor HARDWOOD RECORD: In noting frequent reference in various lumber journals relative to the controversy as to the grading and inspection rules promulgated by the two or more hardwood associations and the question as to the formulation of rules that may be used universally, beg to say that there is a vital point which I think has been overlooked by at least part of these warring factions, which if properly considered might bring this controversy to an early and satisfactory conclusion.

We have found in manufacturing our own line of goods, and it is true also of almost all lines without a single exception, that the views of the consumers or users of the product must be considered to a very great extent, but where these are ignored or at least disregarded, as has been the case with at least one of the lumber organizations, the lumber manufacturers themselves can go on formulating and adopting rules as long as they please, such rules will neither be used universally nor prevent controversies in settlement such as frequently occur now. Also, while it may be possible to force compliance with these rules on the consumer at times when supplies are difficult to obtain, all this is reversed immediately when the market becomes easier.

I do not mean by this suggestion that it is possible to consult with or adopt the suggestions of all consumers of hardwood lumber, but it is possible to learn their wants and requirements and give them consideration in the formulation of these rules, and with the larger lines that demand many million feet of lumber annually it would be a great economy to both shipper and consumer if an understanding could be reached as to rules that would be fair and equitable. This has already been tried by one faction to this controversy and has proven satisfactory, but with the others who insist on forcing the issue the rules they promulgate amount to little or nothing. There is a middle ground on which the producer and consumer can

meet and solve this problem, but unless both are willing to approach it nothing satisfactory will ever come of arbitrary rulings that may be set up by either side.—E. W. McCULLOUGH.

### Lumber Graded by Hardwood Manufacturers' Association

The RECORD is in receipt of a letter from Lewis Doster, of Cincinnati, secretary of the Hardwood Manufacturers' Association, the essential features of which are reproduced below:

CINCINNATI, O., Oct. 14.—Editor HARDWOOD RECORD: In the promulgation of facts pertaining to the hardwood industry you may no doubt desire to become more thoroughly acquainted with the workings of the Hardwood Manufacturers' Association. This subject comes before me after reading an editorial in your paper of Oct. 10, in which you have quoted other papers on the subject of the amount of hardwoods graded under various systems.

For your information will say that the association I have the honor to represent contains a list of members in the neighborhood of 350, and when times are satisfactory operate about 700 big and little sawmills. This membership covers the entire hardwood producing field of the South, and the properties embrace therein timber holdings in lots up to 300,000 acres.

To further substantiate my idea in bringing to you the size and importance of the product of this association, I would like to go into more detail about the area of timber owned by hundreds of thousands of acres; the various states covered by the same, as well as the amounts in feet in the different kinds of woods, but at this time it is impossible for me to give these details.

The system of our bureau of inspection provides for placing the inspectors in the different sections of the country, for the purpose of adjusting quickly any complaints on shipments, to avoid demurrage or any inconvenience of storage room until the settlement is made. These inspectors are located at convenient consuming points to give prompt attention to any one desiring their services. The reports of their work are made out in triplicate; one copy sent to the purchaser, one copy to the shipper and the triplicate to our office for record. Special tally sheets are used to enable the members to obtain accurate information covering the widths and lengths of the lumber inspected.

We never locate a man permanently in any one section of the country. His travels extend to every part of the producing and consuming territory. If we find lumber shipped that is not graded properly, or not well taken care of, we send an inspector to the source of shipment to explain, if the shipper wishes, the bad features of the work, which tends to overcome like results in the future. These men do intelligent and excellent work, as we figure that the smaller the number of complaints the more our members are being benefited. After the inspectors visit the mills they make reports to the management in duplicate; the original report being left and the duplicate mailed to this office for record. The visits of the inspectors to consuming markets has great weight in the work at the mills. This service is free to the members, the cost being deducted from the income received through dues.

We issue certificates only on lumber that is complained of, and our method of handling is quick. However, we do issue some certificates which are authorized on some foreign or west coast shipments, when it is agreed between purchaser and seller that such certificate is the basis of settlement.

The main part of our work and the expensive one is the maintenance of inspectors in the consuming markets for handling complaints, and in the producing markets for inspection and in-

struction services. Now I have come to the point which I desire to bring out—the amount of lumber which is graded by our association members. There are two ways to figure that: We have shipped annually from 600,000,000 to 800,000,000 feet of hardwoods; during times of depression we have gone below this amount, but the output of our members at the present time, running full force, comes close to 1,000,000,000 feet. We found less demand for investigation of disputes in 1908 than we did in 1907.

A comparison of the expense incurred per car per thousand feet in the year 1908 was greater than in 1907. This was due to the fact that lumber was situated in a more scattered territory, causing more expense in the traveling of inspectors. I can truthfully state that ninety per cent of the lumber shipped by our members is based on the rules of this association, and from the millions of feet which go into the markets on our grades which require the settlement of only 600 disputed cars we feel that the percentage is very low. However, it would be a great delight to me to see such a number of complaints reduced year by year, which we hope to accomplish. Increasing the volume of our product and decreasing the number of complaints is the aim of this association, and they will be reduced to the minimum with the businesslike system we have inaugurated.

It may be that I have gone too much into detail on the number of feet of lumber graded in our hardwood section covering the southern producing field, but I believe it will be of interest to you, to not only correct the erroneous matter which I have noted, but also to enable you to avoid any misstatements in the future. The publication of this letter will enable the entire hardwood industry to obtain a correct idea of the enormous product in value, as well as in volume, passing through the hands of the organization of which I have the honor to be at the business end.—LEWIS DOSTER, Secretary.

This letter has evidently been brought out by recent editorials in various lumber newspapers, referring to the quantity of hardwood lumber that passes under the "official inspection" of various associations. Mr. Doster's letter explains quite fully that the system of the Hardwood Manufacturers' Association governing inspection matters differs materially from that employed by the other chief hardwood organizations.

Primarily the Hardwood Manufacturers' Association employs a large number of inspectors not to actually inspect and issue official certificates, but as a corps of pedagogues to educate inspectors employed by manufacturers with respect to the correct interpretation of inspection rules, and also when occasion arises, to reinspect lumber at points of destination, and to educate buyers in the specific details of accurate inspection. According to Mr. Doster's statement this educational system has made it necessary to reinspect during the past year only about 600 cars that were originally inspected under the Hardwood Manufacturers' Association rules.

Mr. Doster's showing would indicate that from 600,000,000 to 800,000,000 feet of hardwoods are now annually marketed under the Manufacturers' system of grading, and that during the present year it is likely to run well towards one billion feet.—Editor.

The plant and yards of the Oakland Lumber Company at Rhinard, W. Va., were destroyed by fire Oct. 8 at a loss of about \$10,000, partly covered by insurance.

## Log Sorting and Handling Cableway

In the milling of hardwood in the northern states one of the difficulties encountered has been the handling of the logs at the mill. In the old pine days the mill pond was an absolute necessity for the proper sawing and general handling of logs. It prevented the logs from deteriorating

any size was required the derrick was found to be very cumbersome and hardly suitable for the purpose.

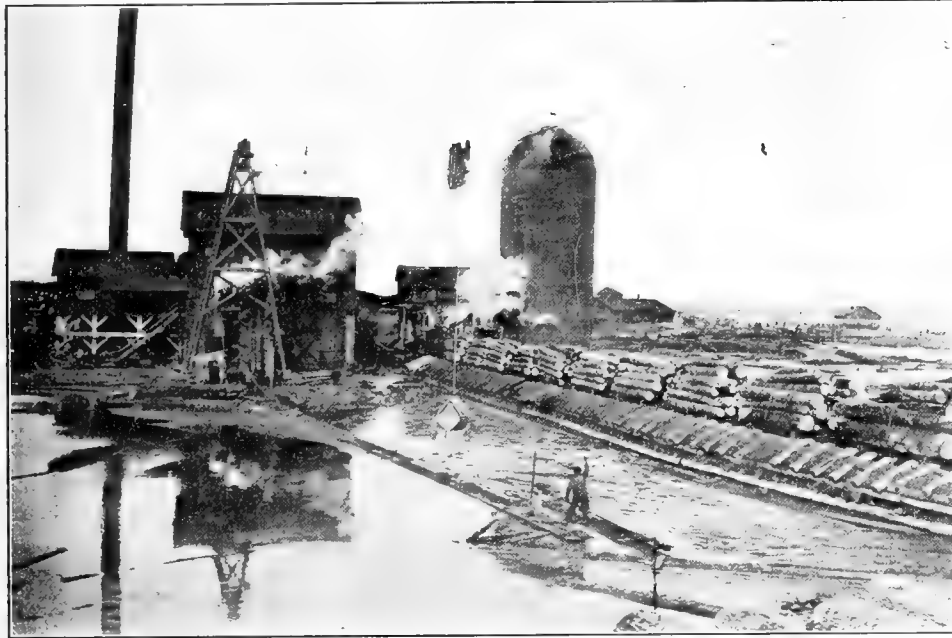
The most recent and efficient method used today is the cableway—the log handling cableway. This is a modification of the device used to such a great extent in

yard, the pond, if one is used, being at some point between and extending to the log chain. Shown herewith are a number of halftones which show such a system and which is in fact probably the most efficient log handling cableway for its specific purpose in existence. This cableway is in operation at the Girard Lumber Company's plant, one of the largest concerns brought to its present efficiency by the well-known northern operator, J. W. Wells of Menominee, Mich. This cableway has its further or tail tower so situated that the span of the cableway extends across the hot pond for its entire length, running parallel to the railroad track over which the logs are delivered to the mill and which in turn separates the hot pond from a larger pond on the further side. The cableway is useful in accomplishing the following purposes:

First: Logs may be delivered in the large pond at the further side of the log track. When desired, the fall line of the cableway will reach over and convey those logs into the mill pond proper.

Second: The logs which are brought in for immediate use upon the cars are unloaded by the cableway from the cars, deposited in the pond or decked upon skids, as shown, for future use.

Third: As the logs are required at the mill this cableway will take them either directly from the cars or from the two ponds mentioned or from where they are decked upon the skids. It deposits the logs directly on the log chain with practically no hand labor. The device is remarkable for the immense quantity it can handle per day, and the small amount of labor necessary.

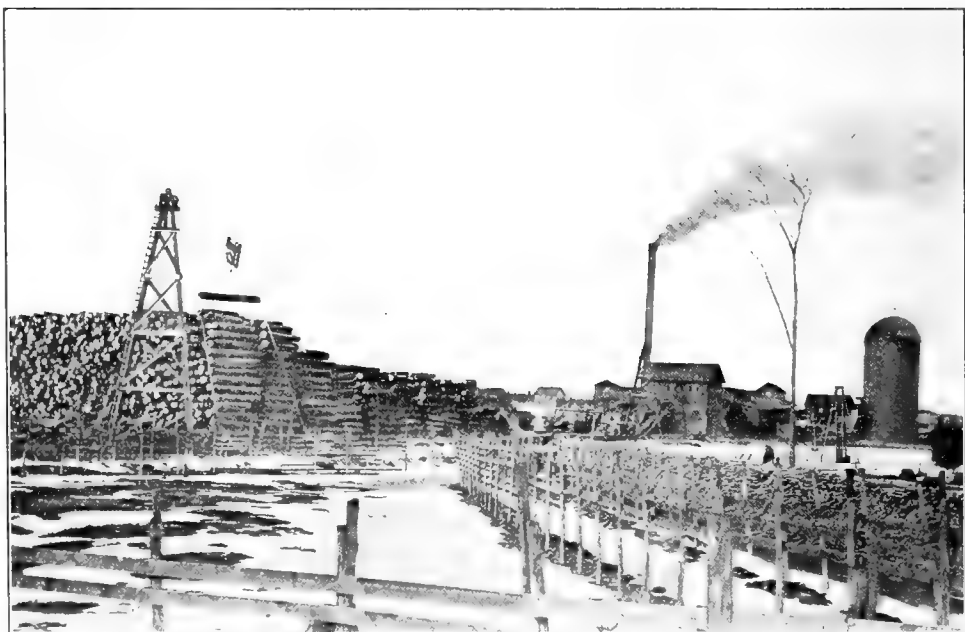


CABLEWAY EQUIPPED WITH CLAM-SHELL BUCKET CLEANING OUT HOT POND, while awaiting sawing, and offered the cheapest, simplest and most efficient way of conveying them to the mill slip.

In the hardwood mill of the present day, however, sawing proceeds throughout the year or at least well into the winter; and it is difficult to keep a pond open through the winter season. A number of companies do this by instituting a hot pond, simply a small part shut off by planking or otherwise, and kept open by waste steam from the mill or by other special supply. It is difficult, however, to maintain a large enough pond of this sort to hold a full winter supply of logs, and some provision has to be made for storage. The valuable functions of the hot pond are to wash the grit and gravel out of the logs and to thaw them out, making sawing a much easier operation. Another difficulty is that from their great weight very few hardwood logs float for any length of time after being placed in the water. The tendency among mill operators, therefore, is to restrict the size of the pond to that necessary for the proper washing and thawing of the logs and to provide storage room on the bank, decking them to considerable height.

To deck these logs the smaller and earlier mills used a team of horses and a number of men. This was of course a slow and expensive method. Subsequently various forms of derricks were used for this purpose, but a sturdy where a supply of logs of

the construction of dams and general excavation work, such as canal building, quarrying, etc. With this system for handling logs at the mill two towers are usually erected, one straddling the log chain just in back of the place where the logs are to be delivered to the chain, and the other at the furthest end of the proposed log



DECKING LOGS FOR WINTER USE. ENDS OF DECKING PILES.



In the halftones the men necessary for the suitable handling of the logs are shown, with the exception of the engineer, who is standing in a small house beside the mill. The steam for the hoist which operates this cableway is taken directly from the mill boilers so that no fireman is necessary.

This cableway in its general use for handling logs does not differ greatly from others used at various mills throughout the country. There is, for instance, another one at the J. W. Wells Lumber Company's plant at Menominee, Mich. (another concern in which Mr. Wells is interested).

A large item of expense in the ordinary log pond artificially created is cleaning it out once or twice a year. A small pond usually fills up rapidly with bark and dirt from the logs. In the past it was necessary to drain the pond and clean it out by hand. This is slow, difficult and expensive, and moreover necessitates shutting down the mill for the time. To eliminate these



DUMPING LOGS FROM CARS INTO POND BY CABLE.

vided for such storage. The height to which they can be decked is determined by

This is a device which, by its great labor and cost saving, and general efficiency, would be of great aid to any hardwood mill in the country.

The equipment here described was built by the Lidgermond Manufacturing Company, 96 Liberty Street, New York City.

#### The Finish of the New La Salle Hotel

One of the latest and most interesting skyscrapers in Chicago is the La Salle Hotel, which occupies nearly a quarter of a block at the corner of La Salle and Madison streets. This hotel is the most palatial one in Chicago, and has all the latest "frills" involved in modern hotel building.

The feature about the hotel that particularly interests the lumber trade is the handsome interior finish. The office and first floor of the structure is done in Circassian walnut. Everything above this floor, including doors, trim and furniture, is red gum. To say the least, the beauty of this finish and furniture is attracting even more attention than that of the lower floors. The splendid coloring, fine figure and quiet tone of the entire work appeals to good taste.

The lumber from which these materials were made was supplied by the Three States Lumber Company, of Memphis, Tenn., and is a mighty good advertisement for the high-class product produced by this house.



CABLEWAY DECKING LOGS FOR WINTER USE OF MILL.

difficulties the Girard Lumber Company's cableway has an additional attachment, a clam shell bucket with suitable apparatus for its efficient operation. With it the pond can be rapidly excavated at any time when it fills up with bark or other refuse, without shutting down the mill or interfering with its regular work. The dirt is conveyed and dropped onto cars, and can then be readily taken away and utilized for fill or otherwise disposed of. The actual cost of the excavation has been proven to be about one-fifth of that of the old hand method; and the saving in not having to shut down the mill for this purpose can readily be appreciated by any practical operator.

In the pictures the points in the handling of the logs are well illustrated, logs being unloaded from cars, being taken to the mill and being decked for winter sawing. Such a cableway will readily handle all logs necessary for the ordinary double band mill and the amount that can be decked for holding is only limited by the ground pro-

vided for such storage. The height to which they can be decked is determined by



CABLEWAY CONVEYING LOGS FROM THE POND TO THE MILL.

## Tree Curiosities

Man, it seems, has always venerated the trees. Although we no longer worship the giants of the forests as did the ancient Druids when they built their great altars at Stonehenge, we still regard certain trees as precious memories and look upon them with infinitely more respect than we give any man-made monument. Innumerable villages and hamlets all over the world contain trees made famous by some historical event or by some noted person, and hundreds of tourists visit these places every year and render homage to these venerable monarchs of nature.

Even the least human of mankind, in many cases utterly devoid of the finer sensibilities of feeling, seem to have a peculiar regard for great majestic trees, and it is said that Napoleon, that imperial vandal, showed respect for them. When building the wonderful road over the Simplon Pass that he might with less difficulty get his devastating army into Italy, he ordered his engineers to swerve from the straight and direct line so as to avoid injuring a giant cypress at Somma in Lombardy. This tree, 106 feet high, and 20 feet in circumference, is one of the oldest trees in Europe. Its age has been estimated at 1,950 years.

### THE PARLIAMENT OAK

The famous Parliament oak, under which met the first English Parliament in which the Commons took part in 1295, is one of England's most beloved trees. Tyrril's oak still marks the spot where Rufus, one of the sons of William the Conqueror, was slain, and is regarded highly by the English. At Holwood, England, there is an old tree known as the Wilberforce oak with a large limb extending out from the trunk forming a natural settee. While seated on this limb it is said William Pitt and William Wilberforce first discussed the abolition of slavery in the possessions of England more than a century ago.

### FAMOUS FOR SIZE AND AGE

There are no trees in the world which can compare, either in point of size or age, with the beautiful and wonderful redwoods of California. Many of the trees still standing were veritable giants of the forest when Columbus made his famous voyage of discovery. The largest redwood in the United States is on the north bank of the Tule River near Bear Creek, California. This giant measures 140 feet in circumference. A more interesting tree is the Dead Giant redwood in Tuolumne Grove, which had a girth of 119 feet. The Indians had built their camp fires against this tree so long that its trunk became hollowed out like a chimney. Finally when the road builders came they cut through the stump and built a highway by means of which coaches and wagons pass through the heart of the tree without difficulty.

Several years ago a hotel man with an eye for bizarre effects converted a grove of redwoods between San Jose and Santa Cruz into an inn. He hollowed out ten immense trees,

the largest of which was 63 feet around, and fitted them up as dining-rooms, drawing-rooms, parlors and sleeping apartments.

One of the highest trees in California is in the Calaveras grove; it reaches a height of 325 feet and is known as the "Keystone State." The state of California now owns the Mariposa grove, embracing hardly four per cent of the area on which the big trees grow, and its two square miles of territory are protected against cutting. Other forests of the state are in private hands and the giant trees famous for their size all over the world are rapidly being cut down for commercial profit.

### TWO BIG AUSTRALIAN TREES

Although the redwoods of California are as a class the largest trees in the world, reaching as they do an average height of 250 feet, there are specimens scattered throughout the world which are of even greater size. In the Dandenong district of Victoria, Australia, there is a eucalyptus tree 430 feet high. The trunk, sixty feet in circumference, towers 380 feet before giving off a single branch. Another Australian giant is a fig tree which stands on the banks of the Johnstone River near Brisbane. Three feet from the ground it has a girth of 150 feet and at a height of 55 feet, where it branches, it has a circumference of 80 feet.

### THE OLDEST TREES IN THE WORLD

The dragon-tree of the Canary Islands is remarkable for its extreme age. Individual members of the family are believed to be the oldest living vegetable organisms in the world. The age of one tree in particular has been much written about—the once famous dragon-tree of Teneriffe, and it was estimated to be from four to six thousand years old. This giant was over seventy feet in height and survived intact until the year 1819, when a wind storm broke off one of its largest limbs and a second storm in 1867 stripped the trunk of all its branches and left it standing alone. The tree takes its name from the reddish fluid it exudes, known as dragon's blood, found in the sepulchral caves of the islanders and supposed to have been used by them in embalming the dead. At one time it was an important article of export from the Canaries and has never fallen entirely into disuse.

### THE WORLD-FAMED PLANE TREE

On the Island of Cos in the Aegean sea there stands, carefully guarded, a huge plane tree, measuring 18 yards in circumference. The tree is surrounded by a raised platform breast high, doubtless built to support the trunk after it had become weak with age. The limbs are also supported by braces. Close by the tree is a marble bench, said to be the chair of Hippocrates, the Father of Medicine, and it is supposed that he taught the art of healing from this seat. He was born at Cos 460 B. C., so that some idea of

the age of the tree is gained from this fact. It is estimated that the tree is more than 2,000 years old, and the late Dean Farrar of England stated that it is probable that under the shade of this tree Sts. Peter and Paul rested.

### A FIREPROOF TREE

A tree called the rhopala, a native of Colombia, South America, is fireproof, and the hottest fire can not burn it. It is a veritable salamander in the vegetable world, and has been known to have survived fire which laid waste great areas, old and young trees, underbrush, weeds, everything but the rhopala. It is an ugly plant, small and scraggly, and has a wild and desolate appearance. Its ability to resist fire is said to be due to the structure of the bark, the outer layer of which, to a depth of half an inch, is formed of dead cells and fibers. This makes an incombustible coat, which not only will not burn itself, but keeps the fire from the living inner parts.

### THE WORLD'S LARGEST TREE

To Sicily must be given the credit for having the largest tree in the world. It is known as "The Chestnut Tree of a Hundred Horses," and is situated at the foot of Mount Etna. Its five enormous branches, each as large as an ordinary tree, issue from a trunk which is 212 feet in circumference. A hollow in its trunk is large enough to admit a flock of sheep. The name of the tree originated from the story that Queen Joan of Aragon with her nobility and their retinues once took refuge from a violent storm under its spreading branches.

### SOME FREAK GROWTHS

An elm tree growing originally on the left bank of a small stream near Enys in Cornwall, England, was overthrown by a severe storm. The tree fell directly across the stream, but it did not die but took root again on the other side, and three trunks have sprung up at this point. The main stem, with a girth of ten feet, forms a natural living bridge.

At an elevation of four thousand feet above sea level, near the baths of Alliaz in Switzerland, stands a linden supposed to date from the time of Charles the Bold. This tree would attract attention because of its great size if for no other reason, as it has a trunk thirty feet in circumference which sends off horizontal branches about a yard from the ground. The branches do not continue in a horizontal direction, but have turned upright and then form seven trunks parallel to the main stem. The most peculiar feature of the growth, however, is that the two largest side trunks are connected again with the main trunk by subquadrangular branches like girders.

### THE AGE OF TREES

Among scientists and students of botany in Europe there is not a little contention as to the great age attributed to various famous trees. The German Forest Department has



made some very careful observations and has deduced some dependable facts on this subject. It is the opinion of the best qualified judges that there is no European tree which can be proved to be over 800 years old, and that no tree in Germany attains even that age in a healthy state. The rings formed by the annual growth of exogenous trees are of course the best evidence of their age, but this is only to be obtained before decay and age have effaced the record. Documentary evidence of the existence of a specified tree at a certain date, it is pointed out, is not necessarily conclusive. This does not question the truth of the record, but it is claimed that very often young trees have been planted on the sites of their famous predecessors, and as the one died the other sprang up and eventually assumed the identity of the older tree.

Cases in which a young tree has sprung up spontaneously at the very foot of a noted tree have been observed not infrequently, and

other instances where a healthy young sapling took bodily possession of the hollow trunk of an old tree and grew at its expense have been noted. It is claimed that it is by no means unlikely that some of the ancient old oaks of England have undergone such a transformation. An age of 700 or 800 years has undoubtedly been attained by many trees, and this can be proved by unquestionable evidence in many cases, but the tradition attached to many well-known growths must be accepted with some measure of doubt. About the only conclusion that can be reached in regard to very old trees is that they can not be less than a certain age, but beyond that there is nothing but estimates of probabilities. Experts base their calculations of tree ages upon species, size, and the known laws of a tree's growth, allowing, of course, for modifications of these under varying conditions.

gating a total capacity of 2767 H. P., are employed throughout the works.

In general the requirements of the lumber and woodworking industries can best be met by constant speed motors, and so alternating current induction motors were adopted for the majority of the machines, the exception being a few direct current motors for use in the machine shop where a wide range of speed is required.

The type of alternating current motor used is the well-known General Electric Company's form K induction motor. This is simple and strong in construction and capable of maintaining high efficiency over a wide load range. The open type of construction of the frame materially improves the cooling of all parts of the motor and avoids spaces for the accumulation of dust. The entire absence of sparking is an especially valuable feature and permits of their installation where the air is laden with fine dust. They are quick and certain in starting, have high overload capacity, and require practically no attention while running.

The cut illustrates the advantages of the individual drive very effectively.

The absence of belting and shafting contributes greatly to the neat appearance of the mill and allows a much better diffusion of the light, and also eliminates the circulation of dust and dirt, the dripping of oil from shafting, the power loss in belting and shafting and the danger to employees incidental to their use.

There are seventeen planers and matchers in this bank, each being driven by a 35 H. P. induction motor. The individual starting compensators are shown at the right, located conveniently near the machine.

Each machine is a unit in itself and may be shut down when not in use and will then contribute nothing to the cost of operation while idle.

#### Second-Hand Poplar

A few weeks ago Howard Bros. Company, boat builders of Jeffersonville, Ind., received a telephone message from a Louisville contractor asking them to come and look at a lot of second-hand poplar joists they were taking out of the warehouse they were dismantling. At that time Mr. Howard gave no heed to the message, but a few weeks later, happening to be in the vicinity of the building being demolished, he noticed a pile of 500 2½x24—26-foot old and yellow clear poplar joists that had been removed from the structure. Although the top edges showed some little decay, and the effect of the nail holes of frequent floors that had been laid on top of them was apparent and the sides were somewhat rusty, the bunch of stuff looked good to him.

Very soon he struck a trade with the contractor for the entire lot at \$20 per M. He transferred the material to his shipbuilding plant at Jeffersonville. He has dressed the stock two sides down to 2 inches and ripped off the defective edge and resawn the material to inch, with the result that he probably has the finest lot of poplar panel lumber that exists in the United States. He says perhaps forty-year-old clear yellow poplar of the old fashioned yellow variety won't make panels in steamboat cabins that the owners will be proud of, but he thinks it will!

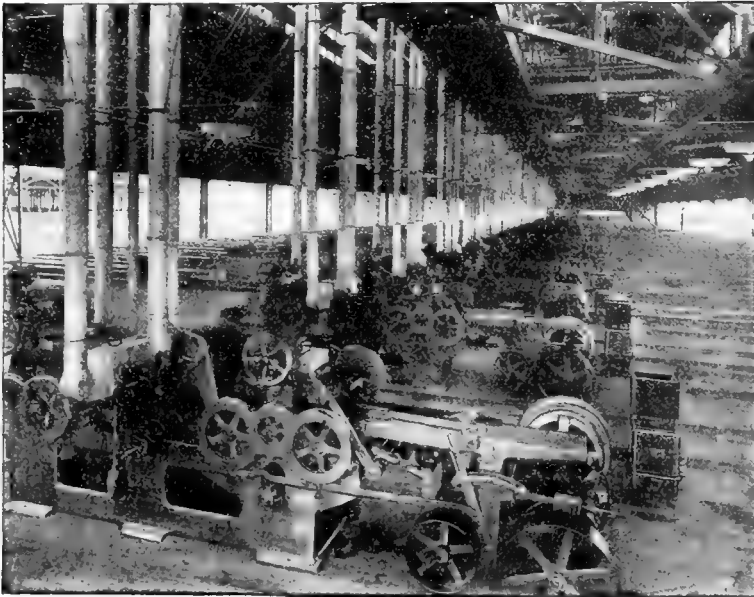
## Individual Drive in a Planing Mill

The Great Southern Lumber Company, at Bogalusa, La., operates the largest electrically driven lumber manufacturing plant in the world. The complete electrical equipment, with the exception of the transformers, was furnished by the General Electric Company of Schenectady, N. Y.

The powerhouse equipment consists of two 500 Kw. and one 200 Kw. generators, direct

generators set supply current to the direct current motors in the machine shop. There are also two 30 Kw. 125 volt engine type exciters.

The switchboard equipment consists of three generator panels, two exciter panels, twelve feeder panels, two motor-generator panels, two luminous arc lighting panels, two series A. C. lighting panels.



ROW OF INDIVIDUAL GENERAL ELECTRIC MOTORS.

connected to steam engines. All three generators are of General Electric three phase revolving field type, running at 100 R.P.M. and generating current at a potential of 2,300 volts and a frequency of 60 cycles. The current is transmitted at a potential of 2,300 volts and stepped down to 440 volts for the operation of the alternating current motors.

The 50 Kw. 250 volt direct current motor-

In addition to the above apparatus there are two 50 light C. C. transformers and mercury arc rectifiers for supplying current to the luminous arc system installed on the towers in the mill yard and three 25-light C. C. transformers for supplying alternating current for lights in the streets of the mill town.

Eighty-one General Electric motors, ranging in capacity from 5 to 150 H. P., aggre-

## Power for Handle Plants

BY H. B. ALEXANDER

Among handle men there is generally more or less discussion as to which is the more desirable power for handle plants, steam or electricity. Like all such discussions there is a great deal to be said on both sides of the question, the most influential point being local conditions surrounding each factory.

In our factory we use electric power and find it quite satisfactory with one exception. We use one motor only and this has to drive the heavy line shaft and all the machines. This gives an unnecessary load of several horsepower required to overcome this friction. The motor is a high-speed and the drive pulley is too small for the load that it has to handle and this requires that the drive belt should be very tight in order to keep it from slipping.

People who visit the shop remark that it is a great waste to pay for electric power when there is so much refuse in the shape of shavings and sawdust that could be used as fuel in a refuse burner to produce steam. There is plenty of fuel about the shop to feed a refuse burner and steam up a hundred horsepower boiler and keep it popping off all the time—but even at that it is doubtful whether it would pay. When it is remembered that the expense of a first-class engineer to look after the boiler would more than pay the cost of the power used, to say nothing of the fact that, as everyone knows, engines are very liable to get out of order as well as boilers and pumps, it will be conceded this is a point in favor of electric power. It is regrettable that all this heat should go to waste, but for a plant the size of ours it would not pay to try to save it and run with steam, as electricity can be had for about half what steam would cost and furnish as good if not better power.

All these remarks refer to plants which have to purchase power from a central station. If a concern were building a plant that would require from one hundred and fifty horsepower up then the best plan would be to install steam equipment, using it, however, to generate current only, and operating the machines by means of motors.

Each machine which requires five or more horsepower should be operated by a separate motor, directly connected if possible to the machine itself, or if this can not be done, to the countershaft.

On smaller drives a group of machines can be arranged together and made very convenient. In broom handle manufacture, it is necessary to have the shifting lever of the countershafts convenient to the operator and it is an easy matter to arrange the switch of a motor in just as handy a position.

By having separate motors the power cost will be reduced to an appreciable extent if payment is made by meter and even if on a flat rate it will mean economy if only from the lessening of wear and tear on the counter-

shafts and loose pulleys, as well as saving all the long belts from the main line shafts. Should a lathe be put out of commission because of broken parts, while having the knives sharpened or because of the absence of the operator, then the cost of power and the wear on the machine stops for the time being; on the other hand, should it be necessary to work part of the shop overtime, the machine can be run independently. It sometimes happens in a handle factory that the sander has to be run nights part of the time in order to keep up with the lathes, and without individual motors the countershafts on every machine in the factory must be run or else someone has to go around the shop and take off all the belts, which is a serious waste of time as they must be put on again in the morning. This same difficulty would be met in a plant operated by steam.

One of the chief objections to the electric plant is the initial cost of installing. A steam plant of the size ordinarily used by a handle maker can be put in for about the same cost as a plant driven by one motor, but where a motor is used for every machine, then the cost mounts up rapidly. The factory owner is then often scared out of the notion of an electrically driven plant and, thinking of the waste product which will have to be disposed of in some way, he decides on the good old steam power, which undoubtedly will cost him more, but which he argues he is sure of, understands perfectly and which he knows will do away with the waste of his machines.

Refuse burners undoubtedly have many good points, but on the other hand, they require a good deal of watching to keep them in shape, and to control sparks, and there is always thin stuff that comes from the rip saws that should not be allowed to go into the blow pipes and which, being too small to sell for wood, must in this way be wasted.

The gas engine has some admirers among handle men, but unlike steam or electricity, with which a saving can be effected in pulling an overload of some five per cent, at least for short periods, it would not be safe to try to do this with a gas engine, and with the general run of them it would not be safe to try to do this within five per cent of their rating.

When I first entered the handle business, we had a very small plant—only one old-style lathe and one dowel machine with a rip and cut-off saw. These together did not aggregate ten horsepower. A twelve horsepower gas engine was installed to pull them. For a short time all went well, and then the gas engine began to buck. This was then changed for a fifteen horsepower, which gave fairly good service for a short time and then it, too, commenced to buck. When we came to our present plant, a twenty horsepower gas engine was giving about as much

trouble as we had had before. After considerable trouble with this engine, we decided to give it up and are now running a plant just three times as big as it was, and a thirty horsepower motor is driving the machines with power to spare.

In the near future we expect to double the capacity of our plant, which will of course necessitate more power and we will undoubtedly adopt the separate motor plan, believing that it is unqualifiedly the handiest and best.

\* \* \*

Did you ever try keeping books on your machines? It pays. Each machine is charged with its repair bills, labor, oil and all sorts of supplies and is credited with the amount of work turned out. Don't keep these figures secret—let them be known—and then see if they won't help get out more work.

\* \* \*

If you have been thinking of building a new plant, don't delay. Ample yard room and private switching facilities are great conveniences and really money savers. A factory located so that a regular switching track must be used to load and unload stock might as well be half a mile from the railroad.

\* \* \*

Expert workmen in the various departments of handle making are extremely hard to get, and when you find one that suits, hang onto him. It is uncertain, unsatisfactory and troublesome work to break in new men and oftentimes it is necessary to try a dozen or more before a skilled and trusted man is found. Of course the time lost in teaching and the cost of stock wasted or spoiled is to be considered and it is really enough to make up for the additional cost of an expert.

\* \* \*

Don't be stingy with tools. It's about as reasonable to expect a mason to build a chimney without mortar as to think a workman can do good work when he hasn't the right sort or enough tools to do it with. A frequent difficulty in most shops is that the supply is so meager that a man has to hunt all over the place for a hammer or a screw driver, sometimes spending twenty minutes looking for a tool with which to take care of a two minutes' job.

\* \* \*

Do you use sprocket chain? Some handle men never keep extra parts of chain on hand—it can easily be imagined what sort of a scene takes place when the factory is rushed with work and a link in the chain breaks, and to make matters worse, it is very seldom that the desired size can be obtained at local supply houses.

The Blair Veneer Company, one of the leading manufacturers of North Troy, Vt., is planning an extensive addition to its plant.

Fire recently visited the mill of the Cypress Shingle & Lumber Company located near Old Hardin, Tex. The mill was owned and operated by Messrs. Waterman and Jackson and had been in operation for five or six months.

## News Miscellany

### October Session Cincinnati Lumbermen's Club

The October meeting of the Lumbermen's Club of Cincinnati was held Monday evening, Oct. 4, in the banquet room of the Gibson House. The river and rail and other committees reported on the work done, all of which was of local interest only. The special committee appointed to make changes in the by-laws made their report and same was accepted subject to a few slight changes. This new constitution will be voted on at the November meeting of the club. Several radical changes were made, the most important of which provides for the appointment of a commission to whom any shipper may apply in case he feels he has not been treated fairly by any member of the club. This is a long step in the right direction, for it will make shippers feel that they can ship to Cincinnati and be positively assured of a square deal, for while Cincinnati has always been noted for its fairness, at the same time no assurance of this fact heretofore has been possible. Several other

and treasurer of the Hardwood Lumber Company of Cincinnati, died at a sanitarium at Loomis, N. Y., October 4, and was interred at Jackson, Mich., his former home, October 7.

At the time of the severe illness which caused Mr. Heyser's demise he was engaged as a salesman by the Galloway-Pease Company of Cincinnati.

Mr. Heyser was 28 years of age. He was a remarkably promising young man, and his death is deeply deplored by a large circle of friends.

### Melted Wood

In an article by Francis Marre, published in *La Nature*, Paris, August 14, a translation of which appeared recently in the *Literary Digest*, it is stated that it is possible to melt wood by heating it in a vacuum, the resultant product being a hard homogeneous substance that apparently has a great industrial future before it. Melted wood has long been considered merely as a laboratory curiosity, but it is now probable that practical applications of this new product will develop rapidly. The writer of the article states:

"Although wood is eminently inflammable, it melts at a relatively low temperature, but in very precise conditions, and only when it is absolutely removed from contact with oxygen, so that its combustion is impossible. This may be understood when we remember what its composition is. When its immediately soluble constituents have been removed by means of alcohol, for instance, it gives on analysis organic acids, water, oily essences, silicates, sulphates, phosphates, chlorides, and hydrocarbonates of lime, potash, soda and magnesia, carbonic acid, carbonated hydrogen, etc.—that is to say, solely bodies susceptible of being evaporated or dissolved after having cooperated by chemical affinity in the formation of determinate substances.

"Starting from these data, Messrs. Bizouard and Lenoir, the former an electric engineer, the second a printer, studied in 1891 the problem of the fusion of wood, and after a year of investigation succeeded in producing a sample of melted wood which, although obtained without special apparatus, still had remarkable peculiarities. The details of the process are not exactly known; they operated in a closed vessel at a relatively low temperature—this is about all that we can gather from the technical journals of the period.

"But their work has been taken up by others, and now there is a full operative technic that enables us easily to obtain excellent results. A metal receiver, a sort of boiler having a double bottom through which superheated steam passes, is filled with bits of wood; it is closed by a lid similar to that used in autoclaves, and provided with a tube and stopcock communicating with an apparatus for exhausting the air. \* \* \* When the wood thus kept in a vacuum is heated above 284 degrees Fahrenheit, the water and other volatile substances are given off first, and are drawn off by means of the exhausting apparatus, after which the heating is continued for about three hours. There then take place a complex series of reactions and phenomena analogous to those that accompany the distillation of wood in a closed vessel, and in this way all the so-called pyrogenous products are separated; these in turn are drawn off, condensed and separated so that they may be utilized commercially. There then remain in the receptacle only the fibrous skeleton of the wood and the mineral salts, which, taken together, constitute a fusible mass. This is allowed to cool slowly, out of contact with the air, and then placed in a second boiler which, after the air has been exhausted, is filled with nitrogen under a pressure of 1.5 to 2 atmospheres. \* \* \* The whole is heated to 1,500 degrees Fahrenheit for two hours, and at

the end of this time the wood is melted into a homogeneous, hard mass."

The melting process may also be performed without drawing off the distillation products, resulting in about two hours in the formation of a solid amorphous mass of fused wood. The product has a fine grain, takes a high polish and is hard and resistant, so that it will undoubtedly prove of great industrial value. Melted wood takes printing ink readily and may be cleaned with potash, soda or turpentine. It is also easily cast and moulded into all manner of different shapes and by adding preservatives to it during the melting process it may be rendered practically indestructible.

### St. Louis Concern to Open Chicago Office

St. Louis' loss is Chicago's gain. One of the most active and popular of the lumbermen of St. Louis, W. W. Dings, secretary of the Garretson-Greason Lumber Company, is about to move his place of residence from the Missouri city to the Illinois metropolis, where he will open a branch selling office for his concern. The Garretson-Greason Lumber Company for a long time has had a wide and rapidly growing trade in Chicago and Mr. Dings has of necessity spent a



CLIFF S. WALKER, PRESIDENT CINCINNATI LUMBERMEN'S CLUB.

changes in the constitution were proposed that will make the work of the club more effective.

The following members and guests were present:

James Buckley,	John R. King,
C. A. Walker,	A. Veith,
T. B. Stone,	H. R. Welling,
Lewis Doster,	E. J. Thoman,
W. D. Sexton,	W. H. Flinn,
J. A. Murphy,	F. E. Linz,
R. McCracken,	J. E. Dulweber,
M. R. Williams,	B. F. Dulweber,
J. M. Cheeley,	George L. Hussey,
W. J. Eckman,	B. A. Kipp,
D. C. Snook,	W. A. Bennett,
A. V. Jackson,	J. Watt Graham,
J. H. Lane,	J. A. Bolser,
J. H. Wehry,	F. R. Stanley,
R. O. Witbeck,	E. C. Bradley,
F. L. Scott,	Wash Rees,
W. A. Johns,	A. Heider,
G. E. Jones,	C. F. Shiels,
Will S. Sterrett,	J. A. McEntee,
R. L. Gilbert,	H. E. Burbank,
W. W. Sterrett,	H. A. Hollowell,
C. F. Korn,	George W. Hand,
Dwight Hinckley,	J. C. Rash,
J. S. Zoller,	G. C. Ault,
W. F. Duhlmeier,	J. N. Powers.
D. Beets,	

### Death of W. C. Heyser, Jr.

Winfield C. Heyser, Jr., son of the veteran lumberman, W. C. Heyser of Knoxville, Tenn., and brother of Walter E. Heyser, vice-president



W. W. DINGS, SECRETARY GARRETSON-GREASON LUMBER CO.

great deal of his time here. Business has developed to such an extent that it has been deemed wise to have Mr. Dings located here permanently.

Mr. Dings has already resigned from the Missouri State Forestry Commission of which he was a member, from the Lumbermen's Club and from the Lumbermen's Exchange. He has been a prominent figure in St. Louis hardwood circles for years and his loss will be keenly felt there.

### Annual Meeting Gulf Coast Exporters' Association

The third annual convention of the Gulf Coast Exporters' Association was held in the auditorium of the Battle House, Mobile, Ala., Oct. 18. The two matters of special interest to be considered at the meeting were the report of the committee on a plan for an inspection bureau and the election of officers for next year.

The secretary read a report covering the work of his office and showing that the organization has a membership of fifty-one and that its work is progressing satisfactorily in all departments. The treasurer's report showed a small though fairly satisfactory balance on hand.

The committee on trade ethics, of which E.

P. Holmes is chairman, then submitted its report. Mr. Holmes, before presenting the committee's decision, stated that its report was very incomplete and it was finally decided that the committee be continued to report at a later date.

Following this came the report of the committee on inspection, of which E. C. Ganahl of Mobile, Ala., is chairman. The report, which was very long and involved, had been printed and sent to all members of the association so that they were familiar with its provisions. After considerable discussion it was decided to accept the report and the secretary was ordered to place it before all exporting members who, in turn, were requested to take it up with their agents and if it proved satisfactory, to communicate to this effect to the secretary, who would report back to the association. The committee was then discharged as having completed its work.

The report proposes two branches of the service, inspection on the gulf and inspection abroad. The chief inspector abroad is to be a practical high-class lumberman from the United States paid a salary by the association. He is to have under him native inspectors in the various countries of Europe, these to be paid for each inspection made.

The election of officers was then taken up, resulting as follows:

President, Robert Hunter, Mobile, Ala.

Vice-President-at-Large, Gus Eitzen, Pensacola, Fla.

Secretary, J. O. Elmer, Mobile, Ala.

Treasurer, E. C. Ganahl, Mobile, Ala.

The association maintains a number of port vice-presidents and these were also chosen for the ensuing year.

The meeting then adjourned.

#### October Meeting St. Louis Lumbermen's Club

The October meeting of the Lumbermen's Club of St. Louis was held at the Mercantile Club Thursday evening, Oct. 7. It had been moved forward one week in order to have the meeting held during centennial week, when it was thought many visiting lumbermen would attend and be the guests of the club. However, the flying machines were too much of an attraction so the attendance, even of the members, was not as large as had been expected. All reported a good time, however.

During the dinner, which was something extra for the occasion, there was singing by the members.

President Julius Seidel gave a history of the lumber industry of St. Louis and to what importance it had grown. A brief resume of his address follows:

"The growth of the industry in this city has kept pace with the march of population from 795 people in the year of incorporation in 1809 to 750,000 in 1909. The first lumber came into St. Louis from Pennsylvania in 1810 and continued to come from that source until the end of the fifties. Northern white pine had come into this market as early as the latter end of the thirties and developed at a rapid rate until 1858, when it drove out its competitor from the Alleghenies. With the growth of the western country, St. Louis became the logical center for the distribution of forest products for the up-building of the West and the yards here were all shippers to points on the Illinois, Osage and Gasconade rivers and on the Missouri River as far as Benton, Omaha and Kansas City. In the sixties and to the beginning of the seventies there were probably ten sawmills located here, including Overstolz & Lezon, at Jefferson avenue; H. F. Parker & Co., at Chambers street; Clark & West, at North Market street; William Anderson, at Horse creek, and Seymour, Gibson & Co., at Salisbury street. Hill, Lemon & Co. afterwards merged into Knapp, Stout & Co. Others were Schulenberg & Boeckeler Lumber

Company, Douglas & Lobsinger, Carondelet; and Liebke & Straige, hardwood mills. The capacity of these mills was only about 25,000 to 30,000 feet, until Schulenberg & Boeckeler erected a mill of 250,000 capacity, this plant being the largest of its kind in St. Louis. The lumber sawed here was white pine mostly, except by special contract, when hardwood logs brought in from the Osage, Missouri and Gasconade, and likewise from southern Missouri, were cut to order. The existence of these mills locally was a great benefit and gave all the yards a chance to fill orders for odd sizes quickly. The first flooring made in St. Louis was turned out in the basement of an old flour mill at Eighth and St. Charles streets about 1855."

J. A. Freeman gave an impromptu talk and told how unjustly the lumbermen had been attacked by the government because of alleged trusts.

Among the other speakers were D. B. Hoven of the Fourche River Lumber Company, J. W. Wackmer of Peoria, R. E. Hodges of Milwaukee and W. E. Barnes.

A toast, standing, was drunk to A. H. Schnelle, as being the oldest lumberman in St. Louis, and he responded with appropriate remarks.

Those present were:

Roland F. Krebs, Krebs-Scheve Lumber Co.  
George E. Hibbard, Steele & Hibbard Lumber Co.

Julius Seidel, Julius Seidel Lumber Co.  
J. A. Freeman, Freeman-Smith Lumber Co.  
W. E. Barnes, St. Louis Lumberman.  
J. B. Kessler, secretary Lumbermen's Club of St. Louis.

Henry G. Rolfes, St. Louis Lumber Co.  
Frank Goepel, Chicago Lumber & Coal Co.  
Thomas Whitmarsh, W. T. Ferguson Lumber Co.

Hans Wachsmuth, W. T. Ferguson Lumber Co.  
F. G. Hanley, F. H. Hanley Lumber Co.  
A. H. Schnelle, Schnelle & Quert Lumber Co.  
Robert Kamm, Robert L. Kamm Lumber Co.  
W. M. Kingsbury.

W. M. Klenk, Julius Seidel Lumber Co.  
Robert B. McConnell, Huttig Sash & Door Co.  
W. Standing, Jr., Grayson-McLeod Lumber Co.  
Robert J. Fine, F. J. Shields Lumber Co.  
F. H. Smith, F. H. Smith Lumber Co.  
E. C. Robinson, E. C. Robinson Lumber Co.  
C. G. Atkinson.

D. B. Haven, Fourche River Lumber Co.  
George Surmeyer, George Surmeyer Lumber Co.  
J. L. Scheve, Krebs-Scheve Lumber Co.  
J. R. Massengale, J. R. Massengale Lumber Co.  
George H. Cottrill, American Hardwood Lumber Co.

Thomas E. Powe, Thomas E. Powe Lumber Co.  
Jacob L. Bonas, Waldstein Lumber Co.

#### VISITORS AND GUESTS.

H. W. Wagon, Frost-Johnson Lumber Co.  
J. W. Mackemer, J. W. Mackemer & Co., Peoria, Ill.

H. W. Gilbert, Nona Mills Co., Beaumont, Tex.  
A. L. Clark, Glenwood, Ark.  
W. T. Duker, Quincy, Ill.  
R. F. Hodges, Milwaukee, Wis.  
F. H. Long, Huttig Sash & Door Co.  
A. M. Hill, Southern Pine Lumber Co.

#### Prominent in the East

Ely Bros., Inc., manufacturers of eastern hard and soft woods, Westfield, Mass., are very busy in all lines. This concern, a corporation under Connecticut laws, maintains offices at 120 Silver street, Westfield, Mass., and 210 Beacon street, Hartford, Conn. The officers are E. S. Ely, president, and P. M. Ely, secretary and treasurer.

Ely Bros.' output comprises ash, oak, maple, basswood, chestnut, birch, beech, hemlock, spruce and pine and they make a specialty of dimension stock. Their Massachusetts mills are located at Granville, Chester, Huntington, Great Barrington and South Lee, and they also have mills at Granby, Thomaston, Harwinton and Bristol, Conn. E. S. Ely states that orders are coming in satisfactorily and signs are most encouraging for future hardwood dealing.

#### Imports and Exports for August, 1909

Advance sheets from the monthly summary of commerce and finance, issued by the Department of Commerce and Labor, showing details of the country's imports and exports for the month of August, 1909, shows that wood and manufactures thereof to the total value of

\$5,582,198 were imported during August this year as against a total of \$4,116,547 for the same month last year.

Exports of domestic woods and manufactures thereof for August, 1909, reached a total of \$6,495,662; for August, 1908, the total was \$5,080,270.

Under "Exports of Foreign Merchandise" it is found that wood and manufactures thereof to a value of \$132,348 were shipped out of the country during August this year as against a total of \$85,890 in August, 1908.

#### Philadelphia Exchange Meeting

The regular monthly meeting of the Lumbermen's Exchange was held Thursday, October 7. At 1:45 business opened with President Herbert P. Robinson in the chair. The following resolution was presented and unanimously adopted:

"Whereas, the foreign trade carried on by the merchants of Philadelphia deserves every encouragement and aid that can be given for its development; and whereas, the Philadelphia Commercial Museum has given splendid and practical aid to the merchants engaged in export trade in Philadelphia, and has been actively working in every part of the civilized world to bring trade to Philadelphia; and whereas, an ordinance has been introduced to city councils, which when enacted will take away the grounds and buildings used by the Philadelphia Commercial Museum; be it resolved, that we earnestly protest against the passing of this ordinance unless it be so amended as to provide other and adequate quarters for the museum, fully as commodious as those at present used."

John H. Lauk, secretary, read a report from the Car Demurrage Bureau of Philadelphia, showing that during the month of August there were received in the vicinity of Philadelphia 1,412 cars containing 21,180,000 feet of lumber.

Beecher & Barr, wholesale lumber dealers, with offices in the Land Title Building, were elected to membership of the Exchange.

#### English and American Measurement

As a result of the negotiations carried on by G. A. Farber between the hardwood section of the Timber Trade Federation of London and the National Lumber Exporters' Association in regard to discrepancies in measurements on London shipments, it has been suggested that American shippers adopt the method of the London dealers in tallying the contents of each piece, the federation on its part recommending to its members the American plan of measuring stuff over one inch in thickness, i. e., to measure the entire lot on the basis of one inch and make proper addition to the total to cover the extra thickness. It is said that the proposition has been met favorably by dealers on both sides.

It seems that the principal difficulty lay in the fact that shipments here are tallied by widths and lengths on the 12-foot scale, while in London a detailed piece contents tally is made, and the disposition of fractions frequently gives rise to considerable discrepancies in the totals.

With the same system of measurement in force on both sides, it is expected that the frequent disagreements and delays will be obviated and that trade will progress more smoothly hereafter.

#### Foresters for African Mahogany

Even in far-off Africa forestry methods are practiced, and African mahogany forests are under the control of trained men. A. H. Unwin, forester at Benin City, West Africa, estimates that there are about 400 trees and 1,200 logs per square mile in his territory, which is less than one tree to the acre. Mahogany trees in this region have large buttressed roots, and have to be cut from platforms ten to fifteen feet from the ground. The soil is so soft and trees so scattered that the logs, after being squared, are

pulled by natives to the nearest stream and then rafted to the coast.

An important part of the foresters' work in the Benin region is the planting and raising of seedlings to replace trees cut. According to the old rule twenty seedlings are allowed for each tree felled. A group of young trees is set out near the stump of the old tree and seedlings are also planted along the hauling roads. An average height of fifteen feet in twenty years has been established for these young trees, and some even attain twenty feet in this length of time.

Concerns working these lands pay a royalty and export duty on their timber which is sufficient to cover the cost of the forestry work.

#### Annual Meeting New York Association

The twenty-third annual meeting of the New York Lumber Trade Association was held at the headquarters, 18 Broadway, Oct. 13, preceded by a Delmonico luncheon, which was participated in by a large and representative gathering.

The meeting was presided over by James Sherlock Davis of Brooklyn, who is now completing his fifth term as president. Mr. Davis made an interesting address, which was commented upon as being one of the best ever made to the association.

Mr. Davis reviewed the work of the association during the five years of his presidency, touching on the various important changes that had been made through the efforts of the organization, that were of great benefit to the members. He showed that there had been a satisfactory increase in membership and that the present list includes 105 concerns. After expressing his gratitude for the support he had received from the association, Mr. Davis closed his remarks, the attendants feeling much regret on losing such a vigorous and efficient president.

The report of the board of trustees showed a total membership of 111 retailers and 103 wholesalers and 16 non-resident members, and also covered the general work of the association in all departments, which showed a year of activity all along the line.

The report of the credit system was of special interest, showing a total value of claims reported as \$417,537.55 and a total amount collected of \$204,564.14, or forty-nine per cent of the whole.

The treasurer's report showed the finances to be in excellent shape.

The report of the committee on inspection was of special interest and was rendered by Chairman Patrick Moore, as follows:

To the Members of the New York Lumber Trade Association:

The Committee on Inspection have had a busy year. They have had four regular meetings at the association rooms, besides which they have attended by sub-committees most of the important meetings of sister associations which have been held, notably at Albany, Springfield, Connecticut and New Jersey. The principal object in attending these sister meetings was to place this association and its Committee on Inspection in the proper light before them. So much misrepresentation had been made concerning this association's attitude on national inspection that we felt it extremely important that the members of our sister associations should know exactly the truth and just where our association stood in the matter. For this reason we attended these various meetings, and we are pleased to say that in all cases we were received with great courtesy, and that in Massachusetts, Connecticut and New Jersey the United States rules were adopted as the official rules of those associations. These rules, that is, the United States rules, were adopted by this association on March 17 last, and five thousand copies were printed for free distribution to members and all others who might want them. So far as we have been able to learn, the rules have met with favor. No trouble has been experienced by those who desire to buy under them, and we feel that they are looked upon as eminently fair. Besides their adoption by this association and the associations above referred to, they have become also the official rules of the following: The Retail Lumbermen's Association of Philadelphia and the Eastern States Retail Lumber Dealers' Association. Your committee deprecate as much as anyone the fact that there is not a national inspection. At the

present time there may be said to be three sets of rules—the United States rules, the Hardwood Manufacturers' rules and the National Hardwood Lumber Association rules. The three sets of rules are not greatly at variance, and this committee wishes to go on record as being willing at all times to meet any and every section at least half way in the formulation of rules or in any effort to bring about rules which may be fairly national in their character, but we also feel that in the making of such rules an important market such as is New York must be duly considered.

The trade relations and legislation committees also reported important work along those lines.

The nominating committee presented the following ticket, and the various nominees were unanimously elected:

For president: Russell Johnson Perrine of Brooklyn.

For vice-president: John F. Steeves of Manhattan.

For second vice-president: Frederick W. Starr of Brooklyn.

For treasurer: Charles F. Fischer of Manhattan.

The new president, Russell Johnson Perrine of Brooklyn, is head of the large retail house of Johnson Bros., Inc., an old and reputable house. On taking the chair he made a few appropriate remarks in which he assured the members that he will endeavor to perform the work to the best of his ability.

Following the annual meeting the board of trustees met to transact routine business.

#### A Help to the Veneer Man

With the development of the veneer business has come the need of many new and improved machines to simplify and cheapen not only the manufacture but the utilization of veneers.

Improvements have constantly been made in veneer sawing, slicing and cutting machinery, and in the various minor tools that make up the equipment of a veneer factory.

In the line of especially valuable tools that have latterly been designed and placed on the market, no concern in the country has done more to assist the veneer manufacturer in economy of results than has the Veneer Machinery Company of 602 Austin avenue, Chicago, Ill. Among this company's tools is a continuous feed veneer jointer, which has been in process of evolution for some time, until now it is said to be almost perfect in all details and practically indispensable to every up-to-date veneer manufacturer.

This machine has a continuous feed, which handles a bunch of veneers at one time, trims off the uneven edges, and puts on a jointing edge at one operation. The machine is of large capacity and is very cheap to operate.

The original jointer had a movable bed, in which the stock was clamped, the bed moving forward past two cutterheads, one to take off the rough cut, the other to put on the finishing edge. It did good work but was of limited capacity.

To increase the capacity, another machine was put out, embracing the continuous feed arrangement and retaining the two cutterheads of the original machine. This increased the capacity about four times and was a decided improvement, as it handled stock of various lengths.

The only criticism that could be made to this latest machine was that like the two previous

models it was sometimes necessary to pass the stock through the machine two or three times in order to trim off all the rough edges. To overcome this and to save the expense of using an edger or a trimmer to prepare the stock before jointing, the company has evolved its latest model, which comprises a saw and a finishing head in place of two cutterheads.

The stock in traveling through comes in contact with the saw which acts as an edger, cutting off all the rough edges of the veneers. As the stock travels on past the saw, it comes in contact with the finishing head, which completes the operation, thus doing away with the necessity of running the stock through several times.

This machine is being installed in a great many plants, and users universally report satisfaction. Full details can be obtained from the manufacturers, the Veneer Machinery Company, 602 Austin avenue, Chicago.

#### New Wisconsin Veneer Company

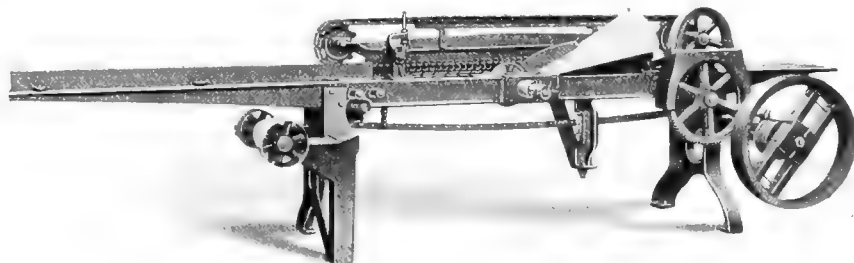
The Wisconsin Lumber and Veneer Company has been organized, with \$300,000 capital stock, by Fred A. Dennett of Sheboygan, John R. Dennett of Port Washington and J. M. Bostwick. Its headquarters will be at Port Washington, where it will take over the veneer plant owned by the Dennetts. It will also operate the large veneer plant owned by the same interests at Mound City, Ill. The company will manufacture veneer from all kinds of native hardwoods and from mahogany and other imported woods as well. The company has men of wide experience back of it so that it will undoubtedly meet with a large measure of success.

#### Use of Sawdust

There are many ways of putting sawdust to practical use, so that it is nowadays but rarely that a manufacturer is unprogressive enough not to realize something on his saw waste. One of the most important uses for sawdust is in the manufacture of artificial woods, the sawdust being mixed with tar resin and pressed at high temperature in moulds, after which it can be cut, planed and bored like ordinary wood. It is susceptible of a high polish and is altogether quite as satisfactory as solid wood.

When mixed with some sort of binding material sawdust is poured into moulds, making imitations of wood carving that are very handsome. By this means mouldings and decorative carvings of all kinds, including panels for the walls and ceilings of houses, furniture ornaments, etc., can be made.

From a mixture of the sawdust from the finer hardwoods a substance known as wood marble is made; it is mixed with ivory waste to which pigments are sometimes added, waterglass and glue being employed as a binder. The substance thus made is cut into veneers which may be highly polished and are not easily distinguished from the finest marbles. Oxalic acid, an important commercial article, is produced nowadays largely from sawdust. A fine sifted sawdust, known as "wood meal," is used as an imitation of pollen in the manufacture of artificial flowers. Beech sawdust is useful for polishing gold, and in France wood meal is employed to dry up ink in place of the old-fashioned sand and as a



VENEER JOINTER AND EDGER



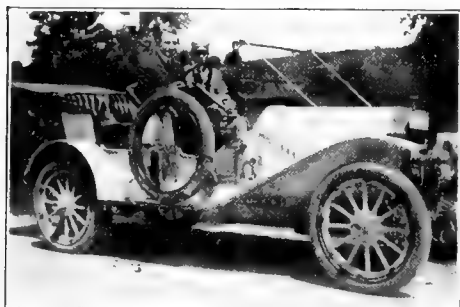
substitute for blotting paper. For this purpose the kerf of hardwoods is principally used, and it is dyed dainty colors and perfumed so as to make it a pleasing article about a woman's desk.

Sawdust is the source of much of the cellulose now employed for the manufacture of explosives. Eventually, however, its most important use will undoubtedly be in the production of sugar and alcohol. Sawdust is practically all cellulose, and the latter is convertible into sugar, which by processes already well understood can be transformed into alcohol.

### A Syndicated Automobile

The accompanying view represents a new type of automobile built especially to order. Lewis Doster of Cincinnati, secretary of the Hardwood Manufacturers' Association, assumes to possess ownership of it. However, it is generally known in Cincinnati that the purchase was made by Bill DeLaney, manager of the Kentucky Lumber Company, and all that Doster owns of the outfit is the off-hind wheel and the doughnut strapped to the side.

This machine is said to possess sundry new features which are of particular value to the member of the Hardwood Manufacturers' Association inspection committee and to the redoubt-



THE SYNDICATED AUTOMOBILE.

able secretary. It has an automatic attachment by which any variety of hardwood lumber can be accurately inspected and automatically tallied.

Neither of the gentlemen interested in the "Joy-wagon" pretend to claim ownership to the original ideas involved in the construction, and the name of the inventor is a secret. Under the terms of the joint ownership of the equipment DeLaney has the use of it between 6 o'clock in the morning and 12 o'clock at night during all the months in the year save December, January and February, when the order of the right of use of the vehicle is reversed.

The picture is a January view of Doster at the helm of the automobile.

### Italy Works to Renew Forests

Italy, which has suffered extremely in the past from the ruin which follows the removal of protective forests, is now among the leading nations working for the conservation of forest resources. Extensive operations in reforestation have been going on for forty years, and the Italian secretary of agriculture has just published his report on the progress made in that time.

This report indicates that the Italian government is keenly aware of the value of forests to the country, and that it is determined to bring its deforested lands into a forested state as soon again as possible. To attain this end, planting operations have been conducted on government land to such an extent that during the last thirty years 122,000 acres have been planted in twenty-five of the provinces of Italy. Of this area, 69,000 acres, or approximately 108 square miles, were planted in the year 1907 alone, causing an outlay of nearly \$2,000,000 and giving employment to a large number of men.

Reafforestation has been carried on so vigor-

ously that there now remains only about 36,000 acres of government land in need of planting. In addition to conducting planting operations on a large scale, the Italian government has during the last forty years distributed over 130,000,000 young trees and 237,600 pounds of seed, an amount sufficient to restock approximately 100,000 acres of land, to the people in an effort to encourage planting and sowing by private persons. As the forest area of Italy amounts to only slightly more than 10,000,000 acres, this planting by the government and private persons amounts to approximately one-fortieth of the total forest area of Italy. Further steps must be taken by the government, however, before its forest policy will prove the success of some of its European neighbors.

Forest fires still continue to be the cause of heavy damage. During the year 1907, 1,294 fires were reported with an estimated loss of \$194,400. While this amount is insignificant when compared with the yearly loss from fires in the United States, it is large relatively speaking and would be viewed almost as a calamity in the better managed German forests. Of these figures, 94 were due to criminal design, 267 to culpable negligence, 132 to accident, and the rest to unknown causes.

Fire, however, is not the only enemy of the Italian woods. The small land owner often fells recklessly, and sometimes with good excuse, because of the heavy taxation of timber lands. Large tracts which used to be covered with thick growths of chestnut have, even during recent years, been stripped of every tree.

### The Situation Abroad

From circulars of the various large hardwood concerns of Liverpool, under date of October 1, a fairly accurate idea of conditions prevailing in England may be obtained.

Alfred Dobell & Co. say in respect to American hardwoods: "We have to record another month of quiet trade. The advance which has taken place abroad in several important articles has not yet met with tangible response on this side. Stocks generally are not heavy, but they are ample for the demand, which continues to be of a languid character. The consumption of rock elm is of a retail character at steady figure. The stock of birch logs is ample and values have been barely maintained. The stock in planks is more than sufficient for the present limited demand. Prices are somewhat easier. Of round southern oak, the import has been light and values are firm. There is a good inquiry for really prime logs. Baltimore Wancy Logs There has been no import for a long time and prime parcels would meet with a ready sale at full figures. Wagon Planks—The import during the month has been moderate. The stock of first quality planks in desirable sizes, namely 15½ and 16 feet 5 inches and 5½ inches x 12 inches and 10 feet and up, 3½ inches x 12 inches is now within reasonable compass, but the market continues heavily weighted by planks in poor specifications and in inferior quality. There is a little more activity in the general enquiry. Coffin Planks—The stocks of medium quality are heavy and values easier; prime parcels are enquired for. Walnut logs of strictly prime quality are saleable at full prices. The arrivals have been small and consisted of medium and inferior qualities. Planks and boards have been arriving freely and values are consequently at a lower level. The stocks are quite sufficient to meet the slow inquiry. Satin Walnut—Boards are difficult to sell, owing to the poor demand and ample stocks. Whitewood—Logs—The demand is good for parcels of prime logs of large sizes. Medium and inferior grades are not wanted. Planks and boards are sufficiently stocked to meet the present requirements. Values are firm for the better grades. Bay Poplar—There is only a limited demand and sales are difficult to effect.

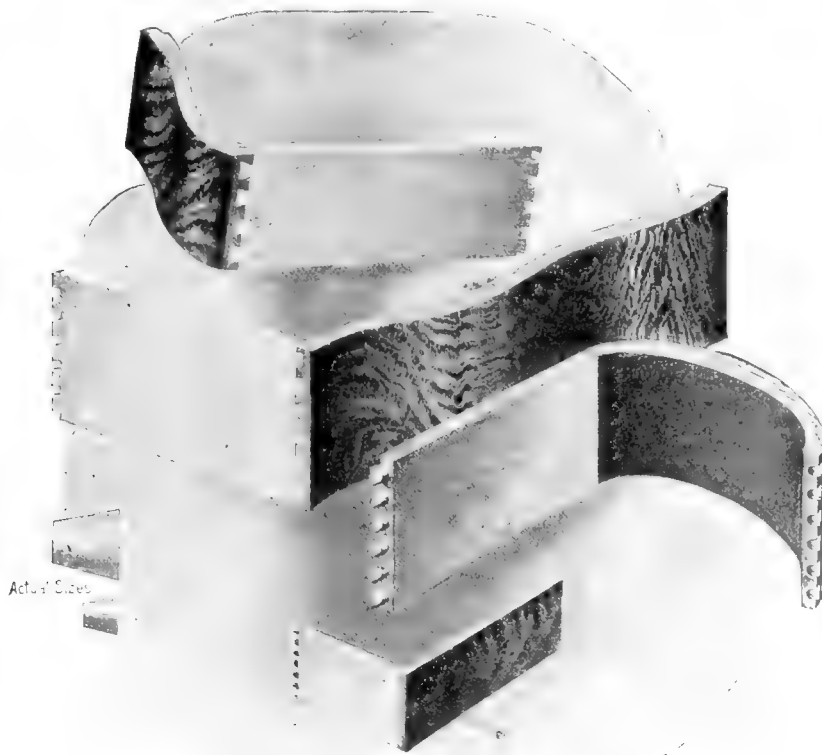
Ash and Hickory—Round Logs—The import has been light and prices for the coming season's shipment are firm."

Tickle, Bell & Co.'s circular says of mahogany: "There were good companies at the last auctions and very keen competition for all wood of anything like good quality. Prices showed considerable advance on last auction, and with the short supply combined with strong demand are likely still further to advance in the immediate future."

John H. Burrell & Co.'s wood circular states: "Ash Logs—The arrivals as usual have consisted principally of round wood on contract. Ash Lumber—There is a quiet demand for prime stock of good specification. Black Walnut Logs—The arrivals have been moderate and prime large logs continue in good demand, though medium, small and inferior wood is hard to sell even at low prices. Black Walnut Lumber—Demand quiet, supplies excessive, and values weaker. Chestnut Logs No inquiry. Hickory Logs—The slightly improved demand noted in our last continues for strictly prime clean butts, but rough and inferior wood is very unsaleable. Oak boards—The import has been considerably in excess of the quiet demand. Oak Planks (cabinet) There has been a little more inquiry for strictly prime stock, but there is no improvement to record in the demand for average parcels. Oak Planks (coffin)—There is slightly more demand for prime parcels of good specifications, but inferior planks continue to be very unsaleable. Oak Planks (wagon)—The improved tone noted in our last continues to be maintained, with the prospect of a rather brisker demand, but it must be remembered that first quality planks, 15½ and 16 feet 5 x 12, coupled with a fair percentage of 3½ x 12, constitutes the only saleable specifications, as short 5 x 12 are greatly overstocked, while second class and inferior planks of any specification are a drag in the market and quite unsaleable. Poplar Logs—Prime, clean, well-made sizeable logs are in good demand. Poplar Lumber—The import has been light, but the demand is not active, and the competition among sellers to contract for future shipments is such as to give little chance for prices to rally. Satin Walnut Lumber—The market is without change."

Edward Challoner & Co. state that arrivals from North American ports during the month of September totaled 24,037 tons, as against 26,599 tons for the corresponding month of last year. Of the various woods, their last circular states: "Oak—Log timber has not been imported during the past month and the demand has been quiet; prices for prime wood are firm. Stocks are moderate. Wagon Planks—Import has been light, but a fair quantity has passed into consumption; prices for first-class planks of good specification are firmer, but for inferior grades rule low; the stock of the latter description is heavy. Elm—No arrivals during the past month, and the consumption has been only 1,000 cubic feet. The stock is light and prices firm. Ash

Import and consumption have been small; the stock is light and prices firm. Walnut—Logs of good to prime quality are in steady demand at firm prices, but for inferior and small wood values rule low. Boards and planks of the better qualities sell at fair prices. Satin Walnut—The demand is quiet at unchanged prices. Whitewood—Logs—There is a steady demand at good prices for prime quality wood of large dimensions, but for other descriptions values rule low. Boards and Planks—The higher grades are in fair request at firm prices, but inferior qualities are dull of sale and prices rule low. Birch—Logs—There has been a light import and moderate consumption during the past month; prices have ruled steady. Planks—Arrivals and deliveries have been moderate; prices are easier. Stocks of both logs and planks are sufficient. Hickory—Prime quality butts would realize good prices."



## DOVETAILING

COVER OF FAY & EGAN'S NEW CATALOGUE OF DOVETAILERS

### A New Dovetailer

The J. A. Fay & Egan Company, well known woodworking machinery manufacturer of Cincinnati, Ohio, has just issued a special catalogue descriptive of its new gang dovetailing machine, designated as No. 201.

The cover contains a two-color engraving showing a variety of drawer fronts that can be dovetailed on the Fay & Egan machine without dismantling or changing any of its parts (see Fig. 1).

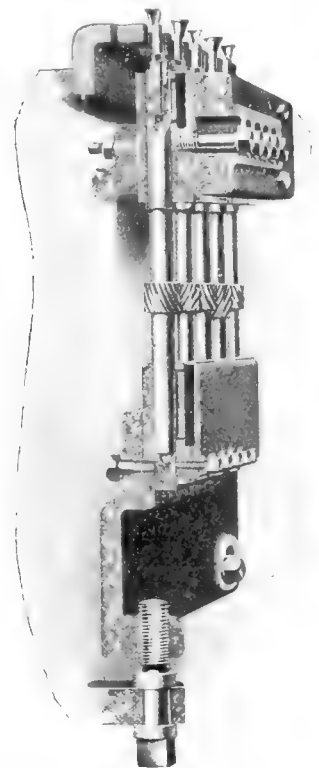
In the body of the book is illustrated the superior construction of the spindles and bearings of the machine (see Fig. 2). It represents a cross section of the spindle housing taken from the center of the company's nine-spindle machine. It is intended to show the adjustments of the spindles and bearings and also the eccentric bits. By the use of the large screw below, the entire housing is raised and lowered, adjusting all the spindles at once. Each spindle with its upper and lower bearings has a separate adjustment vertically and is locked to its position as shown in the cut by two rows of screws at the front. Each spindle box is made from aluminum bronze cast under heavy air pressure and has a reservoir for oil which can be seen in the halftone. The bits are made with the cutting edge eccentric, and the holes in the spindles are bored eccentric to receive the bits. This feature enables the bits to always be set to cut the same size dovetail, no matter how unevenly they may be worn or filed away. A careful inspection of the illustration will confirm this fact.

This new Fay & Egan machine is made with either plain or eccentric bits. Fig. 3 shows the plain bits which are merely two winged cutters fitted directly into the top of the spindle and are locked by contact of the shoulder of the cutter against the end of the spindle. The eccentric cutters are single edged and, as the

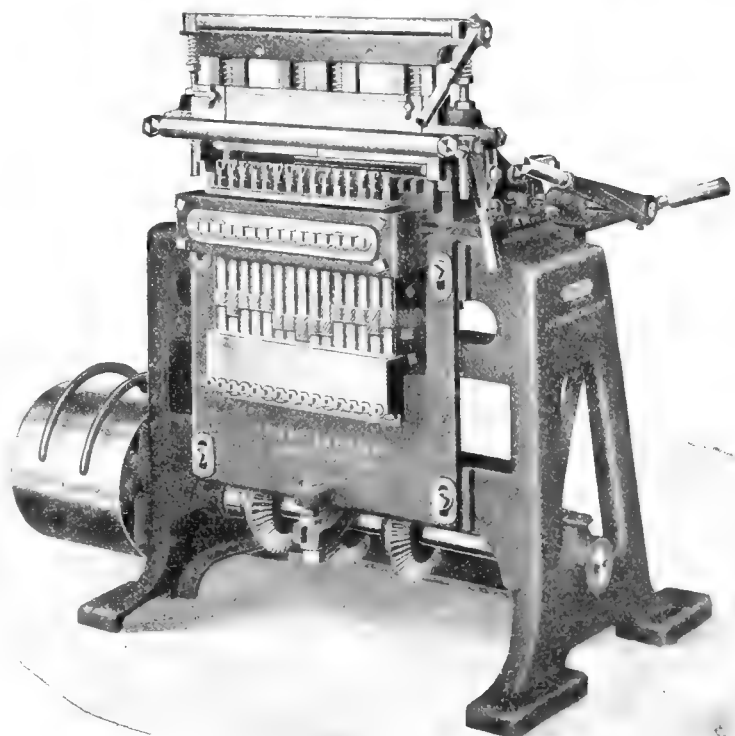
name implies, the cutting edge is out of the center and adjustable. This is a patented feature and is extremely valuable to any concern that works its materials to exact standards.

Other dovetail cutters change the size of dovetail each time they are sharpened. This style of cutter makes the same size of dovetail no matter how much the bits may have been worn away by sharpening, and all drawer parts are always interchangeable.

Woodworkers are invited by the J. A. Fay & Egan Company to write for a copy of the book, which will be sent postpaid. The proper address of the company is 414-424 West Front street, Cincinnati, Ohio.



OUTLINE OF SPINDLES AND BEARINGS.



FAY & EGAN'S NEW GANG DOVETAILER

### Wood Turning

Few people, even among those connected with the woodworking industries, realize the infinite variety of small turned articles in common use among wood-using manufacturers. Chair spindles, drawer stops and pulls, fancy ornaments for furniture, tops and knobs, go-cart push handles, baby cab fittings and reed chair stretchers and legs, beaded mouldings, cane and flagsticks, dowel pins and dowel rods, are just a few of these much used specialties. Almost everything made of wood has some turned work about it, and we have become so used to seeing artistic mouldings, handles and knobs about us that we have come to take them all as a matter of course. However, the production of these articles is an important line of manufacture and one that consumes large quantities of hardwood annually, in spite of the fact that most of the things made are very small.

One of the largest manufacturers of this line of goods in the country is the Stephenson Manufacturing Company, located at South Bend, Ind., where it has a large, modern plant, fitted with a complete line of equipment for turned work. The company was established in 1879 and is composed of C. B. Stephenson, president; F. A. Stephenson, vice-president; B. C. Stephenson, secretary, and A. H. Stephenson, treasurer. It recently completed two large additions to its plant at South Bend, so that very prompt and efficient service is now accorded customers.

One of the most popular specialties turned out by this company is its pointed and spiral grooved dowel pins. These are made of thoroughly kiln-dried hardwood and have a holding power similar to that of a screw, the glue hardening in the spiral groove and effecting a very secure fastening. Pins turned are of uniform diameter and not crooked, so that there is no danger of them splitting stock when driven into place, as is the case with punched dowels.

The Stephenson Manufacturing Company manufactures every conceivable variety of wood turned goods, a partial list of its products including automatic wood lathe turnings, beaded and twisted chair spindles, bent and turned seat sticks, turned and twist mouldings, steam pump and shipping plugs, washing-machine turnings, card rack washers, turned drawer pulls, ornaments and buttons; baby cab, screen door, reed chair and novelty turnings, screw hole plugs, crank handles, kitchen cabinet legs, extension table pins, splasher rods, gun rods, cane and flag sticks, plain and beaded dowels, and even more. In the manufacture of these articles the company uses white maple, beech and birch, and it always carries a large stock of these woods so that any of its specialties can be supplied in carload lots on short notice.

The company will send out on application its Catalogue D, which contains actual size drawings of its products. This is a most interesting book of some sixty pages of outline drawings, and gives a very good idea of the vast number and variety of turned articles made by these specialists in wood turning.

### Furniture Imports in British Guiana

Consul Arthur J. Clare of Georgetown responds as follows to inquiry concerning furniture imports into British Guiana:

During the fiscal year ended March 31, 1908, cabinet ware and upholstery to the value of \$24,957 was imported into British Guiana. The United Kingdom furnished \$19,609; United States, \$3,360, and Canada, \$1,398. Furniture manufactured from the native woods of British Guiana is very popular, owing to its immunity from the attacks of the wood ants and other insects, which are destructive to some imported articles of furniture. The principal furniture manufacturer in Georgetown has for some years discontinued manufacturing articles from any of the imported woods, such as oak, ash, walnut, maple, etc., and is using the native woods exclusively. Under the circumstances it is not likely

that the imports of furniture will increase to any great extent, except perhaps in the line of modern office furniture, which is not manufactured here, and for which there will continue to be a limited market.

Furniture intended for British Guiana need not be packed to stand overland wagon hauls, as the transportation after arrival here is mostly by steamship or rail.

### Slack Cooperage Stock Purchased in 1908

A bulletin recently issued by the Forest Service gives statistics of slack cooperage stock production during the year 1908, these being collected from 1,151 establishments as against 950 for the preceding year. The statistics on this industry show general increases in quantity and value of these products over previous years, despite the fact that industrial conditions obtaining were unfavorable. An interesting fact disclosed by statistics the last few years is the increasing number of establishments that turn out staves and heading as by-products in the manufacture of lumber.

During 1908 a total of 1,557,644 staves were produced as against 1,175,977 in 1907.

One hundred and twenty-three thousand eight hundred and forty-nine thousand sets of heading were produced in 1908 against 106,074 thousand sets in 1907. Of hoops the total in 1908 was 336,484 thousands against 490,570 thousands in 1907. The total value of staves produced in 1908 was \$8,912,957; of heading, \$5,661,713, and of hoops, \$2,325,981.

The five kinds of wood which had a production of more than 97,000,000 staves each in both 1908 and 1907 ranked as follows in the two years: Red gum, pine, elm, beech and maple.

In the manufacture of heading five principal woods were used. Though the same woods are generally used for both purposes, in heading pine ranked first, red gum second, beech third, maple fourth and basswood fifth. The production from these woods was seventy-seven per cent of the total.

In the production of hoops only ten kinds of wood were reported in sufficient quantities to warrant a separate presentation for 1908. Of these, red gum, ash and beech showed increases in 1908, as compared with 1907. In elm alone there was a decrease of nearly ninety-three per cent.

### Wood Distillation for 1908

The Forest Service recently issued a bulletin covering wood distillation for 1908, giving a number of tables showing statistics of the various woods used, values, quantity utilized, etc.

Although, generally speaking, wood distillation is rather unimportant compared with the other industries utilizing forest products, yet in certain sections it is a very important business. In general the industry consists of the manufacture of such products as result from the heating of wood so as to produce volatile distillates and forest residue. Two distinct processes are in common use, the destructive and the steam processes. The basic principle of the former consists in heating the wood to such a temperature that the fiber is destroyed and new products are formed. In the steam process volatile substances which are present in the wood are removed without destroying the fiber itself. Besides these two definite processes there are several others which cannot be definitely classed under either of these two heads.

The wood distillation industry is divided into two branches according to the woods used. The Forest Service in its bulletin uses the two headings, "Hardwood Distillation" and "Soft Wood Distillation." The principal woods used in hardwood distillation are beech, birch and maple, with small quantities of oak and elm. In this process of distillation the destructive method is generally employed.

In 1908 hardwoods to total value of \$2,710,745 were used for hardwood distillation by the 101 establishments reporting. This wood was used in the production of charcoal, crude alcohol, gray acetate, brown acetate, iron acetate and oils; the combined value of these products being \$5,408,265. This amount was a considerable decrease in the figures for the preceding year which were \$7,661,379, due to the general business depression.

Of the various states containing wood distillation plants, Pennsylvania leads with 53, which turned out in 1908 \$1,070,012 worth of these products. New York state is second with 24 plants and Michigan third with 11.

In hardwood distillation in 1908 there was no sawdust reported, although over 25,000 cords of mill waste and stumps were used, of which Michigan reported over three-fourths.

In soft wood distillation 30 plants reported in 1908, and the total value of their products was \$491,161, slightly less than the total for the preceding year. Dry body wood of pine still forms the greater part of this material, though in 1908 Douglas fir was reported for the first time, and quite a large amount of this wood was utilized. The southern states are the principal fields for soft wood distillation.

Practically the only product of wood distillation exported is wood alcohol. During 1908 1,958,630 gallons of this product were exported; this product had a total value of \$819,758.

### American Refrigerators in France

An American consul located at Havre, France, states that there is a good opportunity for American manufacturers of refrigerators to build up a profitable business in some parts of France. He cites the case of one manufacturer who experimented with the market in the vicinity of Havre, where the American product comes into competition not only with continental stock but with a local refrigerator as well. This manufacturer sent a salesman into the territory who made a house-to-house canvass with miniature sample refrigerators, speaking the language of the country. He reported that his sales were heavy. Of course no one salesman could cover the field, no matter how ingenious his methods, and much territory remains uncovered. Almost no solicitation has been tried among the hotels, stores and other large buyers of refrigerators. Solicitation of this sort would undoubtedly bring to American concerns a reasonable amount of trade, but correspondence and the sending of catalogues in the English language will never get any business in competition with French goods.

The advantage of Havre as a shipping point for American goods is pretty generally recognized. It is an excellent point not only for importation but for distribution through resident agencies. The average retail price of domestic refrigerators is \$19.

### The Casket Industry of St. Louis

The real live city of St. Louis has one large and thriving industry which seems quite out of keeping with its reputation. It is the largest and most important market for the production, sale and distribution of caskets and coffins in the United States, and according to some authorities there are more caskets manufactured and shipped from St. Louis than from any city in the world. The city is unique in this line of manufacture, for no other place in the country is a close competitor in this business, and no other center has kept pace with St. Louis in the introduction of new styles and improvements which its manufacturers have added frequently to their product until today St. Louis is known far and wide for the excellence of this line.

A combined capital of over \$2,000,000 is invested in the casket industry by St. Louis firms, and there are six large concerns in the business. These are: The St. Louis Coffin Company, The Mound Coffin Company, Kregel



Casket Company, Riddle Casket Company, Jennings-Amos Casket Company and the Missouri Casket Company.

During the past ten years the trade of St. Louis in this line has increased about two hundred per cent, and there has been the enormous increase of over five hundred per cent during the past twenty-five years. The factories at present employ over fifteen hundred men and women, and each establishment has a number of traveling salesmen on the road as well.

Forgetting the gruesome purpose for which this product is used the casket making industry is an interesting one. The materials used are many and varied; the woods embrace some of the rarest and finest hardwoods of this country and the world. Oak, rosewood, walnut, chestnut, cedar, mahogany, pine, ebony and cherry, as well as other varieties, enter into the make-up of high-class burial caskets, many of which are left without any covering of cloth or velvet. The metals used include solid bronze, copper, zinc, steel and cast iron.

One of the most popular of the recent improvements made in burial equipment is the airtight copper case made to fit inside the casket. This case fills all the requirements of the solid metal casket and does away with its great weight. This metal case was a St. Louis discovery, and its introduction has to a great extent replaced the old metallic caskets.

St. Louis factories are all up-to-date modern establishments; they have the best of equipment for this line of manufacture, and employ the most expert cabinet workers obtainable. A great many of these workmen are artists of no little ability, as may be judged by the fine hand carving on some of the best types of caskets.

#### What the Dodge Plant Accomplishes

Laying claim to the largest plant in the world for the manufacture of machinery for the mechanical transmission of power is no idle boast with the Dodge Manufacturing Company, Mishawaka, Ind., whose buildings cover nearly forty acres in a sixty-acre location on the Lake Shore & Michigan Southern Railway.

The consumption of raw materials, the production of finished goods, and the capacities of the power and mechanical equipment, are evidence of the extensiveness of the factory.

There is annually consumed 20,000 tons of pig iron, 7,000,000 feet of lumber, 900 tons of

steel and structural iron, 6,200 tons of steel shafting and 9,000 tons of coal.

There are annually produced 250,000 "Independence" wood split pulleys, 100,000 "Dodge Standard" iron split pulleys, 90,000 solid iron pulleys, 95,000 hangers, 150,000 bearings of all types, 4,000 friction clutches and more than 2,000,000 pounds of bearing metal.

The steam boilers have a capacity of 1,500 horse power and the steam engines 1,500 horse power with electric generators of 250 kilowatts.

The steel shop in which the Eureka water softener and purifier is made has a capacity of 52 fully equipped machines per annum.

#### Quebracho for Tanning Purposes

The Plata River region in South America is the source of supply of a large amount of quebracho wood which is extensively used for tanning purposes. There are two species found growing in Uruguay, the Chaco country of Paraguay and northern Argentina, the red being the one containing tannin used in the manufacture of the extract so valuable in the tanning of hides. It is said that the industry in Uruguay will probably never reach great commercial importance, as the supply of trees is limited, but in Paraguay and Argentina it is a large item of national wealth, land bearing these trees bringing high prices.

Large consignments of quebracho logs are annually sent to Europe, but this will probably be stopped, as there is a strenuous effort being made by Argentina people of influence to have a heavy export duty imposed so as to prohibit the exportation of these logs. Very durable railroad ties are made from quebracho.

The extract of quebracho is prepared by disintegrating the logs in a manner similar to that employed in making wood paper pulp, then macerating and cooking the product with certain chemicals.

During the year 1908 the United States imported quebracho wood to a value of \$612,971 from Argentina. Imports of quebracho extract for the same period were valued at \$2,260,364, nearly all coming from Argentina.

#### 1908 Statistics on Tight Cooperage Stock

In a bulletin just issued by the Department of Agriculture in cooperation with the United States Forest Service, statistics covering the production of tight cooperage stock for 1908 as compared with those of 1907 are given. The

output of tight cooperage stock in common with that of most forest industries showed a falling off in both quantity and value in 1908 as compared with the previous year. The reported production for the year 1908, however, exceeds that of 1906.

In 1908 staves to a total value of \$10,009,295 were manufactured, as against \$12,942,885 in the previous year.

Heading to a total value of \$4,397,148 was manufactured in 1908, the figures for 1907 being \$6,864,485.

Of the total quantity of sawed staves, 55.5 per cent were oil and tierce, and staves of this class were made principally of white and red oak. Spirit and wine staves formed 12.8 per cent of the sawed staves and Bourbon staves 4.8 per cent. Bourbon staves were exclusively of white oak, and 98.7 per cent of the spirit and wine staves were of this kind of wood. Over 22 per cent of the cut-offs were of red oak, and nearly 33 per cent of the pork staves were ash.

White oak timber supplied material for approximately seven-tenths of all the sawed heading reported in 1908, of which oil and tierce heading formed 54.9 per cent; Bourbon, 16.1 per cent; and spirit and wine, 15.8 per cent. Of the red oak heading reported, about three-fourths was oil and tierce. Gum was to a considerable extent employed in the production of half barrel and keg, and oil and tierce heading. Though ash heading was reported in limited quantity, forming less than one-fortieth of the total quantity of heading produced, this wood was used in the manufacture of every kind of heading except Bourbon. Pork heading comprised about three-eighths of the total amount of sawed heading produced from this wood. Other woods utilized in heading manufacture in 1908 were cypress, spruce, Douglas fir, pine, dogwood, basswood, etc.

Exports of tight cooperage stock from the United States for 1908 amounted to \$6,016,690 as against \$5,127,522 for 1907. Both the quantity and value of staves exported during the fiscal year ended June 30, 1908, were greater than during the previous year. The average value of the exported staves was nearly \$3 less in 1908 than in 1907, for which year the highest average value yet shown was reported.

#### A Growing Concern

The Rice Veneer & Lumber Company of Grand Rapids, Mich., has leased larger quarters to care for its growing business. The company has been located in the Gunn building on South Ionia street for several years, but after January 1 will remove to the new Vinkemulder building, Campau street and the railroad tracks, occupying the west half of the five-story building from the second to the fifth floors. Attractive offices will be fitted upon the second floor. The change will give the concern double its present warehouse capacity and its facilities for shipping and business will be largely increased. The company recently increased its capital stock from \$10,000 to \$40,000.

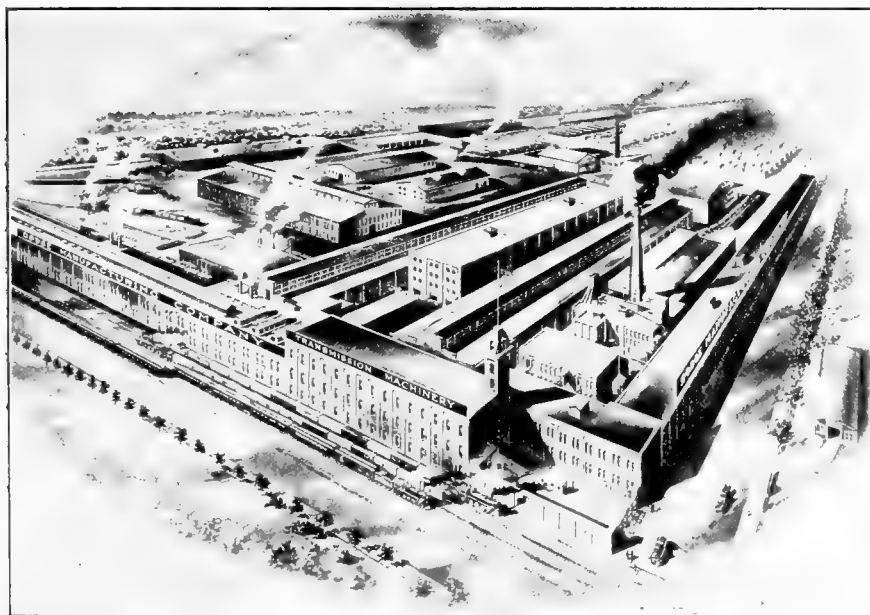
#### Miscellaneous Notes

The James J. Copellar Tie & Timber Company, formerly of Grappes Bluff, La., has just moved its headquarters to 518 First National Bank building, Shreveport, La. This concern has mills in Mississippi, Louisiana, Texas and Arkansas.

Another change in location is that of the Delphi Lumber Company, manufacturers of hardwood lumber, which has moved its offices from Delphi, W. Va., to Cowen, W. Va.

The Omega Lumber Company has been organized at Charleston, W. Va., with a capital stock of \$10,000. The incorporators are J. R. LeSage, Azel McCurdy, F. A. Johnson, C. H. Wyatt and J. C. LeSage of Huntington.

Fire recently destroyed the main building of the Standard Box & Lumber Company of Ports-



THE IMMENSE PLANT OF THE DODGE MANUFACTURING CO. AT MISHAWAKA, IND.

mouth, Va. The company employed sixty men, who will be thrown out of employment, perhaps only temporarily, however, as Mr. Emich, one of the proprietors, states that the company has contemplated the removal of its big plant in Pittsburgh to the Belt Line site of the plant destroyed. The plant may be rebuilt on a larger scale. The loss totaled \$80,000, with \$40,000 insurance.

The building occupied by the Palmer and Pioneer Manufacturing Companies at Detroit, Mich., was recently damaged by fire to the extent of \$100,000. The origin of the fire is unknown. The machinery of the Palmer Manufacturing Company is badly damaged, but a large stock of hardwood used for the manufacture of tables was saved, although soaked with water. The damaged portions of the plant will be rebuilt.

The large stave manufacturing plant of the Moore Lumber Company, Washington, N. C., was almost totally destroyed by fire on Oct. 5. The origin of the fire is unknown and whether the company will rebuild the plant has not yet been decided.

In India there is a patent medicine firm which converts into penholders the wooden packing case in which it gets drugs from America. These penholders are made by hand and are so good that the government buys them.

C. L. Marshall of Bristol, Tenn., has been appointed receiver for the Allen Panel Corporation of Johnson City, Tenn. The Allen corporation was organized only a short time ago, taking over the property of the defunct Allen Panel Company. Mr. Allen interested Ferd Powell and others in the new company and it resumed operations of the large plant at Johnson City. A disagreement followed, resulting in the appointment of a receiver. Mr. Allen was also president of the Standard Oak Veneer Company, Interior Hardwood Company and allied corporations, all of which failed during the panic.

The Miles Brothers Hickory Manufacturing Company of Des Arc, Ark., is making arrangements to establish a rim and spoke factory at Jonoke.

J. L. Logan, president of the Central Lumber Company of Mansfield, La., has purchased 5,755 acres of timber land between Mansfield and Benson, La., from E. W. Hamlin of Cincinnati, O., for \$144,375. The lands are timbered with short-leaf pine and mixed hardwoods. The Central company operates a handle factory in connection with a planer and some of the hardwoods will be utilized in this business. Mr. Logan is president of the De Soto Parish Industrial Company, chartered to settle white immigrants upon and as fast as the timber is removed.

It is reported at Baltimore, Md., that the combination of interests effected recently by the Empire Lumber Company under the name of the American Forest Company will erect a large sawmill plant near Murphy, about sixty miles below Asheville, N. C. The plant, it is estimated, will cost about \$100,000.

The General Electric Company reports very gratifying sales of Tantalus lamps. The sales of this lamp are more than double what they were a year ago and the lamp appears to be sharing with the demand for high efficiency lamps created by the introduction of Tungsten lamps. The Tantalus lamp, as at present supplied, is giving most excellent life service. Contrary to general belief, these lamps will give good commercial life on alternating current of sixty cycles or less. Their life on this frequency will average well about 600 hours. An interesting Tantalus lamp order recently received called for 9,900 lamps for the United States war vessels attending the Hudson-Fulton celebration in New York.

Brazil has 4,346,400 saw and planing mills with an annual output valued at \$9,413,700.

The Jump River Lumber Company of Sheldon, Wis., was recently incorporated to manufacture hardwood and pine lumber.

The sawmill of the J. W. Wells Lumber Com-

pany was recently destroyed by fire, causing a loss of about \$50,000. Two hundred men were employed in the mill.

The American Bent Wood Chair Company is the name of a new concern chartered at Otego, N. Y.

The Southland Veneering Company has started operations at its big plant at Tuscaloosa, Ala., and has been running a couple of weeks. The first shipment of veneers has already been sent out and orders are coming in with gratifying steadiness. Two orders just booked show the wide scope the company's business will assume, as one goes to Pittsburg, Pa., and the other to Palatka, Fla.

Frank Seibel, for years superintendent of the Eggers Veneer Seating Company's plant at Two Rivers, Wis., has severed his connection with that firm. He has not yet decided just what he will do, although he has had offers from some of the largest veneer concerns in the country.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

W. D. Mershon, with offices at No. 1 Madison avenue, New York City, who for the past twenty years has been New York sales manager for the Mershon-Eddy-Parker Company of Saginaw, Mich., severed his connection with that institution on Oct. 20 and has engaged in the wholesale lumber jobbing business at the same address. He will handle interior finish in both soft and hard woods and will pay particular attention to marketing west coast products. Mr. Mershon is one of the best known lumber sales agents in the East and will undoubtedly have marked success in his new undertaking.

The RECORD has been advised by the Cooper & Maxson Lumber Company, well-known lumber manufacturer and jobber of Milwaukee, that one Thomas Flynn has been operating in St. Louis of late pretending to be representing this sterling company. The Cooper & Maxson Company wish to state that Flynn is not in its employ and has no authority to represent the concern.

The RECORD is in receipt of a notice from the Quinn Lumber Company, formerly located at No. 1 Madison avenue, Metropolitan building, New York City, that it has removed its general offices to No. 164 First street, Jersey City, N. J., where all mail should be addressed in the future.

The RECORD is advised by Markley & Miller, mahogany lumber and veneer manufacturer at West Lake and Elizabeth streets, this city, that it is closing out its Chicago yard and offices.

It is with sincere regret that the RECORD learns that John P. Brown, the veteran arboriculturist, who has published a journal under the title of "Arboriculture" at Connersville, Ind., for the past eight years, will discontinue it, owing to lack of financial support.

The RECORD acknowledges receipt from Harris & Cole Brothers of Cedar Falls, Iowa, manufacturers of oak flooring and interior finish, newel posts and cut-up material generally, of its handsomely illustrated catalogue No. 10 covering its various lines of production. It is a catalogue that should interest many, and undoubtedly a copy can be secured by addressing Harris & Cole Brothers.

Special attention is called to the notice under the masthead of this issue of HARDWOOD RECORD, giving the date of the fall meeting of the Michigan Hardwood Manufacturers' Association, which will be held at the Ponchartrain Hotel, Detroit, Mich., on Thursday, Oct. 28, at 10 a. m. The principal subjects to be considered in this meeting are hemlock statistics and the handling of hemlock along with hardwoods; report of

Mr. Seibel is an expert veneer man, having made a careful and intelligent study of veneer problems for years.

The United States is to receive a gift of 2,000 cherry trees from the Emperor of Japan. These will be sent to Mrs. Taft and by her presented to the government. They are to be planted along the Potomac river at Washington on what is known as the Potomac drive. In Japan there are many interesting legends about the tree and flowers of the cherry. The blossom of the Japanese cherry is of a peculiarly delicate beauty, and there is a tradition that if the same tone appears in the blossom of the Japanese cherry when planted in another country that country can be subjugated by Japan. It is said, however, that while many Japanese cherry trees have been brought to the United States the color of the blossoms, although quite as beautiful as in their native land, is unlike the blossom which appears in Japan.

market conditions committee, including both hardwoods and hemlock; discussion of stock reports covering hardwoods and hemlock and their relations to the present market, and the reports of various committees appointed at the last meeting. It is expected that the importance of the subject will bring out practically the totality of the Michigan hardwood and hemlock contingent.

As before noted in these columns, the Forbes-Everts Lumber Company, whose principal offices have been located at Minneapolis, has removed its headquarters to Van Buren, Mo., where its mills are located. Mr. Everts of this company reports that the railroad business is greatly improved and prices are considerably stronger, with an apparent shortage in car stock, timbers and ties. He looks for higher prices to prevail very shortly and a manifest scarcity of certain varieties of railroad requirements.

James D. Lacey of the well-known house of James D. Lacey & Co., is again at headquarters in the Old Colony building after an extended visit to the New Orleans office. Wood Beal of the same concern is in Quebec at present in connection with a large timber deal.

The RECORD was favored with a call from W. E. Barnes, editor of the St. Louis Lumberman, on Oct. 20.

John W. Adriance, for twelve years advertising manager for the True & True Company, well-known manufacturers of doors in this city, resigned this position Oct. 4 to engage in business on his own account. He has opened an office at 805 Tacoma building, from which point he will supply a line of specialties, including china closets, hardwood flooring, colonnades, grilles, mantels and weather strips. He will do business with retail dealers only and will be a wholesaler in the strict sense of the term. Mr. Adriance is a hustler as well as a man of no little ability and with a good knowledge of the business he proposes to go after. He will undoubtedly meet with success.

J. D. Bolton, office manager for the Hayden & Westcott Lumber Company, Railway Exchange, returned a few days ago from a purchasing trip along Ohio river points.

J. W. Thompson, well-known Memphis lumberman, made one of his regular Chicago trips a few days ago, and gladdened the hearts of his many friends here.

C. L. Cross, the cypress magnate of the Monadnock block, recently returned from a Canadian sales trip.

Howell C. Humphrey of the G. W. Jones Lumber Company, Appleton, Wis., was a recent Chicago visitor.

J. H. P. Smith, president of the Hardwood

Lumber Company of Cincinnati, O., spent several days in Chicago last week. Mr. Smith enjoys a profitable trade in this market.

W. D. Reeves, the hardwood man of Helena, Ark., spent a few days in Chicago the first of the month.

Ed J. Young of the Brittingham & Young Company, headquarters at Madison and branch yards at Chicago, spent several days in town last week.

Gus Landeck of the Landeck Lumber Company of Milwaukee, Wis., was a recent Chicago visitor.

H. B. Leavitt of the Leavitt Lumber Company is home from a trip to his southern sawmills.

G. E. W. Luehrmann of the Charles F. Luehrmann Hardwood Lumber Company, St. Louis, Mo., spent a few days in Chicago last week on an important lumber deal.

W. H. Martz of the Good Land Cypress Company, New Orleans, La., was a recent Chicago visitor. Mr. Martz was en route to New Orleans via Kansas City and since leaving home has visited the New York offices of his company.

The manufacturers of dining-tables of the United States will hold a convention at the Auditorium in this city on Tuesday, Oct. 26, to discuss matters of interest in their line of production.

The Chicago Furniture Manufacturers' Association will hold its annual meeting in this city on Nov. 9.

L. D. Gotshall of the Gotshall-Goodyear Company, hardwood manufacturer at Toledo, Ohio, was a caller at the RECORD office Oct. 12.

Among recent HARDWOOD RECORD callers was H. A. Langton of Peoria, Ill., exporter of hardwood lumber and walnut gun stocks. Mr. Langton was in town on Oct. 12.

The daily press announces that the Brunswick-Balke-Collender Company is about to remove its big Chicago factory to Elkhart, where it will employ more than 200 men, commencing in December, and eventually it is expected to have over 700 men on the payroll. In addition to this company's former line of bank, hotel, barber shop and bar fixtures, it will undertake the manufacture of refrigerators on a large scale. The reason the concern gives for removal is to provide an opportunity to expand, which present quarters would not allow. As a matter of fact, it is well known locally that this company has had a series of expensive labor troubles, covering a period of several years, and probably this is the chief reason for its removal to the Indiana city. It is unfortunate to lose such an important industry from Chicago.

Lewis Doster, secretary of the Hardwood Manufacturers' Association with headquarters in the First National Bank building, Cincinnati, has issued a statement of market conditions under date of Oct. 11, which is the most comprehensive document of the sort that has ever been put out by this organization. Copies can be obtained from the secretary by enclosing ten cents in postage stamps.

Mr. Doster is scheduled to be in Chicago Oct. 26, when he will address the association of dining table manufacturers on the subject of hardwood purchases.

The RECORD has received an announcement card from Alfred Dobell & Co., Liverpool, England, stating that the partnership has been augmented by admitting Alfred Temple Dobell, son of the senior member of the concern.

Miss Gertrude Hostler, daughter of S. P. C. Hostler, popular Chicago lumberman, was married Oct. 14 to Leonard Lewis Miksch. The RECORD's heartiest congratulations are extended to the young couple.

Miss Grace M. Corwin, head of the local offices of the Corwin Lumber Company, 539 Stock Exchange building, made one of her frequent business trips to Milwaukee a few days ago, and reports business fine. E. T. Corwin, her brother, recently visited Buffalo and sold all the company's lumber at Ontonagon, Mich., to concerns

at Tonawanda. The lumber has already been shipped. During the next week Miss Corwin will also make a trip to Ontonagon.

F. S. Hendrickson and H. R. Foster of the F. S. Hendrickson Lumber Company, Masonic Temple, are spending a few weeks at the company's mills at Haworth, Okla.

The Lumber Shippers' Storage & Commission Company, of which Q. Y. Hamilton is manager, has moved to its new offices and yards at the south end of the Bardley property on Throop street. The company now has ample shed and yard facilities to take care of its large and ever-increasing storage business.

The Flanner-Steger Land & Lumber Company, with offices in the Fisher building, is already installing dry-kilns in the new oak flooring plant it is building at Blackwell, Wis. This plant will have a daily capacity of 25,000 feet and will be operated in connection with the company's sawmill at that point.

R. E. Thompson, a member of the sales force of C. Crane & Co., large hardwood concern of Cincinnati, O., called on the Chicago trade last week.

George Mason and Carl Donaldson of the Mason & Donaldson Lumber Company, Rhinelander, Wis., spent a few days in Chicago recently.

Another well-known hardwood man who visited the local market last week was W. T. Culver of the Stearns Lumber Company, Grand Rapids, Mich. Mr. Culver makes his home at Ludington.

O. O. Agler, the energetic president of the National Hardwood Lumber Association and the active force of Upham & Agler of this city, is on an extended northern trip.

J. M. Attley of J. M. Attley & Co., Railway Exchange, has gone to the mill of the Ross-Attley Lumber Company at Heth, Ark., where he will remain about a week looking over conditions at that point. He is accompanied by his wife.

Walter DeWitt, secretary of the Estabrook-Skeele Lumber Company, is in Cadillac, Mich., this week in connection with business. While away he will combine business with pleasure and will indulge in his favorite sport of hunting.

William G. Commetz, traveling representative in Illinois for the G. W. Jones Lumber Company of Appleton, Wis., became a benedict Oct. 12, the fortunate young woman being Miss Lynn Bernardine McCulley of Menasha, Wis. Mr. Commetz, who has headquarters at the Chicago office of the Jones concern, is very popular in hardwood circles and his many friends in the trade will wish him happiness.

F. H. Pardoe of the Ingram Lumber Company, Wausau, Wis., spent a couple of days in Chicago recently looking into freight rates.

G. C. Scott, who represents Lee Wilson & Co. of Memphis at St. Louis, was a recent Chicago visitor.

Henry C. Koll, the tall and genial secretary of the Hartman-Sanders Company, manufacturers of Koll's patent columns, was married Oct. 20 at Detroit, Mich., to Miss Rose Hess of that city.

## NEW YORK

The Bickford Lumber Company was recently organized, with headquarters at 305 Union building, Newark, to conduct a general wholesale business. The principals are A. B. Bickford, formerly of the H. M. Bickford Company of Boston and W. R. Creed & Co. of New York, and E. C. Speer, until lately head of the Beauford Coal, Grain & Lumber Company, of Essex Falls, N. J. Both of these gentlemen are well known in the Jersey section of the Metropolitan district and have ample experience to assure the company of complete success. They have already closed mill connections on North Carolina and yellow pine and Pacific coast products.

Another new company is the Hedden-Clark Lumber Company, with a capital of \$50,000 and headquarters in the Hudson Terminal building, New York. It is composed of George P. Hedden and J. B. Clark, who for some time have been actively identified with the selling staff of H. H. Salmon & Co., wholesalers of New York City. This company will do a general wholesale business in hardwood, spruce, hemlock, North Carolina pine and maple flooring. Both young men are hustlers and have a large acquaintance in the trade.

W. D. Mershon, sales manager for the past several years for the Mershon, Eddy, Parker Company of Saginaw, Mich., and its predecessor, with headquarters at 1 Madison avenue, Manhattan, resigned on October 20 to engage in the wholesale business on his own account, with headquarters at 1 Madison avenue. Mr. Mershon has been identified with the lumber trade of the Metropolitan district and vicinity for so many years that he needs no introduction. He is a very able and popular lumberman, and, with the large acquaintance which he enjoys, his efforts should prove successful. He advises that he has already closed for very high class connection in both southern lumber and Pacific coast products, including all kinds of sash, doors, millwork, moulding, etc.

F. E. Longwell, the well-known lumber purchasing agent of the big National Casket Company, headquarters Oneida, N. Y., and large plants and lumber yards at principal points throughout the country, was in town during the past week, accompanied by his bride, preparatory to sailing on a honeymoon trip to the Isle of Pines, Cuba. Mr. Longwell was married October 6 at Kenwood, N. Y., to Miss Edith Snell, a charming young lady of that town. Upon their return Mr. and Mrs. Longwell will reside at Oneida.

The court has dismissed the petition in bankruptcy filed September 4 against Schwartz & Co., cabinet makers, 177 Price street, on a settlement of thirty-five cents on the dollar.

The corporate interests of the big West Virginia spruce interests at Cass, W. Va., selling agents for which are S. E. Slaymaker & Co. of this city, and in which S. E. Slaymaker is largely interested, will be absorbed on November 1 by its allied interest, the West Virginia Pulp & Paper Company, a \$20,000,000 corporation, and thereafter both operations will be conducted under the style of the West Virginia Pulp & Paper Company. This consolidation of corporate interests in no wise affects the operations of either company, as the lumbering and lumber sales department heretofore operated by the West Virginia Spruce Lumber Company will be continued as a lumber department of the West Virginia Pulp & Paper Company and will be under the personal management of Mr. Slaymaker.

Page Brothers, wholesale and commission lumber, 1170 Broadway, have been organized by Charles E. and Frank J. Page, principals in the late firm of C. E. Page & Co.

Stewart S. Mitchell, Jr., brother of S. A. Mitchell of White, Gratwick & Mitchell, Buffalo and Tonawanda, N. Y., has joined the office force of the Stevens-Eaton Company, 1 Madison avenue, New York. E. B. N. Golke, formerly of the selling staff of the Stevens-Eaton Company, has joined forces with William Schuette & Co., at the same address, and will represent them in the New York and New Jersey trade.

The executive committee of the National Wholesale Lumber Dealers' Association held an important meeting at the headquarters, 66 Broadway, on October 8, at which were present President George F. Craig of Philadelphia, Robert W. Higbie of New York, F. R. Babcock of Pittsburgh, F. E. Parker of Saginaw and A. L. Stone of Cleveland. The committee held an all-day session, going over the operations of the various departments, and everything is reported as in a most satisfactory state of affairs.

J. B. Ransom, head of J. B. Ransom & Co. and the Nashville Hardwood Flooring Company, accompanied by his wife and son, spent several days on a visit here, making their headquarters at the Holland House.

President R. M. Carrier and Secretary Lewis Doster of the Hardwood Manufacturers' Association of the United States were in town for several days last week at the headquarters of the association, 1 Madison avenue, busily engaged in association affairs. Both gentlemen spoke most optimistically of the general hardwood situation from current and prospective standpoints, and looked for a firm market for some time to come, which they are inclined to believe will be shared by low-grade as well as the high-grade hardwoods.

Other hardwood visitors of special interest were N. J. G. Van Keulen, Van Keulen & Wilkenson Lumber Company, Grand Rapids, Mich.; F. A. Kirby, sales manager of the Cherry River Room & Lumber Company, Scranton, Pa.; Charles H. Barnaby, Greencastle, Ind.; E. E. Goodlander, Goodlander-Robertson Lumber Company, Memphis, Tenn., and W. M. McCormick of Philadelphia, Pa.

Secretary George Wilson-Jones of the Retailers' Association of the State of New York, headquarters Utica, N. Y., was also a recent visitor in the interest of business.

Edward Hines, head of the Edward Hines Lumber Company, Chicago, was in town during the fortnight in the interest of business.

F. B. Southgate, chief inspector of the National Hardwood Lumber Association, has been spending considerable time in New York and vicinity during the past fortnight in the interest of association matters.

J. V. Stimson, the prominent hardwood lumberman of Huntingburg, Ind., devoted several days during the fortnight between this city and Philadelphia in the interests of business.

The services of John McClave as treasurer and a director of the McClave Lumber Company have been discontinued and he is not now identified with the firm in any official capacity. His withdrawal will not affect the corporation financially. In three years the company expects to celebrate its fiftieth anniversary and in beginning the last half of the century hopes to start in with the same enthusiasm, the same vigor that its predecessors did forty-seven years ago.

## BUFFALO

Angus McLean, who is the Canadian member of the McLean interest, is now shutting down those mills for the winter, having already closed the one at Cascapedia and will have the Bathurst mill laid up soon.

Lumbermen, and especially the hardwood members of the trade, have been very much occupied with the late exposition of the Manufacturers' Club, so that they were ready on call at any time to drop their own business to attend to that. The hard work has brought success, for it is said that the exposition has not only helped the city very much in a general way, but the profits are likely to amount to a matter of \$15,000.

The next question to settle is to fix on a site for next year's show. If the city does not build a suitable convention hall that will also answer for the exposition, the Manufacturers' Club will have to do it, for it will not answer to give up so good a thing. If the club does take the matter up there will be more work for the lumbermen members to do along that line.

Better prices in the woods handled by F. W. Vetter is the report from him, especial mention being made of maple and oak, though he is quite long on all the leading hardwoods this season.

With a yard full of hardwood lumber here and another in Memphis and two or three wood working mills in the city to look after, it is

certain that the members of the Buffalo Hardwood Lumber Company are quite busy this fall.

The end of the Buffalo exposition releases President Frank A. Beyer from a second hard strain he has borne as the head of the Manufacturers' Club, under the auspices of which it was given, and now he hardly knows whether he is a lumberman again or merely a citizen who is running for county treasurer.

I. N. Stewart may truthfully be said to have "done noble" as the chairman of the entertainment committee of the exposition. He sold some good lots of lumber at the same time.

Scatherd & Son are sure that there is reason for a better price and a larger movement in the lumber trade, for logs have gone up so high in the Southwest that it is not always easy to get a profit out of them.

There is activity in the dock yard of T. Sullivan & Co., as it is fall of the year and the plan is to put in a large lot of lake hardwoods. It is hard to find barges, for there is a big demand for them in other trades.

O. E. Yeager is looking to his mills south of the Ohio to turn out some extra stock this fall, some of which will be brought here to replace his sales, which have been decidedly good all through the fall so far.

President A. Miller of the Hardwood Exchange did not call the body together last week, and as the meeting the previous week was with the general exchange and the members were invited out by the Automobile Club on the week before that, the score is pretty clean this month so far.

Hugh McLean is always off on a two weeks' trip into the eastern hardwood market, but he is ably seconded at the home office while away, and the reports of the mills at Memphis and southward are favorable to good business. The Memphis mill is again running steadily.

The word from the Standard Hardwood Company is that business is all right and that there is all of the usual amount of good hardwood stock coming up from the Kentucky and Tennessee mills of the company to keep the yard well stocked.

It may be that some of the local lumber dealers are carrying a light stock into winter, but it is not G. Elias & Bro., for the report is that the yard is fully stocked with all sorts of the many varieties they have formerly carried.

## PHILADELPHIA

Emil Guenther, wholesale lumber dealer, reports business touching normal with prices strengthening. He spent a week recently at his mills in Bristol, Tenn.

Harry R. Humphreys of the Hardentine Lumber Company states that in spite of the relaxed activity during the summer the company has kept mills running and carried on an extensive export trade. Discarding all inferior lumber, it secured good prices.

Charles M. Betts of Charles M. Betts & Co. reports a magnified trading. He has great confidence in the future outlook.

A. W. Smenner, representative of the Fenwick Lumber Company, reports expanded business. Prices are stronger and the outlook inspires confidence.

The D. G. Courtney Company of Charleston, W. Va., with which Jerome H. Sheip, formerly of Sheip & Vandegrift, Inc., has recently become associated, and of which the Big Four Hardwood Company is an auxiliary company, is being incorporated for \$1,000,000 with surplus of \$420,000. It owns 30,000 acres of the finest poplar timber in West Virginia. The land also contains some of the finest veins of soft coal, oil and gas.

John P. Cline, individually and trading as the Cline Wagon Company of this city, was adjudged an involuntary bankrupt in the United States district court Oct. 4; referee, Theodore M. Etting.

It is reported that from \$300,000,000 to \$400,000,000 worth of railroad equipment is now in use in this country, which was idle in the dulllest period for railroad traffic last year.

The De Soto Lumber Company, Jersey City, N. J., was incorporated under New Jersey laws on Oct. 4 with a capital stock of \$50,000.

The Granville Lumber Company, Philadelphia, was recently chartered under Delaware laws with a capital of \$100,000.

The Beamer Handle Company, capitalized at \$25,000, is a new concern for Manor, Pa.

The United Furniture Company started business in South Bethlehem on Oct. 16 with a capital stock of \$50,000.

Willard S. Paden of the Northampton Emery Wheel Company, extensive manufacturers of emery wheels and emery wheel machinery, Leeds, Mass., says that some sections are a little slow in their recuperation from the effects of the panic, but the general tone is much improved and the company is getting substantial orders from the eastern and western fields. Indications are favorable for a normal activity in the near future. The Chicago office of this company is located at 100 South Clinton street.

Francis J. Snow of the Francis J. Snow Company, wholesale hardwoods, etc., Greenfield, Mass., maintains an easy tranquillity as to conditions, as some very desirable orders are being booked. The company is the most extensive handler of hardwoods in this section and its trade reputation is one to be proud of.

## PITTSBURG

E. H. Shreiner, local manager of the Goodwin Lumber Company, made a week-end trip to New York recently with good results. He says trade is coming up right along, the only difficulty being to get cars for his daily shipments.

The Pennsylvania State Forestry Commission last week bought 12,300 acres of forest land in Clinton, Cameron, Perry and Franklin counties at an average cost of \$150 per acre. This makes the total forest area of 940,000 acres now under the control of the state.

J. G. Criste, secretary of the Interior Lumber Company and also of the Pittsburg Wholesale Lumber Dealers' Association, is mourning the death of his four-year-old daughter Edna, who died recently from the effects of diphtheria.

The Railroad & Car Material Company is pushing right into the hardwood business with a vim under the direction of A. C. Schuyler, who recently assumed charge of its hardwood department. This concern has some of the very best connections out of Pittsburg and its members are thoroughgoing lumbermen in every sense of the word.

The Broadford Cooperage Company has been formed at Pittsburg by G. F. Kober, Jr., and F. W. Kober and H. T. Hollingshead of this city. It will manufacture both from wood, metal and pulp, and will have a plant near Pittsburg.

J. R. Wheeler & Co. are setting their stakes for selling 20,000,000 feet of lumber in 1910. Their box business is looking fine and Mr. Wheeler anticipates a very steady and rapid gain in business the rest of the year.

J. N. Woollett, who recently organized the Aberdeen Lumber Company, spent the first part of the month on a 4,000-mile trip down the Atlantic coast. He built up his fences all along the line in good shape and came back greatly enthused over the prospects for a good hardwood lumber business.

A. J. Diebold of the Forest Lumber Company has returned from a business trip to the East, as has also F. X. Diebold from a trip to the southern states.

The Ashtola plant of E. V. Babcock & Co. was slightly crippled last week by an accident to one of its main power engines. The company is running at full speed at that plant.

The West Virginia Lumber Company through



its manager, B. W. Cross, announces that business is picking up daily in oak bill stuff. This is wanted chiefly for the manufacturing trade, as the yards so far are not buying heavily.

The Germain Company announces some improvement in heavy timber business and a little tendency to get into the export trade again. The latter has been disappointing most of the year to date.

The Henderson Lumber Company is buying large quantities of lumber from the country mills to cover its trade with the coal and coke interests. Its business is decidedly satisfactory at present and Mr. Henderson believes that the coming six months will be a record-breaking period in this line.

The W. P. Craig Lumber Company reports increasing shipments, especially of spruce. Both merchant and box lumber are selling in larger quantities than a few months ago, and much better prices are being secured.

The H. V. Curll Lumber Company is very strong on the poplar market and bases its judgment on a frequent inspection of stocks at the West Virginia mills. Although poplar has been a rapid seller all the year, Mr. Curll believes that this winter it is going to be an exceptionally scarce article in the better grades, and he is keeping his connections well built up, in addition to putting forth all efforts for making a good cut at their own plant.

The L. L. Sattler Lumber Company is marketing a nice lot of lumber from its new hardwood operation near Blackstone, W. Va. Mr. Sattler says prices are getting "ripe" very rapidly.

J. L. Kendall, president of the Kendall Lumber Company, goes to Oregon this week for a six weeks' stay, to look over the timber and power interests of the Kendalls in that state. J. F. Henderson, secretary of the company, spent a week with the eastern trade recently. The Kendall concerns are sold ahead in many lines and could do more business if there were cars sufficient to take care of shipments from the large manufacturing points.

H. C. Bemis of Bemis & Vosburgh has just returned from the West Virginia plants and reports them all very busy. W. W. Wilson, Jr., of the same company, has been over in Ohio working the Buckeye trade. This firm notes a very fair tone in the market in all respects, with prices holding their own well.

The Buffalo, Rochester & Pittsburg Railroad Company, following the example of the Pennsylvania Railroad Company, is arranging to build a large creosoting plant at Cloe, Pa. Its agents have been instructed to buy all the ties they could get, and one contract for 10,000 was signed last week.

The largest white oak tree which has been cut in Trumbull county, Ohio, for more than fifty years, was delivered to the Helman Ship Timber Company in Warren, Ohio, recently. It was 62 feet long, 7 feet in diameter, and contained 7,560 feet of lumber, board measure. The tree was cut in Gustavus township and was sold for \$100. The Helman company will dress the stick down to 30 inches square and 62 feet long and then ship it to New York to be used as a dredge anchor.

J. B. Flint, president of the Flint, Erving & Stoner Lumber Company, says that the company shipped 260 cars of lumber in September. It is now drying a large amount of hardwood from its new operation in Dunlevie, W. Va., and will be ready to make shipments of this about December 1. By that time he anticipates that prices for hardwood will range quite a little higher than now. Mr. Flint last week made a flying trip to Canada and took in the world's series baseball games at Detroit on the way.

A very suggestive note of warning comes from J. B. Johnston, president of the American Lumber & Manufacturing Company, who says: "The demand for lumber is increasing and prospects are fine, but a very serious car shortage threatens within the next forty days. We are noticing

it very much in different spots and are advising all our customers to get their orders in early so that we can figure on splitting up the shipments and satisfying their needs. The Florala plant of the American is busy cutting yellow pine and there is now some activity at the hardwood operation at Paxton, Tenn."

Pittsburg wholesalers and retailers are considerably agitated over the question, "Who shall receive the rebates in freight ordered by the Interstate Commerce Commission from certain railroads?" The wholesaler naturally expects to get these rebates, which are going to amount to a large sum to Pittsburg firms. Lately, however, retailers have awakened to the fact that perhaps some of this money belonged to them, especially as some of them paid the freight direct, while others claim that they paid the freight in higher charges asked by the wholesalers for stock. The decision is being awaited with great interest and will mean hundreds of dollars to many firms.

## BOSTON

The Robbins Lumber Company, representing several hardwood lumber manufacturers, has removed its Boston office from 79 Milk street to the Broad Exchange building, 88 Broad street. Mr. Robbins sells the "Acorn" brand of oak flooring and reports a good demand. He has placed several very good contracts within a few weeks.

H. W. Blanchard of the Blanchard Lumber Company has been appointed a delegate to the Massachusetts State Board of Trade from the Massachusetts Wholesale Lumber Dealers' Association, of which he is president. Mr. Blanchard is also a member of the Boston Chamber of Commerce. This body has succeeded in interesting the Clyde line to establish direct sailing between Boston and Galveston, Texas. It is reported that this line of steamers will be started before long.

Charles M. Hamlin of Wistar, Underhill & Co. of Philadelphia, Pa., was a recent visitor in this market.

A representative of Hoar & Brown, timber, team and mahogany merchants, London, England, is visiting this country in the interests of his firm. He made a call upon the Boston trade about ten days ago.

William E. Litchfield of this city is an expert on hardwood lumber and has given a great deal of study to the various kinds of hardwoods and the growth of the same. He has always been willing to impart to others what it has taken him many years to learn. He recently gave a lecture on forestry at Braintree, Mass., using lantern slides to illustrate his talk.

Mr. Barclay, representing the William B. Morse Lumber Company of Rochester, N. Y., was a recent visitor in this market. Mr. Barclay reports business as improving.

The Tiffany & Pickett Company of Winchester, Conn., has been incorporated to deal in lumber and other building materials, with a capital stock of \$75,000. The incorporators are Dwight B. Tiffany and Frederick B. Pickett of Winsted and Alexander Plumley of Waterbury.

There has been a large gain in the building contracts awarded in New England since the first of January as compared with those of the same period last year. The gain this year is almost \$40,000,000.

The Metropolitan Chair Company is the style of a new corporation formed to do business in New Haven, Conn. C. F. Walker is president and H. S. Munhall is secretary and treasurer.

The C. H. Aunabie Lumber Company is now located in its new office at 41 Court street, Springfield, Mass. The company has large yards adjoining.

The Winchendon Bobbin Company, Winchendon, Mass., plans to materially increase its output. For a number of years the business has

been conducted in a part of the Wilder P. Clark Company's plant, which was recently purchased by William M. Whitney.

The Ellsworth Hardwood Company, Ellsworth, Me., is having a new storehouse erected. The business of this company is on the increase.

George H. Clark, manager of the A. F. Clark Lumber Company, Peabody, Mass., died recently. He leaves a son, who was associated with him in business, and a widow and two daughters.

From a preliminary description recently filed in the Office of Public Buildings, Worcester, Mass., it is learned that the new plant to be built at Greendale by Osgood Bradley & Sons will comprise six separate buildings, embracing a working floor space of approximately 175,000 square feet and which will eventually employ 1,000 skilled workmen. The six buildings will consist of an erecting or constructing shop, a paint shop, powerhouse, lumber kiln, lumber shed and a two-story office building. All but the lumber shed and office will be of steel and concrete construction. Steel frame passenger coaches, passenger coaches of wood, and trolley cars will be built in the new plant. Freight cars will not be built there.

## BALTIMORE

A big revival in the lumber business is reported from Cumberland, Md., concerning the operations of the Kendall Lumber Company at Crellin, Garrett county, Maryland. It is stated that this company during the months of July, August and September sent out not less than 712 cars of lumber from its mills. Counting each car as forty feet long, the shipments for the three months made a train five and two-fifths miles in length. Crellin is about ten miles from Oakland, Garrett county, and practically all the inhabitants of the town are employed by the Kendall company. A branch road connects Crellin with the Baltimore & Ohio main line at Hutton, Md., and there is a logging road which extends twelve miles back into the mountains.

The Croft Lumber Company, which takes its name from the last syllable of the name of Dr. Robert A. Ravenscroft of Garrett county, Maryland, and surveyor of the port of Baltimore, has opened its new lumber plant at Alexander, W. Va., and is now turning out large quantities of lumber there.

Secretary E. M. Terry of the National Lumber Exporters' Association, started last week on a tour of several weeks, to do some missionary work among members of the organization and make efforts to get new members. He went first to New York and Buffalo, and it was his purpose afterward to take in Cincinnati, Pittsburg, Chicago, St. Louis, Memphis, New Orleans, Mobile and other cities. Mr. Terry expects to be away about three weeks.

Among the visitors here in the past two weeks were Irvine Whaley of the Whaley-Warren Lumber Company, Bristol, Tenn.; F. D. Duffield of Beecher & Barr, Pottsville, Pa., and Oscar Babcock of E. V. Babcock & Co. of Pittsburg. The latter concern is one of the largest of its kind in the country, and handles all of the hardwoods, as well as some softwood. It makes a specialty of spruce. Mr. Babcock reported that business in his section of the country was improving and that not only the demand was better but that prices were moving up.

A similar report was made by Mr. Fassett, the representative of the George D. Emery Company of Chelsea, Mass., extensive dealers in mahogany. Mr. Fassett was here this week and called on some of the local dealers in mahogany, also placing several orders. He stated that business everywhere was picking up.

Information has been received by hardwood exporters here that John Cant of the Glasgow firm of Cant & Kemp will shortly come on a visit. Mr. Cant came over on the Caronia, landing in New York, and starting from there on a

trip of the lumber centers of the East. This is his first visit to the States. He is the son of Mr. Caut, the senior partner of the firm.

Kidd & Buckingham of this city have made an addition to their yard on South Sharp street, which gives them about twice as much room as they had before. The extension was needed to meet the wants of their increasing business.

J. B. Hart of the Pigeon River Lumber Company of Mt. Stirling, N. C., and president of the Tennessee & North Carolina railroad, with headquarters at Clarksburg, was a recent visitor in Baltimore. His company has an office in the Union Trust building.

John L. Alcock of John L. Alcock & Co. was in West Virginia this week looking after his inspectors and other connections.

David Baird, president of the Norva Land & Lumber Company and a large lumber dealer at Camden, N. J., was down at the mill for an inspection last week and found everything running smoothly. E. F. Burke of Wallacetown, Va., also connected with this company, has recently returned from an extended European tour.

### CHARLOTTE

Louisburg, N. C., is becoming quite an important lumber center. Figures just compiled for that town show that between September 1, 1908, and September 1, 1909, there were shipped from Louisburg 7,371,290 feet of lumber, cut in the sawmills of Franklin county, North Carolina. The freight paid on the lumber alone amounted to \$39,110. The wagon manufacturing plant at Louisburg is in a prosperous condition.

A new chair manufactory having \$125,000 capital has been chartered for Lenoir, N. C., known as the Moore-Stone Chair Company. Among the incorporators are T. J. Stone, J. C. Moore and others of Lenoir.

A new concern for High Point, N. C., which will manufacture novelties, piano and organ stools, etc., is the Southern Novelty Works Company. A. S. Caldwell, Jr., and others are the incorporators. The company is backed by ample capital to conduct a large business.

The Park Lumber Company of Roaring River, N. C., has been chartered to manufacture lumber, bobbins, spokes, etc. It has a capital stock of \$25,000.

Georgetown, S. C., already one of the most important lumber manufacturing centers in the South, home of the gigantic Atlantic Coast Lumber Corporation, is to have another large new lumber company. Charter has just been granted the Fairfield Lumber Company of Georgetown, with \$300,000 capital, to deal in timber and timber lands and manufacture lumber. Incorporators are H. L. Ellington, M. W. Pyatt and others.

The Laurel River Logging Company of Stackhouse, N. C., in Madison county, has been chartered with \$10,000 capital by Anson Betts and others.

The Giant Lumber Company's flume, which extends from North Wilkesboro, N. C., home of the company, up Reddies river for twenty miles, is now in working order. It has a capacity of 150 ordinary wagon loads per day, and a large amount of tan bark, telephone poles, lumber, etc., is being floated. There is a large wood-working plant at the mouth of the flume.

The plant of the Tomlinson Chair Manufacturing Company of High Point, N. C., has just been enlarged to double its capacity. C. F. Tomlinson, head of this concern, says his business is fifty per cent better than it was this time last year.

The J. H. Wearn Company of Charlotte, extensive dealers in builders' supplies and manufacturers of desks, etc., reports fine business at present. The Carolina Manufacturing Company of Charlotte, also large dealers in hardwood and other varieties of lumber, says its business is the best since the first of the year.

The Gatling Lumber Company, another concern of Charlotte, reports fine business. E. P. Gatling, secretary and treasurer of the concern, says: "The winter outlook for trade is fine. We are having all the orders we can handle from builders and contractors. I have been in the lumber business for fifteen years and conditions were never more favorable, in my opinion."

A new concern which has just commenced business with fine prospects is the Carolina Box Manufacturing Company of Charlotte, manufacturers of boxes, crates, shooks, cases, etc. H. E. Everhardt is manager of the company. He says that the business has started off so well that the company will build an addition to its plant at an early date.

The gunnig tight stove mill known as the Moore Lumber Company of Washington, N. C., was totally destroyed by fire a few days ago, entailing a loss estimated at \$10,000, with no insurance. The plant will be rebuilt at once on a larger scale. L. I. Moore is president of the company.

The \$10,000 breach of contract suit of John E. Patton of Asheville, N. C., against the Bailey Lumber Company of Mitchell county, North Carolina, which was in progress at the Asheville court for two weeks past, has just ended in a victory for the plaintiff. Mr. Patton was granted damages in the sum of \$2,948.48, with interest. The costs of the actions were taxed against the defendant.

W. M. Moore, expert on forestry, who has been detailed by the National government to make a forest survey of South Carolina, has just taken the field in Oconee county. He will be assisted in the work by Captain Miller of Commissioner Watson's office, who has had experience with the forestry business in the West. The counties of Oconee, Pickens, Greenville, Anderson, Spartanburg, Cherokee, Union and Laurens will be surveyed and then the forester will commence to work toward the coast. The survey is made with the view of securing certain data, the ultimate end to be the reforestation of the lands of the state.

### CLEVELAND

The Vermillion Lumber & Manufacturing Company of Cleveland has increased its capital stock from \$10,000 to \$35,000 on account of its rapidly increasing business.

The Simons Brothers Lumber Company is the name of the reorganized Simon Lumber Company, which is disposing of its stock preparatory to moving to a new location on West Fifty-third street near Walworth Run. Several new buildings are being erected for the accommodation of the company and the location promises to afford many facilities, the railroad trackage being especially convenient.

The call for mahogany for interior finish is reported quite active by the Martin Barriss Company, dealers in hardwoods. So promising is the outlook that the company is adding several drying kilns to take care of its rapidly increasing business. W. B. Martin, with his wife, took an automobile trip to Boston a few days ago.

J. J. Wemple, secretary and manager of the Ohio Sash & Door Company, has been elected president of the Wholesale Merchants' Board of the Chamber of Commerce. This board embraces nearly all the big wholesaling concerns of Cleveland and to become its head is a distinct honor. Mr. Wemple formerly occupied the position of vice-president. The board is considering a trade extension tour of the western states, taking two weeks' time, next spring. Cities between Chicago and Omaha would be visited in search of new fields to conquer. A number of the Cleveland wholesale lumber concerns are members of the board.

The Interstate Lumber Company is having a busy season in its regular hardwood lumber de-

partment and in its cedar pole section. Over fifty cars of poles have been sold to railroads and similar corporations during the past few weeks.

Walter Cook has joined the forces of the Robert H. Jenks Lumber Company and will cover the central Ohio district for the firm.

E. M. Carleton of the Mills-Carleton Company was married to Mrs. Anna Rouse on Oct. 12. They left immediately for a wedding tour in the East.

One of the visitors to the local market during the past week was S. E. Smith of the Tri-State Lumber Company of Uniontown, Pa. He reports trade active, with a good call for both high and low-grade hardwoods.

H. M. Loud, hardwood manufacturer of Au Sable, Mich., called on the local trade during the past week, as did also George D. Jackson, a lumber inspector of Bayfield, Mich.

The box business throughout this territory is said to be slowly picking up again, although dealers declare that the revival in their branch of the industry is not as rapid as in some of the others. It is believed that the winter trade will be much improved.

H. G. Irwin, salesman for the Erie Lumber Company of Erie, Pa., and C. M. Zengerle of Detroit, who is interested in the Georgian Bay Company, were visitors in Cleveland this week.

C. A. Krauss of the Lake Shore Saw Mill & Lumber Company took an auto trip to Buffalo during the past week. The trip going was very pleasant, but bad weather and a great deal of mud was encountered on the return.

The F. T. Peitch Company reports a good line of orders for hardwoods. The company recently received two cars of African and Mexican mahogany as the beginning of a large stock which will be carried by the concern.

F. D. Jenks of the Port Huron Lumber Company called upon the local trade during the past week.

John Wagner of the Central Lumber Company met with a bereavement during the past week when his father died at New Philadelphia, O. Two sons, John and P. J. Wagner, survive. The latter is a lumber dealer at Canal Dover, O.

At the art exhibit held in the Rose building during the past week one of the interesting exhibits was that of Philippine mahogany, used for interior finish. It was the exhibit of the Nicola, Stone & Myers Company, which deals extensively in this wood. There were also some fine displays of hardwood furniture from local arts and crafts shops.

### COLUMBUS

The next meeting of the Union Association of Lumber Dealers, which includes Ohio and Indiana and parts of Pennsylvania and Kentucky, will be held at the Southern hotel, Columbus, Ohio, the third Tuesday in January. The place and time were decided at a meeting of the executive committee held in Columbus recently. There are more than 600 members in the association, of which a majority always attends the annual meeting, and an especially large attendance is anticipated in Columbus because of the central location. Columbus members of the executive board are M. J. Bergin, Edward A. Hildreth and H. S. Adams. The program will be arranged at a later meeting of the committee.

R. L. Gilliam, secretary of sales for the W. M. Ritter Lumber Company, says: "Trade so far in October warrants the belief that the month will be a record breaker as far as orders are concerned. Orders are coming in well from every section of the country and there are now not many weak spots in the territory covered by us. Railroads are buying more lumber, and the same thing is true of factories of all kinds. Dealers are also stocking up better, contrary to the usual custom at this time of the year, when retailers prepare for the annual inventory. I believe



there will be advances in some lines, which are still too low when market conditions are taken into consideration."

F. Everson Powell of the Powell Lumber Company has returned from a two months' business and pleasure trip to the Northwest. He visited Vancouver, Portland, Seattle and other places in that section. He reports that fifty per cent of the mills in that section are idle.

The Columbus syndicate, headed by Charles L. Kurtz, which purchased a tract of 54,000 acres of timber land on the island of Vancouver, British Columbia, is making preparations for the erection of a large mill which will have a capacity of 100,000,000 feet annually. The tract was purchased from the Canadian Pacific Railroad Company and the sale is carrying out the policy of Sir Thomas Shaughnessy, president of the road, to part with all timber holdings to concerns which will develop them immediately.

The capital stock of the National Lumber Company of Hamilton, O., has been increased from \$150,000 to \$200,000.

Fred A. Wilson, a well-known traveling salesman, who was employed by the W. M. Ritter Lumber Company and later by the Domestic Lumber Company, has taken up new territory for the General Lumber Company of Columbus. He started October 11. The increased business of the concern made it necessary to increase the traveling force.

H. E. Smith of Benton, O., who makes a specialty of large oak timbers, was in Chicago recently taking orders. Ohio white oak is used for the heavy timbers which are used for heavy construction work and dredges.

Lumbermen in central Ohio are watching with great interest the outcome of the campaign started by the Ohio Shippers' Association and kindred organizations against the proposed intention of traffic managers of railroads to increase freight rates. It is claimed that the present rates on lumber are sufficiently high to net a nice income to the railroads. Figures have been collected showing the rate of net income per mile of the principal railroads.

H. W. Putnam, president of the General Lumber Company, reports a better demand for lumber, especially from manufacturing establishments. He has returned from a two weeks' business trip in Michigan and Canada, where he booked a number of orders. Mr. Putnam, being quite a baseball fan, attended several of the world's series games at Pittsburg. Recently he left to inspect the mills of the company on the Big Sandy river in Kentucky. Mr. Putnam reports an increasing demand for hardwoods from manufacturers and that the railroads are now buying in larger quantities.

The General Lumber Company is operating its large mill on the timber tract up the Big Sandy river in Kentucky. The company has also cut about 2,000,000 feet of logs along the banks of the Big Sandy, which will be floated down to the mill at Ashland, Ky., as soon as high waters come. Then the mill at that place will be started.

The George W. Worch Lumber Company of Sidney, Ohio, has been succeeded by the William Klipstein Lumber Company, recently incorporated under Ohio laws.

Reports from Ohio, western Pennsylvania and West Virginia for the week ending October 13 show that contracts awarded amounted to \$1,032,000, as compared with \$1,388,000 during the corresponding week in 1908 and \$1,352,000 in 1907. Since January 1 contracts awarded amounted to \$78,487,000, as compared with \$57,518,000 in 1908 and \$61,876,000 in 1907.

M. J. Bergin, head of the lumber company bearing his name, reports slow trade in retail circles. He looks for a pretty quiet winter but considerable activity in the spring.

J. E. Cummins of the Columbus Sawmill Company says the demand for hardwoods is much better both in this country and in Europe. The company does considerable export business, espe-

cially in walnut. Hamburg, Germany, is taking considerable walnut at present.

Kenneth McLeod, president of the American Hardwood Company, because of a press of business was not able to leave for England the early part of October, as he had planned. Instead, he will sail about the first week in November for London and Liverpool.

A. C. Davis of the A. C. Davis Lumber Company reports a falling off in demand in retail circles and steady business in the jobbing trade. He looks for continued improvement in conditions from this time on.

C. E. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, reports a better demand for hardwoods. Prices, he says, are steady.

Sherwood D. Morgan of the Kile & Morgan Company returned recently from a business trip to Cleveland, where he found trade conditions favorable.

George B. Jobson, secretary of the A. C. Davis Lumber Company, who has been in the South for several weeks buying lumber, returned recently to Columbus.

## CINCINNATI

The meeting of the Ohio Valley Improvement Association, which is pushing the nine-foot stage of water in the Ohio river from Pittsburg to Cairo, will be held here at the Sinton hotel Oct. 14 and 15. About 200 delegates are expected and every lumberman is interested in this matter, for it will be a big help to the lumber industry here to have a stage of water of this kind.

W. P. Hilton of the Peter Kuntz-Hilton Lumber Company called on his trade here recently and as usual booked some nice business.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, left for New York Oct. 11.

A delegation of the Cincinnati furniture manufacturers recently spent a pleasant day at Carrollton, Ky., as the guests of the Carrollton Furniture Company, operated by the Shuerman Brothers, inspecting their new plant. While the party was there a shipment was made of a Louis XV suit to Juarez, Mexico, that will be for the special use of President Diaz during his stay in that city when he meets President Taft. The party was treated to a Kentucky dinner at the home of Henry Shuerman and entertained at the Commercial Club.

King & Trimble, wholesalers of cypress lumber, report business coming along nicely.

L. G. Banning, wholesale hardwood lumber, says that business is good and improving slowly all the time.

The Freiberg Lumber Company is getting its share of trade and reports business "looking up." This company is a manufacturer and wholesaler of mahogany, hardwood lumber and veneers.

The Farrin-Korn Lumber Company has no complaint to make. Its business is fully up to the average, with prospects good.

Bennett & Witte report trading good in every line.

William Hubbell Fisher, a well-known patent attorney, died a few days ago at the age of sixty-six years. Mr. Fisher was an expert on forestry and made this his life's study. He once addressed the Cincinnati Lumbermen's Club on the subject.

The Tyler Box Company suffered a slight loss by fire recently. The fire was discovered in the shaving chute in time to prevent the destruction of the plant.

The Graham Lumber Company has no fault to find with trade. Its business is increasing continually.

James A. McEntee, agent for the J. M. Card Lumber Company of Chattanooga, Tenn., says that business with his concern is fully up to normal.

The Cincinnati River Poplar Company was recently adjudged bankrupt. G. A. Roy was appointed receiver. The concern has timber land and large lumber plants in this county and other points in this section, estimated to be worth about \$250,000. The receivership was asked for by creditors.

The Ferd Brenner Lumber Company says business is good and the outlook points to a good fall trading.

E. V. Babcock & Co. are getting their share of business. They say that trade is up to the average with prospects favorable.

Dulmeier Brothers report a steady growth in trading the past two weeks.

The Sterritt Lumber Company has recently enlarged its business, incorporating the same with a capital stock of \$10,000.

Information has reached Cincinnati from the outside of the formation of the Independent Tie & Lumber Company, whose headquarters will be at Cincinnati. No one seems to know who this concern is, although there is an impression in some quarters that it is a new name for Ben Ryan, who made several very disastrous failures, as far as his creditors are concerned, in the past few years. It will be well for any one receiving orders from this concern to investigate carefully.

I. M. Asher has withdrawn from the Middle West Tie & Lumber Company to go in business on his own account in the name of the Asher Lumber Company.

Vice-President W. J. Eckman and W. H. Ames of the M. B. Farrin Lumber Company, with C. F. Korn, president of the Farrin-Korn Lumber Company, were in Chicago recently. They attended a meeting of the Oak Flooring Association held there.

J. H. P. Smith, president of the Hardwood Lumber Company, recently left for a business trip to Chicago.

J. J. Linehan of the Linehan Lumber Company of Pittsburg called on the trade a few days ago.

The Ault & Jackson Company reports business good in every line and prospects favorable.

The Kentucky Lumber Company has no fault to find with business conditions which, it reports, are improving daily.

Mr. Blodgett, a wealthy capitalist of Grand Rapids, Mich., who is largely interested in southern timber investments, was a recent visitor here.

## TOLEDO

Toledo hardwood dealers are beginning to feel the effect of the car shortage, and while it has not worked any great inconvenience yet and has been noticeable only in the delaying of shipments beyond the normal time required, it is expected that the situation will tighten up considerably. Farmers are just beginning to unload their crops in earnest, and about all available equipment has already been pressed into service.

The Ellsworth Manufacturing Company has been incorporated at Toledo by L. D. Gottshall, J. W. Gottshall, A. J. Frazier, J. W. Goodyear and E. R. Ellsworth. The concern has an authorized capital stock of \$25,000 and will engage in the manufacture of wood and metal furniture. It has leased a plant of the Lake Shore road and will begin operations in the near future. E. R. Ellsworth will be president of the concern.

The Federal Cresositing Company has purchased eighteen acres more land, making a total of about seventy-five acres comprising its site for the new Toledo plant. The company now has more than a mile and a quarter of railway frontage, which is more than that claimed by any other industrial concern in Toledo. Splendid progress is being made in the construction of the new plant and it is expected to have it in operation by January 1.

## INDIANAPOLIS

With prices advancing and the largest demand of any time during the year, local hardwood interests are well satisfied with the present situation. The outlook for the winter trade is unusually bright. For the first time in almost two years some of the local hardwood plants are now working night forces in an effort to catch up with orders of the last two or three weeks. The demand for all grades of oak is heavy and there is considerable improvement in mahogany.

J. H. Lang has returned from a business trip to Chicago.

A voluntary petition in bankruptcy has been filed in the Federal Court here by Edward R. Richmond of Seymour.

C. H. Comstock, vice-president and manager of the Interior Hardwood Company, is making an extended business trip through the Southwest. The company reports a nice business and the plant is running full time.

W. A. York of the Mahogany Interior Trim Company has just returned from Houston Texas, where he superintended a large contract for a twelve-story office building.

The Central Veneer Company has been granted a switch connection with the belt railroad across Winter avenue to its plant on Keystone avenue by the board of public works. An ordinance ratifying the contract is pending in the city council.

Owing to increased business, the Talge Mahogany Company is working a night shift. The company has recently established a lunch room in the plant for the accommodation of its employees and officers.

Local hardwood manufacturers and woodworking plants report they are having great difficulty in getting sufficient workmen. The manager of one of the largest of the local plants predicts that the situation will become even more serious next year owing to renewed activities in all industrial lines.

The Mahogany Interior Trim Company is working on large contracts for the new government building at Atlanta, Ga., and on a contract for a twelve-story office building at Youngstown, O. The company is running its plant night and day at the present time.

## EVANSVILLE

Bedna Young of Young & Cutsinger left this week on a business trip to Indianapolis and other points.

The Schelosky Table Company will begin operations in its new building at First avenue and the Belt railroad this week. The new building is three times as large as the old one. In the past only extension tables were manufactured, but in the future a general line of tables and complete dining room outfits will be made. The company will employ about sixty or seventy men.

The large mill of the Helfrich Lumber & Manufacturing Company closed down temporarily this week. It has a large supply of timber on hand and will start up again soon.

F. M. Cutsinger of Young & Cutsinger and Claude Maley of Maley & Wertz returned this week from Lexington, Ky., where they were attending the races.

The mill of the Brown Milling Company and the yard of the J. A. McHaley Lumber Company at Spencer, Ind., were destroyed recently; loss \$25,000, with insurance on mill of \$2,500 and on lumber \$4,400.

W. A. Guthrie, receiver for the Standard Veneer Company of Indianapolis, Ind., has sold the company's property to the Gemmer Lumber Company, in which J. Frank Hanly, former governor, is interested, for \$4,850.

Luther D. Morgan, a lumberman of Owensboro, recently filed a petition in bankruptcy in

the United States court. His liabilities are \$2,046.50 and his assets are listed at \$1,233, excluding \$385 which he claims as exempt.

The Blount Plow Works of this city are making plans for a new factory to be several times as large as the present one. It will be built on a ten-acre tract which was acquired recently.

Thompson, Thayer & McCowen have started their Fort Smith (Ark.) plant running, after a shutdown of some time. They are also operating their local plant at night to take care of increasing business.

The Coquillard Wagon Works of Henderson, Ky., have made an assignment to the Ohio Valley Banking & Trust Company and James E. Rankin. The company was capitalized in 1902 at \$200,000. The president of the company stated that the company owed no accounts other than current monthly bills. He stated further that the terms upon which wagons were sold by competitors were such that it required more capital than could profitably be employed.

## MEMPHIS

One of the large operators in this market is authority for the statement that during the past two or three weeks there have been sales of between 5,000,000 and 6,000,000 feet of low-grade cottonwood and gum by manufacturers in the Memphis district. He points out that prices were not what sellers could have wished but that they represented some advance over the figures at which this class of lumber sold earlier in the year. The heads of several of the larger firms here state that they are doing more business than for the past two years, and two of them declare that they are enjoying the largest trade in their history. One company, which is not among the biggest ones here, reports that during the first ten days of October it shipped about 1,000,000 feet of hardwood lumber, and a partner in a big Arkansas firm states that in the past six weeks he has booked orders for ninety-five cars. Some idea of how good his business is may be judged from the fact that he cannot ship more than thirty to forty cars in a month. It is also notable that practically all of the lumber he has sold is for shipment to Europe, consisting mainly of plain and quartered oak and ash. The railroads report a large increase in the volume of lumber traffic they are handling throughout the Memphis territory.

J. W. Hale of Hale & Keiser, with headquarters in the Tennessee Trust building, reports that both of the mills of the company are running on full time and the demand for hardwood lumber is steadily increasing. Mr. Hale states, however, that the mill of the Shreveport Cottonwood Company, in which he is interested, has been forced to close down on account of the low water, which has made it impossible for the company to bring in its timber.

L. W. Ford of the Goodlander-Robertson Lumber Company, says that business is very satisfactory with his firm. Mr. Goodlander has just returned from an extended business trip to the northern and eastern markets and has brought back with him a nice lot of orders. Mr. Ford calls particular attention to the improvement in the demand for ash.

Mr. Wright of the Wright-Bachman Lumber Company, Portland, Ark., was in Memphis recently and stated that his firm was doing a very satisfactory volume of business at good prices. He also reported that the Bliss-Cook Oak Company, Blissville, Ark., which was closed down a short time ago, had resumed operations. He states, however, that there are some mills in that section which are out of operation for the present.

W. H. Russe of Russe & Burgess, Inc., says that there is a satisfactory demand and conditions are gradually approaching normal again. He states that his firm has had about as good a business this year as at any time in its history.

Mr. Russe has recently given the greater portion of his time to the collection of money with which to defray the expenses of the entertainment for President Taft and his party, who will be here for a few hours October 27 en route to New Orleans. Some idea of what he has had to do may be gained from the statement that \$10,000 will be required for this purpose.

J. W. McClure of the Bellgrade Lumber Company, Belzoni, Miss., states that the outlook is very good. This firm reports that it is finding a good demand for both domestic and export lumber, about twenty-five per cent of their shipments going abroad.

C. R. Ransom of the Gayoso Lumber Company left Memphis this week for a selling trip. He will include New York and other eastern markets in his itinerary. This company has been doing a splendid business during the past few months and reports record-breaking shipments since October 1.

The Anderson-Tully Company has not resumed operations at both of its box factories here, but it has increased the operating time of one of them to twelve hours daily. Another firm engaged in the same line here is also working on fuller schedule. There is some improvement in the box business, which accounts for the increased activity at the box factories.

It may also be noted in this connection that the box factory of the Lamb-Fish Lumber Company, Chauncey, Miss., has resumed operations within the past fortnight. The bender plant at Charleston is working on full time and the band mills of the company at both points will probably begin operations again within the next three weeks.

The big mill of McPherson Brothers, near Lambert, Miss., has recently resumed operations, and dispatches from that point indicate that all the mills in that territory which were closed down during the financial depression are now working on full time and are finding business good enough to justify this course.

The car shops of the Louisville & Nashville Railroad Company, Decatur, Ala., have started on the order for 1,100 box cars booked some time ago, and there is so much increase in the amount of rush order business at the plant that it is estimated that it will require at least a year to complete this order. The shops have also booked an order for 200 cars to be used exclusively for the shipment of automobiles, and this is to be undertaken at an early date.

Dispatches just received here state that the Seaboard Air Line has placed an order within the past two days for 1,000 box cars, and some of the other roads in the South are finding it necessary to increase their equipment. In fact, the list of idle cars has been exhausted and there is so much increase in the volume of traffic that new rolling stock is absolutely necessary.

Lumber interests here report that they are not having any difficulty in getting all the cars they want in Memphis or in the greater portion of Mississippi, but conditions are quite the reverse in Arkansas, where the congestion of freight has become such that the railroads are meeting with much difficulty in filling the needs of lumber shippers. As usual, they are making the lot of the lumberman hard by giving instructions to those who control the placing of cars to take care of cotton shippers first. The railroads do not seem to be able to get over the fact that Memphis and the Memphis territory have long since ceased to be purely a cotton city and section any more than the banks, and discrimination in favor of cottonmen and against the lumberman is just as pronounced as ever.

The Meto Valley Railroad Company, which runs out of Lonoke, Ark., has been completed and placed in operation for a distance of seven miles out of that town and is now being used for the development of the large timber resources along that line. The Estabrook Lumber Company, W. J. Miller and others have exten-

sive timber holdings in the section traversed by the road. It is probable that it will be extended to Humphries, where connection will be made with the St. Louis Southwestern.

The Great Southern Automobile Company has been granted a charter under the laws of Alabama. It is capitalized at \$100,000, all paid in, and will have its headquarters at Birmingham. It will engage in the manufacture of automobiles, specifications for which will be adopted at an early date. It will also maintain a complete repair department. E. F. Enslen is president. Ike Adler is vice-president and E. F. Enslen, Jr., is general manager. This is the first automobile plant to be erected in the central South.

J. W. Brown, Junction City, Ark., and A. E. Silvertown, St. Louis, Mo., have purchased the controlling interest in the Interstate Lumber Company, with headquarters at Columbus, Miss. The former will assume control of the management of the big plant, which is located at Columbus. The purchasers also have acquired control of the railroad the corporation had under construction from Steens, Miss., to Winfield, La., and there is some probability that the latter will be built into Columbus, thus giving that town another independent railroad. Connection will be made at Winfield with the Frisco System. This is one of the larger transactions in lumber circles south within the past few months, more than \$500,000 being involved. A. E. Silvertown has extensive holdings of pine and hardwood timber lands in Arkansas and Mississippi, owning a big mill at Ellisville, Miss.

Deeds have been recorded at Brookhaven, Miss., showing the sale of the entire holdings of the Pearl River Lumber Company, Brookhaven, to Frank L. Adams, Cadersport, Pa., for a consideration of \$750,000. It is shown that \$100,000 was paid in cash and that notes have been given for the remainder, secured by trust deeds on the property transferred. Although this deal was consummated in July, the records have been filed only within the past fortnight. Included in the purchase are 3,597 acres of timber lands lying in the Pearl river valley. The Pearl River Lumber Company was formerly included in the Goodyear syndicate, and no reason whatever is given for the sale of its holdings by the company.

John H. Watkins, formerly a prominent banker here, but now a handler of securities in New York, has, together with southern associates, purchased the Dyersburg Northern railway, which runs from Dyersburg, Dyer county, to Tiptonville, Lake county, western Tennessee, a distance of about thirty miles. The price paid was \$316,000 and the new owners have announced their intention not only of extending the road to Hickman, Ky., a distance of about fifty miles, but also of greatly increasing the rolling stock on the present line and materially improving the roadbed. The line runs through a splendid timber section, some of the property being owned by lumbermen of Memphis. The latter are much pleased with the prospect of decided improvement in the service afforded by this line.

A new wholesale hardwood and yellow pine firm has opened offices in the Scimitar building under the name of D. C. Furniss & Co. I. L. Fenimore, a prominent lumberman of north Mississippi, and D. C. Furniss, formerly with the Wabash Screen Door Company of this city, are the owners of the new company.

Mr. Krebs of the Krebs-Scheve Lumber Company, with headquarters at St. Louis, has been spending a few days in Memphis recently.

John T. Latham of the Monarch Lumber Company, Philadelphia, is another northern lumberman spending a few days at Memphis.

Ernest Louis Max, Marseilles, France, was here during the past week. He is engaged in the lumber brokerage business and while he reports some improvement in business conditions in France he does not give a very glowing account of the hardwood lumber outlook, declaring that there is a tendency to substitute something

else for hardwoods at the prevailing price of the latter.

W. A. Gilchrist of the Three States Lumber Company is back in Memphis after a somewhat extended absence from this city.

Much regret is expressed in lumber circles here over the recent death of W. W. Cargill, owner of the Sawyer & Austin Lumber Company, Pine Bluff, Ark. His home was at Racine, Wis., but he had very extensive lumber interests in the South, principally at Pine Bluff. He was quite an important factor in the development of the section tributary to that town, having, in addition to the purchase of large quantities of timber land and the establishment of the big Sawyer & Austin plant, built the logging road from Pine Bluff to Benton, which was afterward sold to the Missouri Pacific System for \$1,000,000 and which now forms a part of the Pine Bluff & Western.

The Anderson-Tully Company and the Jorgensen-Bennett Company, both of which recently suffered loss by fire to the extent of \$10,000 to \$20,000, fully covered by insurance, have set about repairing the damage. One of the sheds of the Anderson-Tully Company stored with dry lumber was completely burned, while the plant of the Jorgensen-Bennett Company was materially damaged.

J. W. Dickson of J. W. Dickson & Co. is congratulating himself and associates on the splendid work done by the fire department a short time ago, when what threatened to be a very serious conflagration at its yards in East Memphis was gotten under control before damage exceeding \$4,000 was done. Mr. Dickson has had some very trying experiences with fire during the past few years, having lost his mill in East Memphis within the past twelve months. Since that time the company has had its mill site at Edmondson, Ark., operating only its yards in East Memphis.

## BRISTOL

The outlook in the lumber market in this section is still bright. There is a continued steady advance in price and demand. Stocks, generally are moving well, while the market is characterized by a better demand for the lower grades. Most of the mills are running and will get in as much time as possible during the winter, in view of the improved and rapidly improving conditions of the trade. There is a serious fear of the car shortage soon among the lumbermen and other shippers in this district, but they have resolved not to climb the hill until they get to it. The railroads have impressed all of their cars into service in the past few weeks.

C. L. Matthews of Corry, Pa., special traveling salesman for the Climax Manufacturing Company, was in Bristol this week and received some nice orders, including an order for a Climax locomotive from the Rockcastle Lumber Company, which recently started its new band mill at Meek, Ky. Some important purchases of machinery have recently been made by lumbermen here.

W. G. McCain of the Peter-McCain Lumber Company has returned from a trip in the mountains, where he was looking over some timber boundaries his company contemplates purchasing. Mr. McCain is also at the head of the firm of W. G. McCain & Sons, which is operating a band mill at Nera, Johnson county, Tennessee.

Joseph Dunwoody of Fleck & Dunwoody, Philadelphia, was among the buyers in the Bristol hardwood market this week and brought news of further and more rapid improvement in the condition of trade in the East. The new firm of Fleck & Dunwoody has just been formed and is composed of Paul W. Fleck, for years in business in Bristol, and Mr. Dunwoody.

The Consuaga Lumber Company is going forward rapidly with its operations at Consuaga,

Polk county, Tennessee. The Pendergrast Lumber Company of Marion, O., started a band mill at Duckton, near the Consuaga property, this week.

L. F. Jackson of Honaker, Va., has gone to Lindsides, W. Va., where he has started a new mill.

Lee McChesney, the well-known Bristol lumberman, returned this week from Mississippi, where he has purchased additional lumber interests.

Among the hardwood buyers on the Bristol market last week was W. E. Douglas of the Crosby & Beckley Lumber Company of New Haven, Conn. This company has done an extensive business in this section for several years.

C. W. Wallis of the J. R. Dronney Lumber Company of Olean, N. Y., came to Bristol this week to pay a brief visit to the local lumbermen. He left for Erwin, Tenn., to look after timber interests in that section.

L. J. Bailes of White, Frost & White, well-known hardwood dealers of North Tonawanda, N. Y., was a visitor on the Bristol market last week and left some orders.

Work is going forward on the three new band mills being erected at Honaker, Russell county, Virginia, by the Honaker Lumber Company for the development of a large area of timber land it has acquired in that section. It is expected that the mills will be ready for operation not later than March 1, 1910.

W. W. Pruitt, superintendent of the Wood Lumber Company of Carter, Tenn., and Miss Ida Belle Slimp, a daughter of the late Capt. Fredrick Slimp, were married in Bristol this week and left for New York and Boston for a three weeks' honeymoon.

A. G. House will erect a new mill at Weldon, N. C., for the development of a tract of hardwood timber in that section.

"Business is improving right along," said B. B. Burns of the Rockcastle Lumber Company and allied concerns of this city. He thinks that the improvement will continue through the winter.

F. C. Knight of the Tug River Lumber Company is back from a trip to points in Kentucky, where he has been looking after mills.

W. S. Whiting of the Whiting Manufacturing Company was a recent visitor in Bristol, on his way to Abingdon, Va., to look over his company's property at that place.

The Carolina, Clinchfield & Ohio railroad, the new trunk line from eastern Kentucky to southwest Virginia to the south Atlantic seaboard, in which W. M. Ritter of the W. M. Ritter Lumber Company of Columbus, O., is interested, will be completed to Spartansburg, S. C., a distance of 225 miles, on October 29. The last spike will be driven on that day and a special train will immediately be run into Spartansburg bearing officials who go to attend a celebration in the form of a barbecue, given on the occasion of the completion of the important line to that city.

Lumber corporations of other states, which formerly did business in Tennessee and have retired, but still own stumpage, are protesting against the action of the officials of that state in compelling them to pay taxes just the same as if they were doing business. This also applies to concerns proposing to enter the lumber business in Tennessee which buy timber and have their charters recorded but which have not yet started to work.

R. L. Wilson of New York was a visitor on the local market this week.

## LOUISVILLE

The Louisville Hardwood Club is getting ready to celebrate an important anniversary, namely, the first birthday of that organization. It will be observed about the middle of November and

will be accompanied by the annual election of officers. Right now it looks as if A. E. Norman of the Norman Lumber Company, who has made an efficient head of the club since its inception, will be re-elected, though he says that he is not hankering for the job and will hold on only if the members of the club desire it. T. M. Brown of W. P. Brown & Sons Lumber Company has been spoken of prominently, because Mark happens to be one of the shrewdest diplomats and one of the most hustling lumbermen in this part of the country. But Mr. Brown said nay when the suggestion was first broached to him and declared that he wants to remain a private in the ranks.

The Board of Trade of Louisville through its transportation committee is preparing to take up the matter of an advance in railroad rates which according to the newspapers is being considered by the railroads. Members of the Hardwood Club heard that this was proposed some time ago and have consequently been on the alert, as it is believed that any advance would affect lumber. Several hardwood men are on the Board of Trade committee and will be able to speak for hardwood interests when the committee meets to discuss the situation. It is hoped that the railroads will decide that the time is not propitious for any advance.

Official information received by the Hardwood Club from the railroads has been that the protest of the club regarding rates from Louisville into northern Illinois and Michigan has been sustained and that a reduction in the rates will be made. The reduction has not yet gone into effect, but the hardwood men have been assured by representatives of the roads affected that they will be put on an even footing with other Ohio river gateways. This action is not only a big victory for the Hardwood Club, but means much to the city. The transportation committee of the club deserves much credit for the hard work it did in putting the matter squarely before the railroads.

A. E. Norman of the Norman Lumber Company said that business is fair but there is no rush.

T. M. Brown of W. P. Brown & Sons Lumber Company has returned from Detroit, where he witnessed the defeat of the Tigers by Pittsburg. Mr. Brown is a dyed-in-the-wool baseball fan and rooted hard for Clarke's men to win. He saw the opening games in Pittsburg. He was one of the men responsible for the victory of Louisville in the American Association. He said that business is fine and prices are about steady. Nearly all kinds and grades are now moving. His company has been buying freely of late and recently secured a big block of poplar from a Nashville man. It looks for a rising market.

The Ohio River Sawmill Company, of which John F. Smith is the local manager, is taking a great deal of interest in the Hardwood Club, which it recently joined, at the same time becoming a member of the National association. H. A. McCowen, the head of the company, was in the city recently to attend a meeting of the club. He has been in the East on business recently. Mr. Smith said that business is good, with prices steady, and that a lot of lumber is being gotten in from the South.

A big sewer being built by the Louisville Sewer Commission as part of the \$4,000,000 system now in course of construction is being run through the yards of both the Ohio River Sawmill Company and C. C. Mengel & Bro. Company. It has a big trench, wide and deep, and a lot of machinery and men. The work is not interfering with the handling of lumber, however.

C. R. Mengel, president of C. C. Mengel & Bro. Company, is in Grand Rapids and Chicago, where the company has a branch house. J. C. Wickliffe, secretary, has been in Nashville on business. The company has just chartered another boat to bring a 1,000,000-foot cargo of mahogany logs from Africa. It will probably get back in December. The Mengel company has

announced its thirty-second anniversary by sending out cards to its trade. It began business in 1877 and has been at it steadily ever since. Post cards showing the cargoes of mahogany imported by the company have also been issued. C. W. Clinch, who represents the Mengels in Axim, Africa, was in town recently. He lives in Michigan and is home on a vacation. Reports from New York have referred to trouble which mahogany importers have been having getting their logs in Africa on account of the natives becoming fractious. Officials of the Mengel company report, however, that they have had no difficulties of this nature.

One of the most interesting social events of the year in Louisville was the wedding of Miss Julia Morsel Mengel, daughter of Col. C. C. Mengel, and Dr. Culbert Thompson, which occurred October 12 at high noon at St. Andrew's Episcopal church. After a breakfast at the home of Mr. and Mrs. C. C. Mengel, Dr. and Mrs. Thompson left on their wedding trip. They will be at home in their apartment in the Weissinger-Gaulbert after November 15.

The Louisville Point Lumber Company is having a good business, and H. J. Gates said that a trip through the North and East produced good results. The makers of automobiles have been buying steadily right along, he said, and their business is holding up well. The company is contemplating the erection of a planing mill, as it handles a lot of lumber that has to be dressed, and which now requires the services of local planing mills. Prices on the higher grades have advanced somewhat.

Claude Sears of Edward L. Davis Lumber Company has returned from Chicago. Mr. Sears' father, who lives in Indianapolis, was seriously ill a short time ago, and Mr. Sears went to see him. He has improved considerably since then. Mr. Davis reports business good, and the company's mill turning out a large quantity of lumber. All the local hardwood men are looking after production now as much as sales, because they believe that the selling end will take care of itself in a few months.

A feature suggested by some of the members of the Hardwood Club in connection with the annual convention of the National Hardwood Lumber Association, which will be held in Louisville next year, is a trip around the city, taking in all the hardwood plants. The belt line which circles Louisville touches practically all the yards, and it is believed that arrangements can be made for this. It is thought that the trip would be of general interest to the visitors. Automobile rides and other entertainment features have also been broached informally at club meetings.

Though the Robinson Hardwood Company has not yet filed articles of incorporation, it has practically completed its organization, which is as follows: C. W. Robinson, New Orleans, president; R. G. Robinson, New Orleans, secretary, and C. H. Stotz, Louisville, treasurer. Mr. Stotz, who was formerly the manager of the Louisville Hardwood Company, is in active charge of the business, having established his offices in the Keller building here. He recently said that the company will incorporate with a capital stock of \$25,000. The hardwood business will be done on a mills-to-consumer basis, and no local yard will be established. In addition to hardwoods, the company will handle the output of C. W. Robinson's three yellow pine mills and a cypress mill in Louisiana, and Mr. Stotz said that business along these lines is already developing satisfactorily. Orders are already booked from customers in Connecticut and on the Pacific coast.

The rotary cut veneer men held an important meeting recently at the Seelbach for the purpose of discussing prices. Owing to the general belief that the price of timber is going up while its quality is going down, thus making the cost of producing veneers higher, the meeting went on record in favor of higher prices, and the opinion was expressed that a new schedule, to

cover all branches of the veneer trade, will be put before the national meeting in December and adopted. P. B. Raymond of Adams & Raymond, Indianapolis, acted as chairman of the meeting, and Howard S. Young, assistant secretary of the National body, was secretary. D. E. Kline of the Louisville Veneer Mills and J. C. Wickliffe of C. C. Mengel & Bro. Company were Louisville veneer men who were present. Mr. Kline also attended a recent meeting in St. Louis, where the gum men from Tennessee, Arkansas and the Ohio valley got together. The feeling at that meeting, Mr. Kline said, was also that the veneer men are selling too low. Another meeting of the gum cutters is scheduled for Memphis next month. S. B. Anderson of the Anderson-Tully Company of Memphis presided at the St. Louis meeting.

George Kretschmer of the Southern Veneer Company said that the mill is being kept busy all the time. The furniture and piano manufacturers are buying in large volume and prices are steady.

Business is picking up, according to Treasurer Geiger of the Kentucky Veneer Company. There is considerable improvement in the piano trade, these manufacturers having just begun to buy in their old volume. Prices are still not what they ought to be, he said. H. M. McCracken of the company has been slightly ill, but is now considerably improved.

Many lumbermen attended the annual convention of the Ohio Valley Improvement Association at Cincinnati October 13 and 14. "A nine-foot stage from Pittsburg to Cairo" was the slogan of the meeting. C. C. Mengel, D. E. Kline and Frank J. Fulton of the Kentucky State Company were among those present at the meeting. River improvement talk has started people in southern Kentucky, through which the Cumberland river flows, to working for the improvement of that stream, and many of them will attend the convention of the Cumberland River Improvement Association in Nashville November 12. If it were improved the lumber business in that part of the state would be greatly benefited, since railroad transportation facilities are very meager.

The Coquillard Wagon Works at Henderson, which is a heavy consumer of hardwood lumber, has assigned to the Ohio Valley Banking & Trust Company and its president, James E. Rankin. It is capitalized at \$200,000. Its bonded indebtedness was a load that it could not finance.

A syndicate of eastern capitalists, headed by M. J. Purkhurst of New Haven, Conn., has purchased a basket plant at Paducah and will operate it with 500 employees.

## ASHLAND

W. H. Dawkins Lumber Company is receiving a larger number of orders and inquiries than at any time during the past two years. It advises prices materially advanced within thirty days and that more orders for firsts and seconds and panel stock have been received than it is able to supply at the present time. The company is operating its mill at Ironton, O., full time and has enough timber to keep it running until Jan. 1. W. H. Dawkins, buyer of the company, is planning to get more timber the coming season than he has ever contracted for before. The company makes a specialty of poplar and has one of the finest and best equipped yards of this section.

C. C. McGuire of the Midland Lumber Company, Cincinnati, O., was a business caller in the city this week. He bought several cars of stock from lumbermen here which he is loading for his company. He advises business greatly improved the past thirty days, with good future prospects.

W. E. Heyser of the Hardwood Lumber Company, Cincinnati, O., was calling on our several lumbermen this week. He advises that the com-

pany in its new location is prospering very well and is receiving a large amount of business.

W. A. Cool of W. A. Cool & Son, Cleveland, O., recently spent a few days in the city and vicinity.

The W. G. Ward Lumber Company, Ironton, O., is doing a very good business and advises a great increase the past thirty days in both the retail and wholesale departments. This company operates, in addition to its wholesale business, a planing mill and retail yard and has on hand a large number of building contracts.

The Wright-Saulsberry Lumber Company has sawed out its present supply of timber and will not be likely to operate any more this season. It has run its mill steadily since the first of the year, which is a very good record for an Ohio river mill, especially during the past two or three years, on account of the very low stage of water. The company is operating its timber tracts very heavily and expects to get out more lumber next year than in 1909. It has on hand a large amount of stock which will be ready for the market soon.

The Clearfield Lumber Company, Clearfield, Ky., reports business very satisfactory in both oak timbers and lumber. The company is operating its mill day and night and will probably continue for several months.

B. E. Darling of Blakeslee, Perrin & Darling, Buffalo, N. Y., was here recently, talking lumber with our several manufacturers. Mr. Darling is very optimistic regarding the future of the lumber dealer. He advises everything very satisfactory with the new company which was recently organized, made up of experienced lumbermen. Mr. Darling was formerly in the sales department of Taylor & Crate, Buffalo.

H. E. Kester of the Southern Hardwood Company will spend some time on a business trip through Alabama and Mississippi in the interests of the company.

## ST. LOUIS

According to the St. Louis hardwood operators, there is a great deal of trouble in securing cars in which to ship lumber from their mills. This is causing many hardwood mills to curtail their cut. Stocks are reported as being badly broken.

The lumber inspected and measured by the Lumbermen's Exchange of St. Louis during September was as follows, as reported by Secretary A. H. Bush:

	Feet.
Plain oak .....	243,867
Quartered oak .....	239,405
Poplar .....	267,739
Cottonwood .....	29,362
Ash .....	39,832
Gum .....	61,794
Chestnut .....	10,662
Cypress .....	73,050
Elm .....	11,691
Cedar .....	5,134
Maple .....	24,510
Yellow pine .....	21,367
Hickory .....	5,565
Sycamore .....	60
Walnut .....	870
Linn .....	730

Total ..... 1,035,638

The committee appointed at a recent meeting of the Lumbermen's Club of St. Louis to find out where the compiler of a lumber price list published in Washington, D. C., obtained his information, is about ready to report and it is very likely that it will do so at the next meeting of the club. The members of the committee are: Thomas C. Whitmarsh, general manager of the W. T. Ferguson Lumber Company, chairman; Henry Boeckeler of the Boeckeler Lumber Company and R. F. Krebs of the Krebs-Scheve Lumber Company. The cause for the investigation was the fact that the Forestry Bureau has been giving the compiler of the price list information obtained by the bureau from the lumbermen themselves given to the bureau in confidence.

Julius Seidel of the Julius Seidel Lumber Company was one of seven to subscribe to a half million dollar fund to be raised by St. Louis business men to induce manufacturers to locate in St. Louis. The subscription was given at a "Get Together" banquet given the last day of centennial week.

It is understood that the Garetson-Greaseon Lumber Company of this city will, on November 1, establish a Chicago office and that the office will be in charge of W. W. Dings, one of the company. This will necessitate Mr. Dings' moving to Chicago to live and it is greatly regretted by his many St. Louis friends.

The new band mill of the Alf Bennett Lumber Company, located at Powe, Mo., is now running in nice shape and getting out a line lot of oak. It is putting all the boxed hearts in car material. This company has just closed a nice big contract for 500,000 feet of gum. The hardwood department of the company is growing very rapidly and the business in this line is getting larger. Mr. Page has been down at the Powe mill off and on for the past three weeks, ever since the mill began operations. He wanted to see that everything was working right.

## BIRMINGHAM

The Alabama hardwood market shows a condition on the whole satisfactory to manufacturers. Prices are not quite as firm as a few weeks ago, and demand is by no means as brisk, but best posted lumbermen regard this situation as perfectly normal, following the recent advance, and declare that there is no reason for pessimism. They look forward to a decided improvement after the first of the year. Poplar seems most in demand, although many inquiries are being received for oak. Other lines are more or less inactive in this section. The railroads furnish the bulk of business, although there is a healthy inquiry in manufacturing lines.

Car shortage continues to be the topic of great interest. With the cotton crop well under way, there is little chance for an improvement in the situation. On the other hand, the congestion is more likely to grow worse as the crop comes in heavier and as general business conditions continue to improve. Complaints on this score are to be heard from all over Alabama, showing the situation, for a long time trouble some, is becoming serious. Production of hardwood, however, is off, but the output of yellow pine is nearer normal than at any time for two years.

The Jefferson County Building Material Men's Exchange, composed of building material men of this district, has moved into its new quarters in the Chamber of Commerce building, where it occupies a handsome suite on the second floor. The exchange is growing rapidly in numbers and influence. A smoker christened the new quarters of the association and a concatenation of Hoo Hoo is next.

J. J. Elliott of the firm of Oden-Elliott, the largest hardwood dealers in Birmingham, has bought a home on the Highlands and will move his family here from Childersburg, Ala. The company is now occupying a suite of four offices on the ninth floor of the First National Bank building, the quarters being much more commodious than the rooms formerly occupied in the same building.

## NEW ORLEANS

It is announced from Alexandria, La., that A. Wyckoff & Son Company of Elmira, N. M., will build a wood-pipe factory at that place.

Considerable interest attaches to the announcement that the Chickasaw Cooperage Company of Gretna, opposite New Orleans, has let the contract for extensive improvements to its factory. It will erect a new plant on a site measuring

150x198 feet. C. G. Evans is the manager of the concern.

A \$50,000 company known as the Lena Improvement Company has been organized at Alexandria and will shortly establish a big mill at Lena. It controls large holdings in Rapides and Natchitoches parishes.

The Monroe Lumber Company, one of the largest lumber concerns in Louisiana, has organized under the laws of Mississippi and will now operate in that state. The concern in capitalized at \$100,000 and controls extensive holdings in Louisiana.

It is stated from Meridian, Miss., that the Wymond Stave Company has closed negotiations for the purchase of the Meridian Box Company's plant at Meridian. The box factory had been idle for some months, but will be operated by the purchasers. The transaction involved \$50,000.

The Georgetown Manufacturing Company at Georgetown, Miss., will erect a large plant to manufacture spokes, shingles and boxes. The capacity will be two cars daily. H. T. Ross is the manager.

The Fetterman Bowl & Column Company has been incorporated at Itta Bena, Miss., with \$25,000 capital to manufacture wooden boxes and colonial columns.

A new organization, the Queen City Wagon & Manufacturing Company, has been launched at Meridian, Miss., with an authorized capital of \$10,000. W. G. Jackson of Forest, Miss., and B. F. Padgett of Meridian are the incorporators.

R. S. Huddleston of the Huddleston Marsh Lumber Company of Chicago is here on a business trip.

Announcement of the plans of the Coast Manufacturing Company, recently organized here with an authorized capital of \$50,000, shows that this company expects to engage extensively in the export business. The new concern will take over a part of the plant of the Louisiana Export, Box & Lumber Company, which includes a private wharf erected some months ago. Shipments for export handled by the new company will be loaded at this wharf at Algiers, across the river from New Orleans. F. Salmen, N. W. Murphy, J. B. Carnal and others are the incorporators of the company.

Not a little interest attaches to the joint conference of southern governors and conservation commissioners which will be held in New Orleans, November 1 and 2, at which time the Lakes-to-the-Gulf Deep Waterway Association will be in session here. The conference has been called by Governor Sanders at the suggestion of Gifford Pinchot, chairman of the Joint Conservation Commissions. Mr. Pinchot and a large number of conservation commissioners from the various southern states will be present. President Taft and a number of other distinguished speakers will address the conference. The State Forestry Association of Louisiana will meet here at the same time.

## MILWAUKEE

With a capital stock of \$10,000 the W. E. Allen Company has been incorporated at Milwaukee by W. E. Allen, C. E. Derkin and E. M. McVicker to carry on a general wholesale and commission lumber business. W. E. Allen recently withdrew from partnership with George Eller, retained the former company's name and opened new offices at 1202 Majestic building. Mr. Eller has incorporated the George Eller Lumber Company and has opened offices at 1407 Majestic building.

T. H. Nichols and son, C. H. Nichols, of Moquah have erected a portable sawmill at Kakagon, Wis., where they will saw "deadheads." More than half a million feet of logs will be sawed this fall.

The Stevens Lumber Company of Rhinelander, Wis., has sold to the Rhinelander Paper Company its entire lot of hemlock timber, which will be



cut the coming winter at the Stevens camps near Parish. The Stevens company will also cut about 1,000,000 feet of hardwood and will operate three camps.

The Mellen Lumber Company, recently incorporated, has taken over all the interests of the Glidden Veneer Company and the Shanagolden Lumber Company, including the vast timber tracts owned by the last two companies, together with the logging railroad and sawmill of the Glidden Veneer Company. The timber land turned over to the Mellen Lumber Company included about 70,000 acres and together with the 30,000 acres already owned by the company, it now controls nearly 100,000 acres. It is expected that the sawmill of the Glidden Veneer Company will be torn down.

The Upham Manufacturing Company of Marshfield, Wis., has purchased the standing timber and lumber in pile owned by the Blodgett-Booth Lumber Company at Durand, Wis. The timber land included one of the finest tracts of oak in Chippewa county and when sawed into lumber will be brought to Rhinelander for use in the furniture plant of the Upham Manufacturing Company. It is understood that the consideration was \$28,120.

Daniel Wells, son of J. W. Wells, a wealthy lumberman of Menominee, Mich., recently returned to Marinette, Wis., from British Columbia, where he completed one of the largest purchases of timber made in the West this year. He closed a deal for 700,000,000 feet of timber in the island of Vancouver.

Announcement has been made that the Creamery Package Manufacturing Company will stock and operate both its mills at Butternut, Wis., this winter. There were rumors that the plant would be moved from Butternut, but this is now denied.

The Phoenix Manufacturing Company of Eau Claire, Wis., will erect a large plant next spring for the exclusive manufacture of logging machinery.

The new sawmill at Pennington, erected by Evans & McGregor to replace the plant destroyed by fire last spring, has been placed in operation. A half million feet of lumber will be cut this season.

Work is rapidly progressing upon the new sawmill of the Diamond Lumber Company at Green Bay, Wis. The new structure will be completed by the close of the year and will replace the plant destroyed by fire early in the summer.

The new sawmill of the Kurz-Downey Company near Bayfield, Wis., has been completed and is now in operation. The company will erect a large box factory next spring.

The Cleerman Land & Lumber Company of Green Bay, Wis., has purchased of the Sarah Selner estate 1,000 acres of virgin hardwood and cedar timber lands at Baldwin, Delta county, Michigan. It is estimated that the tract contains 10,000,000 feet.

The Roddis Lumber & Veneer Company at Marshfield, Wis., is crowded with orders and more than 200 employes are being kept busy. The manufacture of veneered doors which has been added as a side line has greatly added to the business of the company.

The Central Lumber Company of Prentice, Wis., has begun the erection of a new planing mill which will adjoin the company's sawmill at Prentice. The building will be 50x70 feet and will be modern in every respect.

Gibson & Donie, loggers at Merrill, Wis., have secured a contract to cut 3,000,000 feet of logs at Saynor, Wis., for the A. H. Stange Company of Merrill. The firm will also cut 3,000,000 feet of lumber for the Heineman Lumber Company in the same county.

United States Senator Isaac Stephenson, Wisconsin's leading lumberman, recently passed through Milwaukee on his way from Marinette to Asheville, N. C., where he will visit his son, Watson Stephenson. The latter is rapidly improving in health. Senator Stephenson will

return in time to make the trip down the Mississippi river with President Taft.

The busy sawmill season in Wisconsin is fast drawing to a close and lumbermen are now preparing to devote their attention to their logging interests. The mills of the Alexander Stewart Lumber Company and the Mortenson Lumber Company at Wausau will run until the river freezes over. The Barker & Stewart Lumber Company's plant will close a little earlier. The F. Schubring Lumber Company's mill at Wausau, which has been idle most of the summer, will be placed in operation about Jan. 1. The plants of the John Week Lumber Company, the Clifford Lumber Company and the W. W. Mitchell Company at Stevens Point have already been closed because of the unusually low stage of water in the river.

The Eau Claire Trunk Company at Eau Claire, Wis., has purchased a site and will erect a new \$15,000 plant next spring. The building will be three-story, 100x80 feet and strictly fireproof.

The work of extending the branch of the Chicago, Milwaukee & St. Paul Railway from Johnson's Creek in the town of Knowlton, Marathon county, Wisconsin, is being rapidly pushed. A 100,000,000 foot tract of timber will be opened by the new road. The United States Leather Company owns the tract and will begin cutting at once.

W. B. Baker of Stevens Point, Wis., has taken a force of millwrights and carpenters to Panama, where he is installing a sawmill for the American Land & Lumber Company.

Prof. C. K. Leith of the department of geology of the University of Wisconsin may be lost in the Canadian woods, where he is on a trip of exploration. No word has been heard from him for months. Lumbermen friends of Prof. Leith say that he is too good a woodsman not to be able to care for himself.

The United States government is transferring all its forest products work to Madison, Wis., where the new government forestry laboratory is being erected. The \$50,000 structure will be completed by the close of the present year. The work of the new laboratory will be assigned to five different divisions, including wood preservation, wood chemistry, wood distillation, technology and maintenance. Garvey Cline will be placed in charge, and W. L. Hall, assistant forester, will continue in charge of the branch of products. The headquarters of the wood utilization department will be located at Chicago.

The Wisconsin legislative committee on water powers is making a thorough investigation of the forest reserve lands of the state. The committee will also investigate the methods of slash piling and burning carried on by the Weyerhaeusers at Cass Lake, Minn.

The S. E. Heise planing mill at Orangeville, Wis., has been purchased by E. F. Timm. A sawmill will be erected and new power will be installed by the new owner.

A new planing mill is being installed at Zenoni, Wis., by H. D. White and George Gray. Flooring, siding and ceiling will be turned out.

A new \$15,000 factory will soon be erected at Eland, Wis., by Joseph and John Wolfinger, woodenware manufacturers and pea packers of Dundas and Brillion, Wis. The plant will be completed by next spring and will employ seventy-five men.

E. D. Washburn of Marinette, Wis., has been made assistant superintendent of the Birds & Wells Lumber Company at Wausau, Wis.

News has reached Wisconsin lumbermen that the plant of the I. Stephenson Company at Wells, Mich., recently destroyed by fire, will be rebuilt at once. The loss was estimated at \$35,000, covered by insurance.

Leander Choate, wealthy ex-lumberman and prominent banker of Oshkosh, Wis., recently passed away at the age of 75 years. Death was caused by slow paralysis following a runaway accident of a few weeks ago. Mr. Choate be-

came associated with the late J. M. Bray in the lumber business at Oshkosh in 1862, the firm continuing until the present time. The firm owned a number of sawmills in northern Wisconsin, especially on the Wisconsin and Oconto rivers. Mr. Choate was interested in some fifteen banks of the state.

The new \$25,000 plant of the Miller Manufacturing Company at Park Falls, Wis., manufacturers of crates and boxes, was destroyed by fire recently. The fire started in the dry kilns and had gained such headway that it was impossible to cope with it. The loss is partly covered by insurance.

The Rhinelander-Portland Timber Company has been incorporated at Rhinelander, Wis., with a capital stock of \$200,000 by F. S. Robbins, Hattie L. McIndoe and Niles A. Colman. The company will deal largely in Washington timber lands.

The Paulson-Ellingson Lumber Company has been incorporated at Hawkins, Wis., with a capital stock of \$15,000 by A. M. Paulson, Alfred Paulson and Christ P. Ellingson.

The Milwaukee Lumber Company is erecting a \$11,000 building to replace the structure destroyed by fire last summer.

## MINNEAPOLIS

A. E. Peterson of the Peterson-Moore Lumber Company, St. Paul, wholesalers of hardwood lumber, has recently become part owner of the St. Paul Box & Lumber Company. This concern operates a box factory in that city, and as the Peterson-Moore company handles a considerable amount of low-grade stock suitable for the manufacture of that product, the new arrangement will enable it to dispose of this class of stock in its most salable form.

Hamilton Broughton, who until recently was secretary of the Forbes-Everts Lumber Company, with offices in Minneapolis and hardwood mills at Van Buren, Mo., has severed his connection with that concern and gone West to engage in the fruit raising business.

Frankland Powell, sales manager of the Rice Lake Lumber Company at Rice Lake, Wis., was a recent Minneapolis visitor. His company has a good stock of hardwood lumber on hand, and can ship it in straight cars or with pine and hemlock.

Wholesalers of hardwood lumber in this market who are interested in stocks in Wisconsin are hoping that the efforts of the Wisconsin manufacturers to secure a return to the east-bound hardwood rates which were in effect two years ago will be successful.

## SAGINAW VALLEY

The maple flooring industry is lively just now, every plant in the valley running full time and all are booking lots of orders.

S. L. Eastman stated that an extraordinary demand has come over from Europe for maple flooring owing to a roller skating rink craze both in England and on the Continent. A goodly portion of the flooring manufactured here is now going abroad. Prices could be a little higher to suit manufacturers. The demand is good and Mr. Eastman's company is moving considerable stock.

W. D. Young & Co. are running their sawmill with night and day crews, and the flooring plant is crowded to its capacity. New dry-kilns have been added and the entire outfit is in a fine condition.

Almost daily there comes down over the Mackinaw division of the Michigan Central to Bay City more than 100 carloads of saw logs, the average quantity handled by the road approximating 135,000,000 feet a year. A number of the lumbering firms here have twenty to thirty years' stock of timber and they are buying everything desirable that joins them.



The manufacturers of box material are calling for large quantities of low-grade beech, maple, basswood and birch for use in the manufacture of boxes, and all available dry stock has either been taken or spoken for.

The Wylie & Buell Lumber Company will cut and ship almost 50,000,000 feet of logs the ensuing year. The company stocks the Kneeland, Buell & Rigelow sawmill at Bay City, Bliss & Van Auken's mill at Saginaw, and supplies some other firms with logs. It will employ about 700 men.

The John D. Mershon Lumber Company at Saginaw is handling a large quantity of hardwood lumber and, although starting in business last January, trade has exceeded the expectations of the company.

The Briggs & Cooper Company, Ltd., is doing a large volume of business. It buys hardwood stock wherever it can be found, taking a large quantity from railroad and interior mills north of the Saginaw river.

Yuill Brothers of Vanderbilt, operating a sawmill at Logan, will finish their season's cut in two weeks. The output this year will approximate 15,000,000 feet and it comes by rail to the Saginaw valley.

Work is being vigorously pushed in the building of the Hanson-Ward Veneer Company's new flooring plant at South Bay City. It will be equipped with the latest machinery and will have all the stock it can handle for many years.

Plans are being made for the new wood alcohol and charcoal iron plant to be built on the old Kern manufacturing plant at Bay City, 160 acres having been bought some time ago for a site. Construction will be started as early as possible in the spring. It is expected the initial outlay will approximate \$300,000 to \$500,000. It will require a vast quantity of raw material and it is rumored the White Brothers of Boyne City may furnish the wood, or at least a portion of it. It is reported the Wood Products Company of Buffalo will take the products of the new plant. It is also stated that there is a possibility that a large hardwood sawmill will be erected on the site and operate in connection with it.

## DETROIT

Luther Lyman, a former Wyandotte (Mich.) lumber dealer and also at one time connected with the Delta Lumber Company at Thompson, Mich., has located at Cheboygan, Mich., to take charge of the northern interests of the Brownlee-Kelly Company of Detroit. He is superintending the lumbering of 400 acres of hardwood timber near Cheboygan for the company. He is also buying logs and lumber at points along the Michigan Central railroad. The logs are being shipped to Bay City to be manufactured. The Brownlee-Kelly Company for several years has done some manufacturing at Bay City, but the company expects to largely increase this branch of its business.

M. M. De Haas of Skanee, Mich., large manufacturer of hardwoods, spent several days in Detroit on business last week.

C. R. Duggan, representing Tindle & Jackson in Detroit, is out of the city on a business trip.

The steamer A. L. Hopkins arrived at the River Rouge docks of the Brownlee-Kelly Company last week with a cargo of ash, elm and hemlock from the Lake Superior district. The Brownlee-Kelly Company has been making a specialty of basswood this season and reports a good demand and firm market for this class of stock. A good portion of it has been shipped to the eastern markets.

Detroit hardwood men are much interested in the Lumber Bowling League, which has just started its season. Eight lumber concerns are represented in the league, and of these, two teams can be classed as "hardwood teams," al-

though all of the dealers represented in the league handle hardwoods to a more or less extent. The H. W. Harding Lumber Company and E. W. Leech, however, are big dealers in hardwoods, and it is peculiar that in the league standing to date the two hardwood teams should be widely separated. The Harding team is roosting in first place, while Mr. Leech's warriors are at present camping in the cellar. "We may be last now," says Mr. Leech, "but we'll make them hump before the season is over."

The building permits in Detroit during the present year are reported to be nineteen per cent larger in number and thirty-six per cent larger in estimated cost than they were last year, and are larger than in any other city of the same class in the country. Of the \$19,350,000 to which the cost foots up, \$1,550,000 is for buildings in connection with manufacturing plants, a larger amount than in any previous year. This is exclusive of the immense automobile plant under construction in Highland park.

J. M. Clifford of J. M. Clifford & Co. said that the local hardwood market is now in better shape than it has been for several years past. Conditions are decidedly encouraging and prices are showing considerable improvement. Poplar, birch and maple are the leaders in point of demand, and stock is moving along nicely.

H. W. Harding of the Harding Lumber Company is optimistic over market conditions. He says that everybody in the trade seems to be rushed to death. The factory trade is steadily improving, with prices advancing.

The last cargoes of the season have been unloaded at the docks of the Thomas Forman Company on the River Rouge. The steamers King, Green and Carter arrived at the docks the end of last week with large cargoes of maple. This factory is very busy because of the big demand for maple flooring, and Mr. Forman reports that general conditions are very satisfactory.

"Business is certainly looking up," said E. W. Leech to the RECORD correspondent. "We are already looking forward to a fine, healthy business for next year. Prices are much better and the demand for first and second grades is very good. Commons, too, are moving along much better than for some time.

Alfred E. O. Allen of Allen Brothers, who was injured while cranking his automobile, is able to be around and attend to business again.

Manufacturers of veneers and panels in this vicinity report an increased demand for their products. This has been a big item in the general prosperous condition of the hardwood market.

The Dwight Lumber Company reports an excellent business, with a strong demand for its special pattern of thin flooring.

In the past two weeks the C. W. Kotcher Lumber Company has unloaded 10,000,000 feet of lumber at its Detroit docks.

The Murphy Chair Company has started work on a big building for additional warehouse

space. The building will be five stories high, 100x130 feet.

Game Warden Charles Pierce of this state has reported to the Public Domain Commission that the railroads are taking an active interest in the work of preventing forest fires. Every road operating through the forest districts in the northern part of the state has equipped its locomotives with spark protectors and fire screens. The commission is considering plans for establishing a large forest reserve in Luce county on the shore of Lake Superior.

The lumber firm of Murray & Fenton, consisting of Charles F. and Daniel E. Murray and Joseph Fenton, has been organized at Hessel, Mich., to engage in the lumbering of 4,000 acres northeast of Hessel. Extensive camps will be built for the operations.

Hard luck is certainly trailing along after the Brayman family, large dealers in hardwoods at Custer. A fire causing \$10,000 damage was followed inside of a week by two smaller fires doing an aggregate damage of \$4,000. A large quantity of maple lumber, already contracted for by a Saginaw concern, was destroyed.

## GRAND RAPIDS

A. L. Dennis of the Dennis Brothers Salt & Lumber Company returned October 21 from an inspection trip to the company's mill at Dighton.

J. V. Stimson, of Huntingburg, Ind., was in the city on October 21 and 22.

H. J. Dudley of the Dudley Lumber Company was in Detroit last week.

George Engel of the Engel Lumber Company was looking after the work at the company's city yards when the RECORD correspondent called at the Murray building offices. Mr. Engel has not fully recovered as yet from his protracted illness, but is improving.

George B. Daniels, the well-known hardwood lumber dealer, is closing up his business affairs in Grand Rapids, preparatory to going to Quincy, Ill., November 1, where he accepts a responsible position with the W. I. McKee Lumber Company. Mr. Daniels has a son who is making good in the East as a furniture salesman, with New York City as his headquarters.

Charles H. Cox of the Nichols & Cox Lumber Company reports an excellent flooring trade. The company's mill is being operated up to nine o'clock each night.

All the Grand Rapids furniture factories are running full time and it is probable that a number of them will be operating on overtime schedules soon. The American School Seating Company is running its big plant twelve hours daily.

Marshall F. Butters of Ludington, president of the Grand Rapids & Northwestern Railroad Company, was in the city recently. He says the steam road is completed from Ludington to Walkerville and will be put through to Grand Rapids next season.

# Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

## CHICAGO

The local yard men are all busy; in fact, many of them are obliged to employ a good deal of outside teaming in order to receive and deliver their stock. The office wholesalers are enjoying an excellent trade, with every evidence of its continuance for months to come. Some items of quartered oak and wide poplar are extremely short locally, but otherwise every yard has a well-balanced assortment of stock. Every one is very much pleased with the situation and optimistic over the outlook for a continuation if not a bettering of present satisfactory conditions.

## NEW YORK

The hardwood market at New York shows up in fair proportion, although the volume of business is not what it should be. The scarcity of and fair demand for good grade hardwood are taking care of the present situation in that department of the market very nicely, but the low-grade market, while improving as regards the demand, nevertheless shows a keen competition for desirable business in the matter of prices. However, taking the hardwood market as a whole, both the reports and feeling in the trade are of an encouraging nature, and the market seems assured of stability between now

and spring. The local manufacturing trade, such as furniture, piano, cabinet workers, etc., is experiencing some revival in business, which is bringing low grades into the market for hardwood supplies, and as this class of trade increases, the hardwood market should correspondingly improve. The demand at present runs largely to poplar, oak, ash, chestnut and birch.

### PITTSBURG

Hardwood matters are in better shape than they have been for years. The demand for all grades of first-class hardwood is becoming so strong that it is evident a shortage of dry stock will be about the next thing on the program. This will come the sooner if the threatened car shortage materializes this fall.

While the hardwood market has shown no sensational gains in any direction during the past two weeks there is a constantly stronger undercurrent of buying sentiment. Even the yards which have held aloof from making large purchases are now buying good sized lots. Country mills have just begun to ship their product. There will not be enough of this to have a bad effect on prices; on the other hand, the probable shortage of lumber at most of these plants is going to emphasize more strongly the really low condition of all hardwood stocks. Many plants will not be in shape to ship before December or January.

The call for fine hardwood to be used in the manufacture of furniture, carriages and especially automobiles is a big feature of the market. The fact that most hardwood in stock is not suited to these purposes tends to increase both prices and the willingness of purchasers to pay what is asked for good lumber. Hardwood lumbermen in this district are practically a unit in declaring that the hardwood situation is extremely encouraging. More evidence of good times in hardwoods is found in the increasing demand for good hardwood timber tracts. Local agents say that there is more call for these properties this month than there ever was before and the buyer wants anything from a 50-acre tract of oak to a 1,000-acre tract of mixed hardwoods.

### BOSTON

The general undertone of the hardwood market is stronger and dealers are reporting more inquiry. Consumers are met with firmer and higher prices, especially on the better grades. Owing to the higher prices for one's and two's, there has been more demand for No. 2 common at stronger prices. Few buyers have been willing to pay top asking prices. The demand for low-grade lumber has improved, the stocks being materially reduced during the past two months so that today they are not large enough to have any depressing effect upon the prices of the better grades. The yard trade is better and a further increase in demand is expected. Furniture manufacturers have been forced to replenish their stocks. Interior house finish manufacturers have been very busy this fall and still have considerable business in sight.

Quartered oak is very firm at high prices. Offerings of the best western stock are small. It is reported that one-inch one's and two's have sold as high as \$90. Plain oak is well held under a better demand. Chestnut is in fair call and ash is selling in larger lots. High-grade walnut is scarce and high. Whitewood is in fair sale.

### BALTIMORE

The developments in the lumber trade are all in the direction of greater activity and better prices. Though the gains have been slow they are fairly continuous and members of the trade

generally take a hopeful view of the situation. All report that business has increased, and that the demand is steadily expanding, while some make the assertion that they are doing a larger trade at the present time than they did even before the depression, and—what is not less important—that it compares favorably with that period in point of prices. Such is the situation that holders of stocks feel able to mark up their figures from time to time. One local firm recently advanced its No. 1 common oak \$2 per thousand. The firm makes a specialty of this grade, to be sure, but similar increases are being made from time to time all along the line. When a buyer now halts at a rise in quotations he runs the risk of having to pay more by the time he finally concludes that he wants the lumber. To be sure, the high-grade lumber is never offered in such quantities as to constitute a weight upon the market, but even the common grades are moving with such freedom that accumulations are kept down, and this division of the trade is no longer the problem it was months ago.

Furniture and other hardwood consuming factories are calling for lumber in fairly large quantities, and the demand everywhere is such as to keep down the supplies to proportions which cause no trouble. The home requirements have been reflected in greater strength abroad. Being large enough to absorb extensive quantities of lumber, there was comparatively little left for shipment abroad, and the accumulations there have been diminishing. Foreign buyers are accordingly less captious, and better prices are being offered. Shippers have taken contracts for foreign countries of late at figures which must be regarded as attractive. This applies not only to poplar but to oak and other woods. Even in walnut logs there is a decided improvement. A sale held not long ago at Hamburg realized surprisingly good prices. Shipping on consignment, however, is still to be avoided; in fact, the exporter must know his territory and must be familiar with the conditions of the market to which he sends lumber.

### CLEVELAND

The Cleveland hardwood market seems to be picking up, according to the local dealers. The call for interior finish is strong, especially for maple and oak flooring. More of the latter is being used each year as builders find that it is comparatively inexpensive for the effects secured.

There is an inclination towards stiffer prices on most grades of hardwood. Oak and poplar, particularly, seem to be firmer, although the call for all other lines of commercial hardwood is better than it has been for months. The vehicle trade is good, especially the automobile line, which makes a strong bid for fine wide poplar boards for use in auto bodies.

### COLUMBUS

The hardwood market in Columbus and central Ohio continues to improve. One of the best features of the trade is the good movement of all grades, and there is no accumulation of stocks in any one grade or variety. The better movement of the lower grades has stiffened the entire list, and manufacturers and jobbers believe that prices will continue to advance. There are some grades in which quotations have not yet reached a point that is warranted by market conditions, and it is believed advances will soon occur. There is also a better demand from manufacturing establishments. While they have been buying only as their needs warranted, still the general improvement in trade conditions has caused a necessity for more raw materials. Railroads are buying more lumber of all kinds, and the same is true of factories making furniture, implements and vehicles. Dealers are also in-

creasing their stock, and a better feeling is shown on all sides.

The demand for quartered oak is so strong that large premiums are offered for spot stock. The supply is limited. Plain oak is also in good demand and the amount is being decreased because mills are making all quartered oak possible. The demand for poplar continues strong, and wide sizes bring almost any price. Chestnut is in good demand, especially for firsts and seconds and No. 1 common. Ash is still weak, although no reductions in prices have been made recently. Hickory is in good demand and manu-

## TOO LATE TO CLASSIFY

For other Wanted and For Sale  
Matter See Page 53

### FOR SALE

20 cars dry Walnut squares.  
10 cars 1" Walnut lumber, cull, common and better.

LANGTON LUMBER CO., Pekin, Ill.

### WANT TO CONTRACT

With reliable millmen for 1,000,000 feet Oak car material. Will accept green from saws, inspect at mills and pay spot cash.

KEITH SAWERS,  
624 Gravier St., New Orleans, La.

### WANTED

We will need during the next six months 3 to 5 cars 1x24 to 27" soft yellow poplar, 1sts and 2nds, panel and No. 1. Must be choice stock. Give us your best price for prompt cash and state time of delivery.

AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

### WANTED—LUMBER AND SHINGLES

Wanted, high grade lumber and shingles to sell on commission or salary. Ten years' experience. Strictly sober and not a "pool or card shark" nor a "\$5 per car man." Open for immediate engagement with a first-class firm.

Address BOX 544 E, Elkhart, Ind.

### ALABAMA TIMBER LAND

1,050 acres rich bottom land in central Alabama for \$10,000; 850 acres in good timber, balance in cultivation. Located on navigable water within two miles of a branch, now under construction, of the M. & O. R. R. Titles perfect.

This is a splendid property to carry as an investment or for a mill proposition. It is all good land and no danger from forest fires. Address "ALABAMA," care HARDWOOD RECORD.

### EXTRAORDINARY

Bargain in veneer mill.

V. J. HILL, Narrows, Va.

### WANTED—A PARTNER

With about \$20,000 to go into lumber business, wholesale, handling oak, chestnut, poplar, ash, etc., by a young man who has bought and sold hardwoods for the last 10 years. Young man with practically no capital.

Address "BOX 7," care HARDWOOD RECORD.

### FOR SALE

One No. 6 McGiffert Log Loader and Skidder in first-class repair; immediate southern delivery. Bargain price.

Address "BOX 9," care HARDWOOD RECORD.

### EXPERIENCED MILLMAN

Wanted that will invest some of his own money in a company that owns forty-two hundred and fifty (4,250) acres of timber land, on which stands Red Gum, Oak, Ash and Cypress. A forty thousand dollar (\$40,000) full equipped mill is on the place, and a road will be built from the mill connecting with the railroad. Only an experienced sawmill man and one who will invest some of his own money will be considered. Address

FEDERAL STAVE & LUMBER COMPANY,  
Evansville, Ind.

### FOR SALE

400,000 feet 4/4 Sound Wormy Chestnut, widths and lengths fine. Address  
BOX 275, Ft. Wayne, Ind.

### FOR SALE

Two adjoining tracts of Cypress and Hardwood timber, 9,000 and 14,000 acres respectively, 150 miles from New Orleans, well located. Rail and river facilities. Timber runs 5,000 feet to acre. Good circular mill and full logging equipment included. Sell all or part. Address  
"BOX 20," care HARDWOOD RECORD.

WRITE US FOR  
**10-4 and 12-4 BIRCH**  
 AND  
**12-4 SOFT ELM**  
 Edward Clark & Son, Toronto, Ont.

## BLUESTONE LAND & LUMBER CO.

**White Pine, Oak,  
 Poplar, Chestnut  
 and Hemlock Lumber**

**WHITE PINE AND OAK TIMBERS ON  
 SHORT NOTICE**

**RAILROAD TIES**

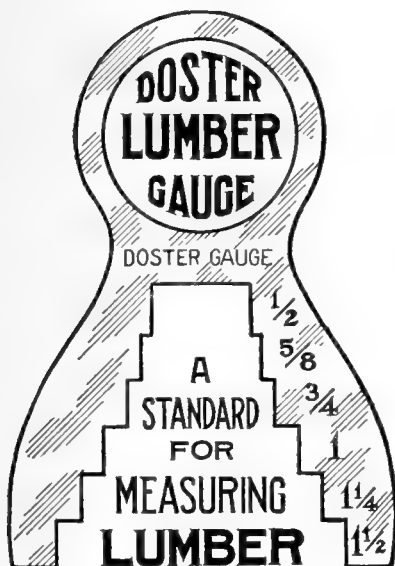
We own our own stumpage  
 and operate our own mill.

MIHI: GARDNER, W. VA.

Sales Office: RIDGWAY, PA.

# A GIFT

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Lightest, smallest, most accurate gauge  
 ever produced. Made of best quality  
 steel, heavily nicked.

Can be conveniently carried either in  
 the hand or pocket of the Inspector.  
 As it weighs less than a half ounce it  
 makes an attractive watch fob.

**PRICE 50 CENTS**

One of these gauges given with every  
 New Subscriber to HARDWOOD RECORD,  
 when accompanied by remittance of  
 \$2.00. Old subscribers can secure one  
 by remitting \$2.00, thus extending  
 their subscription one year.

facturing plants are increasing their orders.  
 Other hardwoods are steady.

### CINCINNATI

The hardwood market continues to improve  
 slowly. Prices remain firm. The common grades  
 of hardwood are still weak, although a slight  
 improvement has been noticed. The upper grades  
 are in good demand. Poplar and oak continue  
 to be the leaders, with gum, basswood, ash, cot-  
 tonwood, birch, beech and hickory following in  
 about the order named. Cypress remains fair.  
 The demand for this wood seems to be a trifle  
 heavier, the supply not large and prices firm.  
 The oak flooring market is good. Orders and  
 shipments continue to be quite heavy, largely  
 in excess of last year's business, which was the  
 best year oak flooring manufacturers had ever  
 experienced.

Collections remain about the same.

### TOLEDO

Dealers here express themselves as well pleased  
 with the hardwood situation and the result of  
 this year's business. There have been practically  
 no weak spots in the market aside, possibly,  
 from poplar, which has been a trifle uncertain.  
 Box materials of all kinds have found a much  
 better demand recently. Small retailers are  
 buying almost exclusively in small lots from the  
 wholesalers as needed to fill orders. Maple floor-  
 ing has attracted considerable attention recently,  
 and prices have advanced about \$2, with very  
 limited stocks and a limited supply in sight.  
 Orders for several cars were turned down at the  
 mills last week for the reason that cars are sold  
 far ahead and the firm could accept nothing for  
 immediate shipment. Nor would they agree to  
 send half of the order in six weeks and the bal-  
 ance in three months. Oak is still moving  
 actively, and there is a good market for hickory,  
 ash, chestnut, basswood, and even elm. Local  
 stocks are in good working condition, generally  
 speaking, but they are carrying little surplus.  
 Orders are being liberally placed and receipts  
 have been normal. There is still a strong de-  
 mand from builders for all kinds of house finish-  
 ing and flooring. Prices have shown no decline  
 and none is apprehended.

### EVANSVILLE

The hardwood market in this section continues  
 to improve. Lumber is moving more uniformly  
 and the demand is better and more general.  
 Prices on quartered oak are good. Plain oak is  
 in fair demand and it is conceded that prices  
 on this wood will advance as the quartered  
 stock goes higher.

### MEMPHIS

There is a better feeling in the hardwood  
 lumber circles and the volume of business shows  
 a considerable increase over that of even a very  
 short time ago. Some of the leading members  
 of the trade here state that they are enjoying  
 the best business they have had for more than  
 two years, while others declare their volume is  
 the largest ever experienced. There has been  
 some improvement in prices of low-grade stock.  
 One of the features of the situation is the  
 placing of orders for considerable quantities of  
 ash. There has also been a considerable increase  
 in the demand for cypress, and the quantity of  
 this stock moving is fairly large. Thick ash is  
 in particularly good demand, but a considerable  
 quantity of inch stock is also being sold. A  
 considerable increase is noted in the demand for  
 cypress. The situation in plain and quartered  
 oak is as strong as at any time this season.  
 Prices are good and the demand includes a

considerable amount of No. 1 common and some  
 No. 2 common. The latter, however, is com-  
 paratively slow. The upper grades of gum and  
 cottonwood are moving in moderate quantities,  
 but prices are unsatisfactory. There is some  
 improvement in the box business, which should  
 help the cottonwood and gum situation. There  
 is not much poplar for sale in this market, and  
 what is offered is readily taken.

Views regarding the export situation differ.  
 Some claim that there is a very satisfactory vol-  
 ume of business, while others claim that there is  
 not. Some say that prices are good, while others  
 say they are unsatisfactory. The fact remains,  
 however, that a large amount of hardwood is  
 being sent to Europe and that conditions are bet-  
 ter in that quarter than they have been for a  
 long while. The large amount of business now  
 being done indicates that important buyers have  
 entered the market, and the trade here is facing  
 the future with an unusual amount of confidence.

### LOUISVILLE

The tone of the hardwood market in Louis-  
 ville is healthy, and the general situation is sat-  
 isfactory. The demand is improving in nearly  
 all lines, and a movement in the lower grades,  
 which have been practically inactive for two  
 years, has begun. The chief movement, of course,  
 is in the higher grades, on which prices have  
 strengthened somewhat. Quartered oak is in  
 fine demand, and is being sold at top-notch  
 prices. Poplar and plain oak are going well  
 also. The mahogany manufacturers are import-  
 ing and manufacturing largely, and the building  
 trades and the car manufacturers are using a  
 large part of their output. The veneer men  
 report that business is considerably improved,  
 but that prices are still below the figure which  
 ought to be demanded.

### ASHLAND

The hardwood situation of this section con-  
 tinues to improve and prospects are encouraging  
 in both orders and better prices. The railroads  
 are buying more freely than at any time during  
 the past two years and prices are better than  
 have been received before. A great many of  
 the mills are shut down at the present time on  
 account of log supply, and have on hand only  
 a reasonable amount of stock, the larger portion  
 of which is not dry enough for the market.  
 No. 1 and No. 2 common oak is in very strong  
 demand with both the furniture and flooring fac-  
 tories. The stocks are considerably broken and  
 low at this time but inquiries plentiful, coming  
 from all sources, chiefly furniture and imple-  
 ment factories. It is predicted by our lumbe-  
 rmen that it will only be a matter of a short  
 time until it will be very difficult to secure this  
 stock at nominal prices.

A very noticeable firmness is found in all the  
 lower grades of hardwoods, and the demand is  
 steady and larger than before. Box factories  
 are buying more freely of sound wormy and No.  
 3 common chestnut and substituting it for other  
 woods, which they find a very good substitute.  
 Poplar continues to head the list as being in  
 the strongest demand and prices received. The  
 large mills which make a specialty of poplar  
 have their plants in full operation. The panel  
 stock and firsts and seconds poplar supply is  
 far less than the demand and prices are advanc-  
 ing with stocks decreasing.

### ST. LOUIS

While the hardwood trade is not what was ex-  
 pected it would be at this time of the year, it  
 is considerably better than it has been since last  
 spring. There is more buying but it has fallen  
 short of the boom that was looked for. One  
 gratifying feature is that the furniture and box

manufacturers are coming into the market. Herebefore the planing mills and sash and door factories were the only ones to buy freely. The upper grades in all woods are most in demand. In oak all stock is being purchased. No. 1 common and firsts and seconds and plain and quarter-sawn oak, both red and white, is particularly sought. In other woods, the lower grades, while not now in demand, are gradually being bought. Gum and cottonwood are stronger than they have been for some time. The cut of the former has been curtailed somewhat in the producing territory. As, however, the stocks were pretty heavy, the curtailment has not yet been felt. The lower grades in cottonwood are showing more life than they did, but as there is also a plentiful supply of low-grade lumber there is no fear of a scarcity. Poplar is moving well and the box factories are taking lots of low-grade stuff.

### NEW ORLEANS

The general lumber situation in New Orleans as applied to hardwoods and export lumber, though somewhat better than it was a fortnight ago, is still quiet, according to the leading local exporters, and while the outlook is believed to be favorable, it is indicated that no great volume of business will be transacted for some time yet. The hardwood mills in this territory are running steadily and turning out good quantities of stock. Most of their output, however, is being absorbed in the interior, as the European buyers are not the least active and little exporting is being done.

### MILWAUKEE

The total amount of business received during the month of September exceeded that of any other month in the past two years. General trade was good as a result of the boom in building lines, a brisk demand from the factories on increased activity in furniture manufacture and a gradual resumption of buying by the railroads. At present, however, there seems to be something of a lull, although business is far from being quiet. It is generally conceded that trade has reached its highest this fall and that from now on a steady and normal trade will be in evidence. The fall building season is far advanced and the bulk of orders for this field has been placed. While the sash and door plants and other manufacturing concerns are still placing good orders, they are now sailing more to the weather and proceeding carefully. The furniture plants are still buying and it is expected that they will continue to do so for some time. The railroads are in the market for heavy stocks as well as for repair material.

Oak is still in the lead, although the demand for the upper grades of birch and poplar is also good. Basswood, maple and elm are wanted.

### MINNEAPOLIS

During the past two weeks the hardwood trade of this section has not undergone any material change. There is a steady flow of orders, but not an unusually heavy demand. The tendency is toward greater strength, largely due to the fact that available stocks are reduced to a very low point. Particularly is this true of the upper grades of all woods marketed in this section. There is a more plentiful supply of the lower grades, but they are stiffening because of the increased demand from box makers and other consumers of that class of stock. Birch continues in good demand, with some recent sales at higher figures than have been obtained before for two years. Oak is staple and strong. Basswood is doing better after a long period of weakness. The sash and door factories are still busy on odd work, and are buying supplies steadily, since none of them have been carrying much raw material for two years or more.

### SAGINAW VALLEY

Trade is reported good all along the line. Dry lumber is scarce and everything available is finding a customer. The largest manufacturers in the valley say that orders are coming by every mail and by wire. Thick maple is in active demand at good prices with the prediction that it will go still higher. There is very little basswood, beech and birch available for shipment that has not been taken. Even culls are \$1 a thousand higher and most of the manufacturers have sold all the dry stock in this line they had on hand. Maple flooring is moving briskly. All the plants are full of business. A larger stock of logs than usual will be cut this winter.

### DETROIT

Improvement is shown in every branch of the hardwood trade in Detroit and vicinity. Many dealers declare that business almost approximates the boom years of 1906 and 1907. The mills and factories are about taxed to their capacity. Poplar, birch and maple are the leaders in point of demand and distinctly fair prices prevail.

Perhaps the most prominent feature of the hardwood trade in this vicinity is the activity in maple flooring. Flooring factories and mills are having about as much as they can do to meet the demand. Prices are firm, being fully as high as in 1906 or 1907. The healthy condition of the maple flooring trade has served to advance prices in rough maple lumber and this has had its effect on the Michigan mills.

Birch is moving steadily at fair prices, but is not yet bringing prices that producers believe that it should. The birch, hard and soft maple market feels the competition of West Virginia producers. Much southern hardwood lumber is being shipped into the Detroit market and local consumers state that the southern product is usually better in thickness and width and finds favor on this account. About the only thing in the local hardwood trade giving producers or dealers any uneasiness is "No. 3." or mill culls. This stock is moving slowly in the lower peninsula of Michigan and some very low prices have been quoted recently.

### GRAND RAPIDS

Stocks of dry maple are broken. The demand for good birch continues strong, with stocks on hand low. There is plenty of low-grade birch in the market. Beech is in good supply with inquiry somewhat improved. There is enough elm to go around, especially of four-quarter stock, and prices are no higher. Good-grade ash moves readily. Michigan oak is in fair demand, with supply limited.

### LIVERPOOL

The prosperous outlook in the Liverpool timber market of some weeks back has completely died away. No revival is looked for until after the general election, which, it is anticipated, will take place in January. Shippers are advised to be careful not to ship large quantities of any lumber until this is over.

The mahogany position still remains keen and values continue to advance, though American buyers are told there is no real foundation in this market for this wood, as a decline is expected soon. Prices have gone up out of proportion to the ordinary law of supply and demand, and information is received that quite a large quantity of wood will arrive in a few days, which is bound to bring down values.

Hickory is very scarce and any shipments now

would bring good prices. It is reported that, all told, there are not one hundred logs in Liverpool at the present time, and this coupled with the fact that it will be almost three months before much of the new wood arrives, must force buyers to pay almost any figure asked by the shipper. Ash is very much the same. Shippers are advised to send moderate quantities and to decline to make any contracts for second-growth wood except at high prices, as shipments on consignment would be more remunerative. Other hardwoods are weak generally. There is some life in the wagon oak business, mainly owing to the small stocks, and prime parcels with a quantity 15½ feet and up would bring good prices. Oak boards 1¼ No. 1 common are wanted, as are also prime whitewood logs, which are scarce here. Birch is weak and should not be shipped. Maple is poor; even the flooring stock is not in much demand now.

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200 M ft. 5/4 log run tupelo..... 17.00  
150 M ft. 4/4 red and sap, log run..... 16.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa....	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y....	23c
Pittsburg, Pa.....	21c	Springfield, Mass..	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y....	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C. 9 3/4 c			

We have no planing mill facilities at Ayden, but the stock can be stoppped off at Norfolk for custom planing mill work at the usual charges.

AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### FOR SALE.

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.

1,000,000 feet 2" white oak common bridge plank, also timbers.

Write for prices.

BLUFF CITY LUMBER CO.,  
Pine Bluff, Ark.

### FOR SALE.

4/4 poplar boxboards 12-17", 2 cars.  
4/4 poplar 1sts and 2ds and panel, 18-23", 1 car.  
4/4 poplar 1sts and 2ds and panel, 20-24", 1 car.  
8/4 poplar 1sts and 2ds and No. 1 common, 1 car.  
5/8 clear poplar, 24-28" } 1 car.  
5/8 clear poplar, 28-31" }  
5/8 clear poplar, 31-40" }  
8/4 No. 2 common poplar, 1 car.  
4/4 clear hard maple, 14-30" wide, 1 car.  
CHARLES F. SHIELDS & CO., Cincinnati, O.

### BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.

A. B. GARROTT,  
Fort Madison, Iowa.

### FOR SALE—CANADIAN BIRCH

1 1/4, 1 1/2, 2, 3 and 4" thick. Seasoned stock. We can make prompt shipments.

BRADLEY COMPANY, Hamilton, Ont.

## LUMBER WANTED

### WANTED—HARD MICHIGAN MAPLE.

1", 1 1/4", 1 1/2" and 2" plain sawed.  
1" and 1 1/2" quarter sawed.  
PAUL SCHMECHEL, 537 Monadnock, Chicago.

### WANTED—BLACK WALNUT LOGS.

500 cars Black Walnut logs, 10" and up; no hewing; shipping point inspection; prompt payment. GEO. W. HARTZELL, Dayton, Ohio.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago

### OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1213 Monadnock Bldg., Chicago, Ill.

### WANTED.

4/4, 5/4, all grades plain white and red oak, dry. Address BOX 275, Ft. Wayne, Ind.

## LOGGING EQUIPMENT FOR SALE

### FOR SALE.

One or two Lindsay logging wagons, 8 wheels, as good as new, offered cheap. Address "BOX 8," care HARDWOOD RECORD.

## BUSINESS OPPORTUNITIES

### FOR SALE.

Large tract of hardwood timber, principally cottonwood, considerable oak, ash and gum, with 35,000 circular mill. Plenty of good houses, office building, tram road and cars, mules, loading dock and switch. Everything complete and in first-class condition for manufacturing. Mill logged by river and teams. Now running. In Oklahoma. Address "BOX 5," care HARDWOOD RECORD.

### FOR SALE.

Circular sawmill complete, new outfit; also teams and wagons; a going proposition. Will require \$2,000 cash. Will contract output and take balance on time.  
J. T. MORGAN LUMBER CO., Paducah, Ky.

### FOR SALE.

A new J. A. Fay & Egan 6' band mill, now in operation six miles east from Albany, Ga., on Flint river, 587 acres land in fee, estimated to cut 4 million feet, cypress, poplar, oak, hickory, ash, gum and long-leaf yellow pine. This is fine pecan land. Timber can be bought at a low price 100 miles up the river to keep this mill running 20 years. No competition in the river. This is the best mill proposition in Georgia. Reason for wanting to sell is that I have too much other business and can't give the mill business the proper time and attention, and have no experience in the mill business. Write for full particulars and terms. Capacity of mill 20 to 30 M. Address

M. A. JARRARD, Albany, Ga.

### CLOSE TO THE STUMP.

A woodworking plant at the junction of the "Soo" and Great Northern railways is offered for sale, or rent on easy terms, owing to the desire of the owner to retire.

The plant covers an entire block; main building 40x160 feet outside of engine room; finishing and packing rooms 36x80 feet and 40x80 feet; new 80-horsepower boiler and engine; dry kilns and office.

Plenty of hardwood timber supply at a low price.

A live furniture or woodworking man can secure a bargain and a splendid money-making business.

For full particulars address

L. J. BROWN, Alexandria, Minn.

### FOR SALE.

Circular saw mill complete, capacity 15,000 ft. per day; in first-class condition, including lath and shook mill. Will be sold at a bargain.

R. B. BARNESGROVE, Tioga, W. Va.

### FOR SALE.

Veneer plant in good location for cheap timber. Good trade. Write for a bargain. Address "VENEER PLANT," care HARDWOOD RECORD.

## DIMENSION STOCK WANTED

### WANTED—MAPLE OR BIRCH SQUARES.

2x2 15" and 18" long.  
1 1/2"x1 1/2" 15" and 18" long.  
PAUL SCHMECHEL, 537 Monadnock, Chicago.

### WANTED—DIMENSION STOCK.

We are in the market for several carloads of oak and hickory dimension stock.

ESTABROOK-SKEELE LUMBER CO.,  
Fisher Bldg., Chicago, Ill.

## RAILWAY EQUIPMENT FOR SALE

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

## MISCELLANEOUS

### GRAPHOPHONE EQUIPMENT FOR SALE

Three Columbia graphophones practically unused, of modern type, in perfect order, including shaver with electric motor attachment. These machines for commercial dictation will effect an economy of about forty per cent in time.

The entire equipment will be sold at a bargain. Address

"H. H. G.," care HARDWOOD RECORD.

### ADDRESSOGRAPH EQUIPMENT.

An up-to-date addressograph equipment, including machine, cabinet, chain links, type cabinets and type enough to carry seven thousand addresses, for sale at a bargain.

This equipment can be utilized for the addressing of letters, envelopes, pricelists, circulars, wrappers, etc., and is now being used by HARDWOOD RECORD for addressing its mailing list. The increased subscription list has necessitated the purchase of a paper-roll wrapper addressing machine, and therefore this first-class equipment will be disposed of at a great bargain.

Delivery can be made immediately.

Address HARDWOOD RECORD, Chicago, Ill.

# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

123456791011131416161720

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAT. MAY 28, '97 APR. 22 '30

LIBRARY BUREAU G. 55555

SPECIMEN INDEX CARD

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

- Name of state and town
- Name of concern
- Name of buyer
- Line manufactured
- Kinds, grades and thicknesses of lumber
- Kinds and sizes of dimension stock
- Kinds and thicknesses of veneers
- Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

**HARDWOOD RECORD, Chicago**

# PERSONAL LETTERS

*Mr. Business Man  
Good Times  
Personal U.S.A.*

## The Writerpress

Makes it possible to send out from 8,000 to 10,000 **Personal Letters** daily. Not printed forms, but actual typewritten letters bearing the name of the recipient and having all the earmarks of a letter pounded out on the typewriter.

Multiply your best selling arguments by the number of names on your mailing list and the result is largely increased business.

By a new method possible only with the WRITERPRESS, names and addresses can be filled in on the Writerpress at the same time the body of the letter is made, doing away with the typewriter in making form typewritten letters.

### The Direct Inking Carriage

converts the Writerpress into a complete printing plant, enabling the business man to print his own office forms, quotations, price lists, filing cards, cost prices, advertising copy, etc.

Send for descriptive booklet and sample of work.

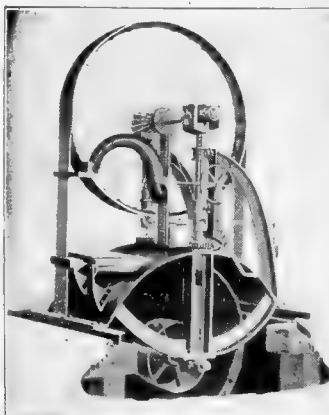
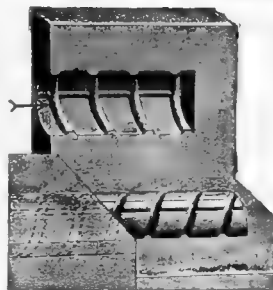
**The Writerpress Co.**  
410 Writerpress Bldg., Buffalo, N.Y.



### SPIRAL GROOVED AND BEVEL POINTED KILNED HARDWOOD DOWEL PINS

The Spiral Groove holds the glue, and gives holding power similar to a screw. **Means better product.** Pins with good Bevel Point drive quickly, means more output. Only pin for Dowel Door Manufacturers.

Automatic Wood Turnings of all kinds.  
Samples and special discounts on application.  
**STEPHENSON MFG. CO., SOUTH BEND, IND.**



## "Phoenix" 6-Foot BAND MILL FOR HARDWOOD Serves You Right

Price Moderate  
Capacity 25,000 to  
30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire Wis.

## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

### "ADVANCE" CORRUGATED JOINTFASTENER MACHINE

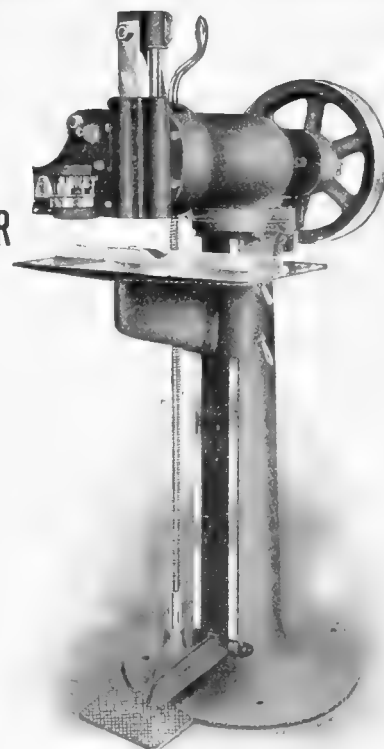
Made in Different  
Types to Meet  
All Conditions

Specially suitable for  
manufacturers of  
sash, doors, blinds,  
screens, coffins,  
furniture, plumbers'  
wood-work, porch  
columns, boxes,  
refrigerators, etc.

Write for bulletins  
and prices.

Manufactured only  
by

**Saranac Machine Co., St. Joseph, Michigan**





Spitzbergen, Sept. 15, 1909.

It was no trick at all to cut down the North Pole. Used an Atkins Silver Steel Saw.

Signed, } COOK  
PEARY

They make work easy and save a lot of time besides. The most economical Saws in the world. Used in the largest operations everywhere.

## ATKINS Silver Steel SAWS

"FINEST ON EARTH"

Silver Steel is our own exclusive product and is, by test, the most perfect material now used in Saw Blades. It is hard and tough, but not brittle. It holds its edge.

All Silver Steel Saws are Segment Ground—thinnest at center on back and taper gradually from the top of gullets to the thinnest point. They pull easy because they have ample clearance.

Atkins Finest Saws have "Silver Steel" on the blade. If you don't see the words "Silver Steel" on the blade, you will know that it is not one of our Finest Saws.

If your Dealer or Jobber will not sell you an Atkins Silver Steel Saw, write to the nearest address given below and we will take care of you in double quick time.

### E. C. ATKINS & COMPANY, Inc.

The Silver Steel Saw People

Home Office and Factory, Indianapolis

BRANCHES—ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE. CANADIAN FACTORY—HAMILTON, ONT.

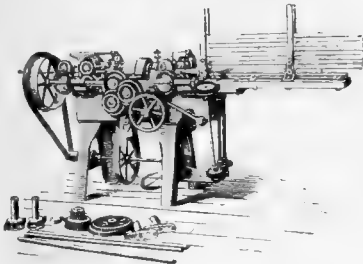
# "DEFIANCE" Wood-Working MACHINERY

FOR MAKING

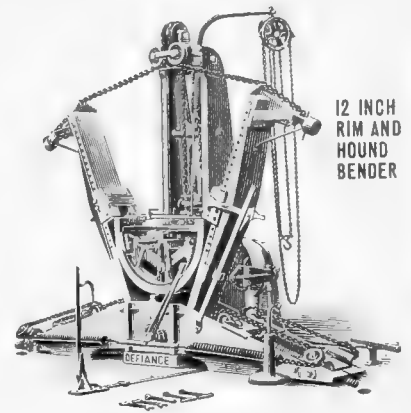
Hubs, Spokes, Wheels, Wagons, Carriages, Automobiles, Rims, Shafts, Poles, Neck-Yokes, Singletrees, Hoops, Handles, Spools, Bobbins, Insulator Pins, Table Legs, Balusters, Wood Dishes and for General Wood-Work.

INVENTED AND BUILT BY

**The Defiance Machine Works**  
DEFIANCE, OHIO



Patent Automatic Handle Lathe

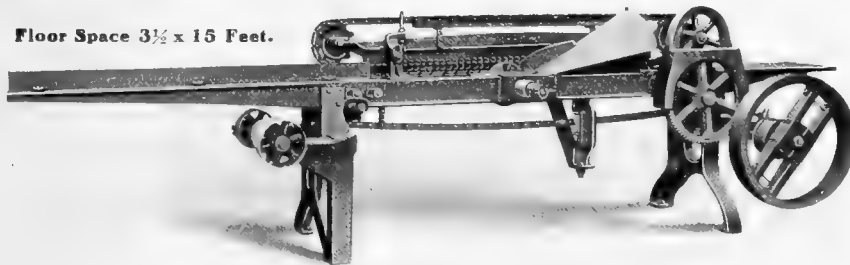


12 INCH  
RIM AND  
HOUND  
BENDER

## INVESTIGATE

And you'll find you **CAN'T AFFORD** to do business **WITHOUT** our **CONTINUOUS FEED**

Floor Space  $3\frac{1}{2} \times 15$  Feet.



Veneer Jointer and Edger

## VENEER JOINTER

It trims off the uneven edges of a bunch of veneers and puts on a jointing edge at one operation.

Let us tell you all about it.

**THE VENEER MACHINERY CO.**  
602 Austin Ave. CHICAGO, ILL.

### BURN YOUR REFUSE UNDER YOUR BOILERS,

utilizing the heat to run your mill.

This enables you to dispose of it without expense, and permits you to

### SELL YOUR WOOD,

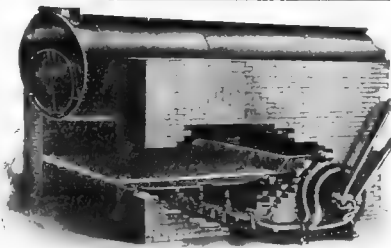
for which there is a large and rapidly-growing demand, at good prices.

### THE GORDON HOLLOW BLAST GRATE

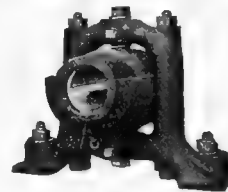
gives as good results with wet, green or frozen sawdust as a draft grate gives with dry wood.—Equally efficient with wet or green slabs.—Generates from 25 to 50% more steam than an ordinary grate.—Gives you perfect control over your fire.—Makes you independent of the weather.—Saves labor in firing.—Lasts a lifetime.—Adapted for either ordinary furnaces or Dutch ovens, and for any number of boilers.

It often

PAYS FOR ITSELF IN ONE WEEK'S TIME.



**GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICHIGAN.**  
(Please mention this publication.)



## THE DODGE LINE

of hangers, pillow blocks and bearings makes the best "Roadbed" for Power because it is made to reduce friction to a minimum.

You can replace your plain bearings with Dodge Self-Oilers and save enough in six months in oil and maintenance to pay for them.

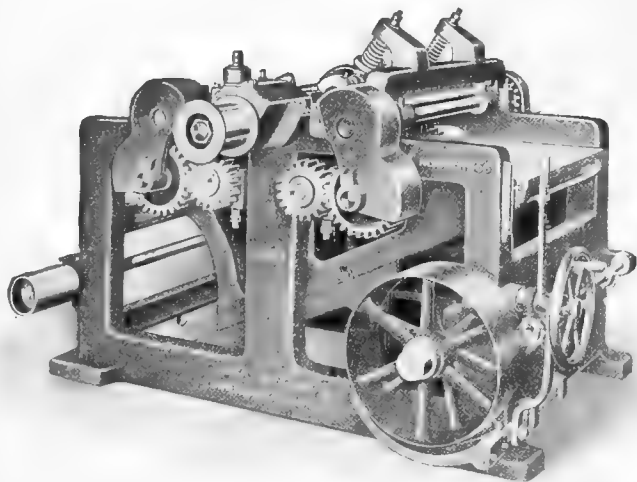
Ask for booklet G-100 "The Oil Patrolman."

**DODGE MANUFACTURING CO.**  
Station H-55, :: Mishawaka, Ind.



# "IT PLANES AS SMOOTH AS GLASS"

THAT'S WHAT THEY SAY ABOUT OUR NO. 156  
SMOOTHING PLANER AND IT'S THE TRUTH



No. 156 SMOOTHING PLANER.

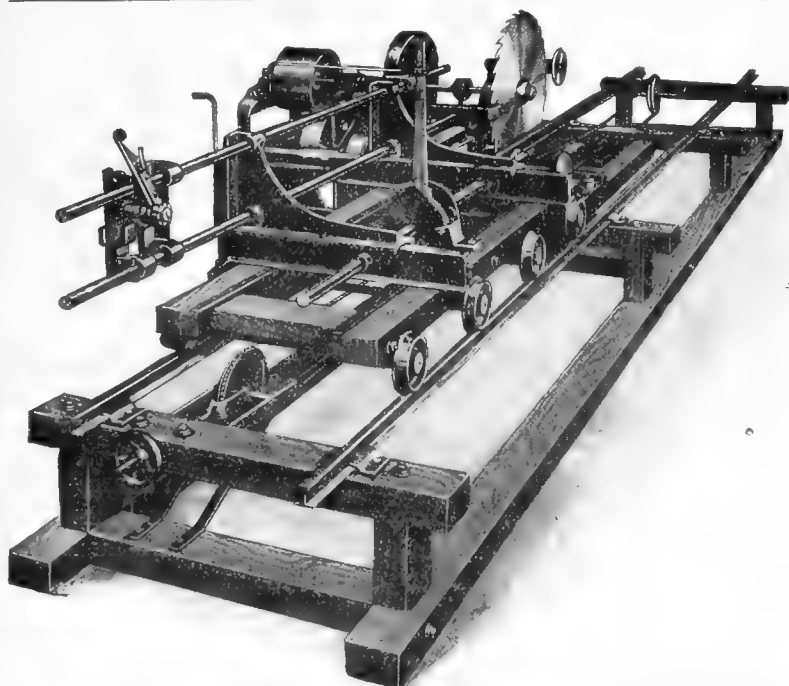
Get a piece of walnut or maple and run a hand plane over it, then write for one of the samples done on our No. 156 and place them side by side. Pass your hand over them and you will notice no difference in the smoothness of the surface.

It is the work a machine does that sells it. We don't need to talk to you after you have seen the work. Of course, we will be glad, if you are interested, to enter into the reasons why. We even will be pleased to show you that our machine is better built and that higher mechanical principles enter into its construction. We can show you why no knife marks are left on the wood when stock is planed on this machine.

Write for Pamphlet, No. 3-A and Samples.

**J. A. FAY & EGAN CO.,** 414-434 W. FRONT STREET,  
CINCINNATI, OHIO.

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.  
For further information, address :

**THE SINKER - DAVIS COMPANY, Indianapolis, Indiana**





The Best Skidding Engines are none too good for the service demanded.

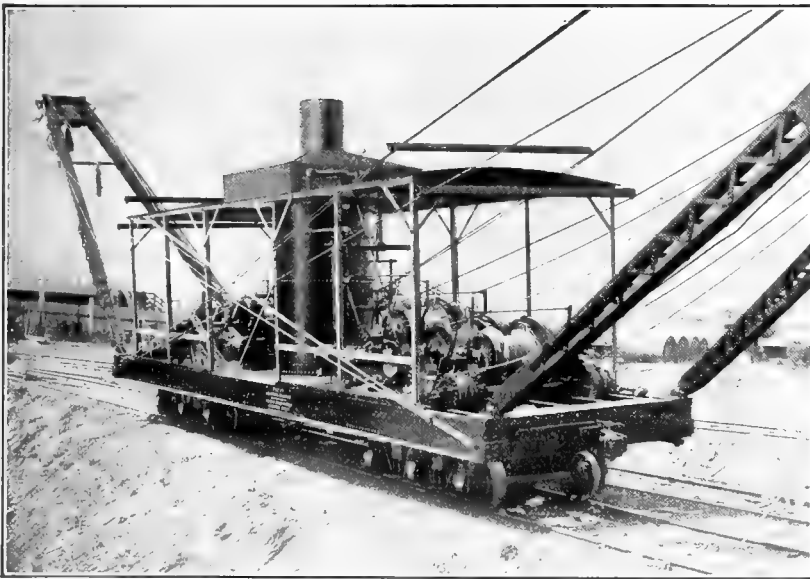
This is the principle that has guided our design and construction.

## **RUSSEL COMBINED Skidders and Loaders**

**LOGGING TOOLS  
LOGGING CARS**

Catalogs on Request

**RUSSEL WHEEL & FOUNDRY COMPANY**  
DETROIT, - MICHIGAN



## **RESULTS**

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### **CLYDE SELF-PROPELLING STEAM SKIDDER**

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of

any machine is the **average** in all kinds of timber, scattered growth and from the long haul as well as the short haul.

It's in the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## **CLYDE IRON WORKS**

Sole Manufacturers of the

**McGiffert and Decker Patent Self-Propelling Steam Logging Machinery**  
**DULUTH, MINN.**

Branch Office and  
Warehouse  
421 Carondelet St.,  
New Orleans, La.

Branch Office  
501 Germania Bank  
Building,  
Savannah, Ga.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## W. P. Craig Lumber Co.

**Wholesale Hardwood and Building**

**Lumber**

Empire Building, :: PITTSBURG, PA.

## We Want to Move

THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.

**BABCOCK LUMBER  
COMPANY**

ASHTOLA, PA.

## Willson Bros. Lumber Co.

MANUFACTURERS

**WEST VIRGINIA  
HARDWOODS**

FARMERS BANK BLDG. PITTSBURG, PA.

(WATCH THIS SPACE EVERY MONTH)

## The Goodwin Lumber Company

West Virginia and Southern Hardwoods

Mills: Blue Jay, W. Va.; Shawaville, Va.

Want to move quick:

**200,000 ft. 4-4 Mill Cull Poplar, band sawed**

E. H. Shreiner, Manager Sales, Pittsburg, Pa.

## The Hamilton Lumber Co.

WHOLESALE LUMBER

Manufacturers and Dealers in

YELLOW PINE WHITE PINE OAK  
HEMLOCK HARDWOODS

PITTSBURG, PA.

FAST TRAINS DAY AND NIGHT  
ON THE

**MONON ROUTE**

Excellent service between Chicago, LaFayette,  
Indianapolis, Dayton, Cincinnati, West  
Baden and French Lick Springs, Louisville

Standard electric lighted sleepers on night trains parlor and dining  
cars on day trains.

FRANK J. REED, G. P. A.

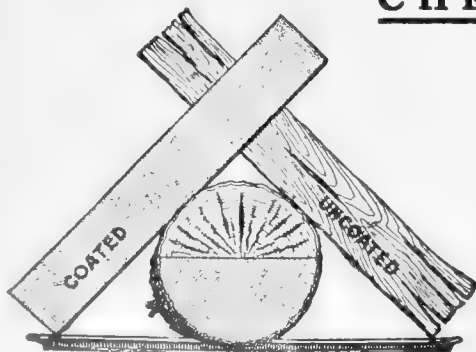
E. P. COCKRELL, A. G. P. A.

— CHICAGO —

City Ticket Office, 182 S. Clark St.

Depot, Dearborn Station, Chicago

## CHECKING, SPLITTING, ROTTING POSITIVELY PREVENTED



by Henke's Wood Protector, a thick liquid to be applied to either timber, lumber or  
manufactured goods at a trifling cost.

It will not discolor or injure the wood, neither will it interfere with its subsequent  
working or painting.

It requires no preparation before use, no heating or mixing, and is easily applied  
by unskilled labor.

L. A. Schwarzwaelder, Manufacturer of Bank and Office Fixtures, Chichester, N. Y., writes us  
under date of August 29, 1909

"I have given your material a test on some lumber, and find that it has fulfilled all that you claim  
for it. Please ship me a barrel of 600 lbs. at your earliest convenience.

**You need not pay for it if it does not  
do all we say. That is our guarantee.**

**THE GEORGE HENKE CO., 68 Beekman Street, New York**

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

On the Square  
Our  
Figure is  
Great

## MEMPHIS SAW MILL CO.

Manufacturers

### Hardwood Lumber

Our Specialties

Thin Stock and Quartered Oak  
MEMPHIS, TENN.

A  
Sample Car  
Will Convince  
You

#### STOCK FOR SALE

45 M 1 in. No. 1 and 2 Plain Red Oak.  
55 M 1 in. No. 1 Com. Red Oak.  
50 M 1 in. No. 2 Com. Red Oak.  
4 cars 6-4 in. No. 1 Com. and Bet.  
Hickory.  
2 cars 1 in. No. 1 and 2 Plain White  
Oak.  
5 cars 1 in. No. 1 Com. White Oak.  
2 cars 1 in. No. 2 Com. White Oak.  
2 cars 1 in. No. 1 and 2 W. Ash.

## CRESCENT HARDWOOD LUMBER CO.

### HARDWOOD LUMBER

MEMPHIS

Main Office and Yards,  
MEMPHIS, TENN.

Branch Office,  
QUINCY, ILL.

#### STOCK FOR SALE

5 cars 1 in. No. 1 Com. Ash.  
2 cars 1 in. No. 2 Com. Ash.  
1 car each 5-4, 6-4, 2 in., 10-4, 3 in.  
and 4 in. 1 and 2 Ash.  
1 car each 5-4, 6-4, 2 in., 10-4, 3 in.  
and 4 in. No. 1 Com. Ash.  
Several cars 1 in. to 2 in. 1 and 2  
C. Sap Nos. 1 & 2 Com. Poplar.  
2 cars 1 in. Shop Cypress.

## A. C. WEST LUMBER COMPANY

MEMPHIS, TENNESSEE

Half car 1 in. 1 and 2 Cottonwood 18 in. and up.  
Half car 4 in. 1 and 2 Poplar 10 in. and up.  
Half car 2 in. 1 and 2 Elm 10 in. and up.  
One car 1 in. No. 1 Common Ash.  
One car 13 to 17 in. Gum Box Boards.  
One car 18 and up Gum Box Boards.  
One car 1 in. No. 1 Common Cottonwood.

We are in a position to manufacture from choice logs any item of a  
special nature in White Oak, Red Oak, Cotton-  
wood, Poplar or Gum.

Prices will be furnished upon receipt of inquiry.

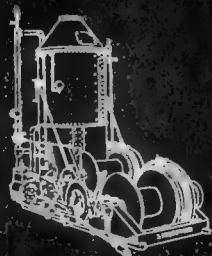
## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

Quartered White Oak				Also				Quartered Red Oak			
	1-2	No. 1	No. 2	Plain Oak, Poplar, Ash and Other Hardwoods					1-2	No. 1	No. 2
		Com.	Com.							Com.	Com.
1-2	13,560	.....	.....					3-4	2,400	400	.....
5-8	25,000	.....	.....					4-4	71,750	139,000	8,800
3-4	5,600	1,000	.....					5-4	53,152	21,630	.....
4-4	87,600	196,700	18,200					6-4	42,215	1,430	.....
5-4	36,700	29,600	.....					8-4	9,865	3,500	.....
6-4	23,900	16,400	.....					5-8	Log run	.....	25,000
8-4	27,400	8,400	.....								
Large Amount Strips											
1½ to 2¼ and 2½ to 5½											

Send Us  
Your  
Inquiries

MEMPHIS . . . . . TENN.



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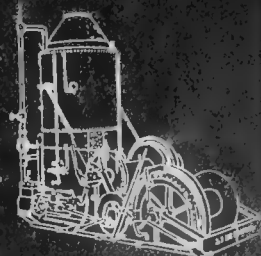
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LOGGING MACHINERY BRANCH OFFICES

ATLANTA SEATTLE

NEW ORLEANS AGENCY

36 LIBERTY STREET, NEW YORK WOODWARD, WIGHT & CO. LTD



## CENTRAL LUMBER COMPANY

OSHKOSH, WIS.

**WE WANT TO MOVE AT ONCE  
DRY No. 3 COMMON STOCK**

1 in. No. 3 Common Maple  
1½ in., 1¾ in., 1½ in. No. 3 Common Rock Elm.  
1 in., 1½ in., 1½ in. No. 3 Common Soft Elm.  
1 in., 1½ in., No. 3 Common Brown Ash.  
Also 3 in. No. 2 and No. 3 Common Maple.  
2 in. Maple and No. 2 and No. 3 Common 6-4 Birch.

— SEND US YOUR INQUIRIES —

## WE CAN SHIP QUICK

150 M 1 in. No. 3 Common Basswood  
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550 M 1 in. No. 2 Common and Better Birch, on grades  
200 M 1 in. No. 3 Common Birch  
3 Cars 1 in. No. 3 Common Ash  
2 Cars 1 in. No. 3 Common Soft Elm  
1 in. and 1¼ in. 1st and 2d and No. 1 Common White and Red Oak  
1 in. and 1¼ in. Sound Wormy Chestnut  
**PINE AND HEMLOCK CRATING OF ALL KINDS.**  
WRITE FOR PRICES

**Cooper & Maxson Lumber Company**  
MILWAUKEE, WIS.

*Ingram Lumber Co.*  
WAUSAU, WIS.

ASH	BIRCH	} WRITE US FOR PRICES
ELM	MAPLE	
HEMLOCK	PINE	
BASSWOOD		

## RIB LAKE LUMBER CO.

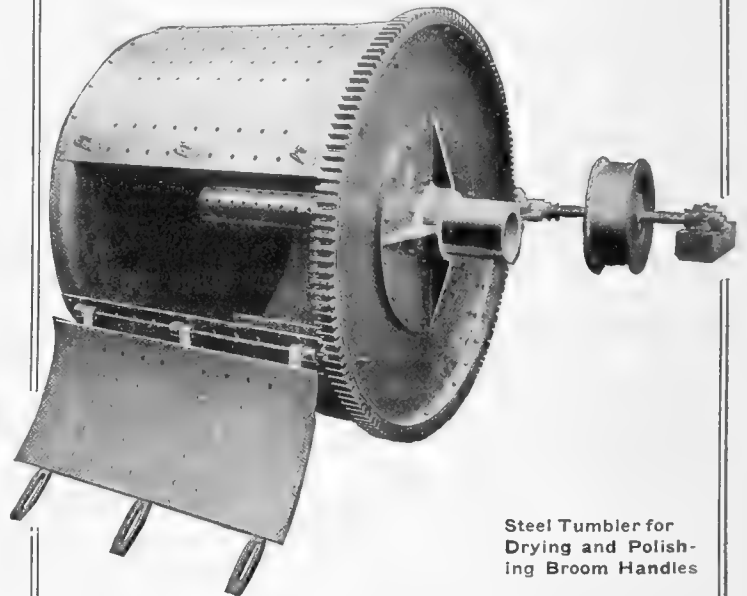
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DRY BIRCH—ASH—ELM  
MAPLE AND BASSWOOD

Write Us a Letter

Rib Lake = Wisconsin

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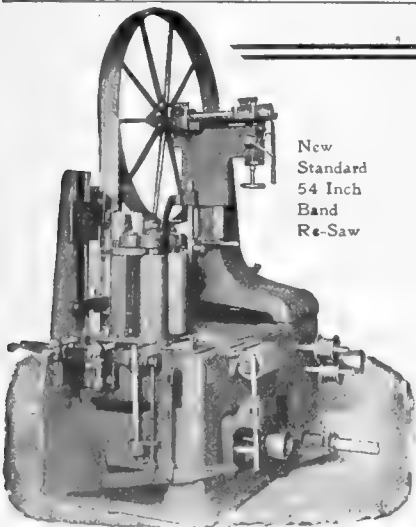
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Steel Tumbler for  
Drying and Polish-  
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**CADILLAC MACHINE COMPANY**

Complete Line of Broom Handle Machinery  
**CADILLAC, MICH.**



New  
Standard  
54 Inch  
Band  
Re-Saw

## MERSHON BAND-RESAW SPECIALISTS

25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

**Wm. B. Mershon & Co., Saginaw, Mich., U.S.A.**

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WHERE THE FINEST NORTHERN HARDWOODS GROW

## "ROBBINS"

### Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed car-loads a specialty.

**ROBBINS LUMBER COMPANY**  
RHINELANDER, WIS.

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock*, *Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

**ARPIN HARDWOOD LUMBER CO.**

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

## T. D. KELLOGG LUMBER & MFG. CO.

OFFICE, ANTIGO, WIS.

### Hardwood - Hemlock

**Soft Elm**—4-4 to 6-4 in. Log Run—300 M Ft.

**Basswood**—4-4 to 5-4 in. " " —500 M Ft.

**Birch**—4-4 to 8-4 in. " " —500 M Ft.

SAW MILLS { Antigo  
Polar

Planing Mill  
Polar

## C. P. CROSBY

### Wholesale Hardwood Lumber

**Wisconsin Products Only**

**Birch, Basswood, Brown Ash, Soft and Rock Elm,  
Hard and Soft Maple, Birch and Maple Flooring**

**RHINELANDER,**

**WISCONSIN**

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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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100M feet 1½ in. No. 1 Common & Better Soft Elm

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100M feet 1 in. No. 2 Common Basswood

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**Birch and Basswood our Specialty**

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

### Lumbermen's Credit Association

ESTABLISHED 1878

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CHICAGO

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116 Nassau Street  
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## Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**



# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

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Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

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300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
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500,000 feet Mahogany Lumber, all thicknesses

Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

## YELLOW POPLAR

Our Veneers are

WELL CUT  
WELL DRIED  
WELL PACKED

And from selected logs

We are also Manufacturers of High Grade Built-up Work

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Charleston, W. Va.

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

**GUM**

The Best Lumber You Can Buy.  
CAN YOU USE IT?

Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

**STAY WHERE YOU PUT IT**

You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

IT IS RICH  
AND IT IS CHEAP

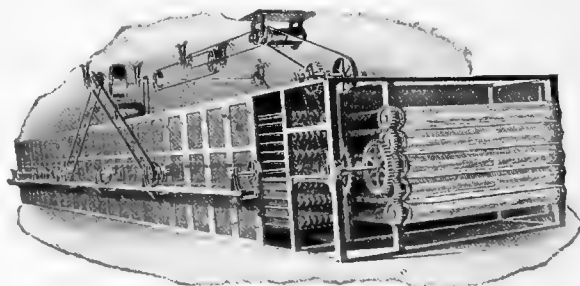
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"THE PROCTOR SYSTEM IMPROVED  
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Objections to Roller Dryer overcome, because no clogging can occur.

Objections to old style Apron Dryer overcome, because no adjustment is needed.



Grain Can Be Fed Either Way

The Most Economical System in the World  
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MANUFACTURERS

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Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawed and Sliced Oak—  
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Prompt shipment guaranteed

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We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
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Mahogany, Quartered Oak and Other Veneers

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Rotary Cut Red and White Oak  
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POPLAR  
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READY FOR SHIPMENT

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In order to make room for other stock, we must move the following, on which we can name you attractive prices:

194,500-ft. 4-4 No. 2 Common Birch  
415,000-ft. 4-4 Common and Better Maple  
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A GUARANTEE OF PERFECTION

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**Oak Flooring**

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2 1/4 FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$22 F.O.B. SALT LICK, KY.

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It will be to your interest to write us  
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A Specialty

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### Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch  
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STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

### "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{4}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple'  
in all standard widths and grades, will  
commend itself to you and your trade  
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WRITE US, WE CAN INTEREST YOU

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150,000 ft. 4-4 1st and 2nds

50,000 ft. 5-4 1st and 2nds

50,000 ft. 8-4 1st and 2nds

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Write us for delivered prices on any part of the following choice Upper  
Peninsula Red Birch. Every piece RED according to National Rules of  
Inspection.

47,000 feet 4-4 1sts and 2nds

52,000 feet 4-4 No. 1 Com.

15,000 feet 5-4 1sts and 2nds

5,000 feet 5-4 No. 1 Com.

27,000 feet 6-4 1sts and 2nds

6,000 feet 6-4 No. 1 Com.

23,000 feet 8-4 1sts and 2nds

2,000 feet 8-4 No. 1 Com.

2,000 feet 10-4 1sts and 2nds

11,000 feet 12-4 1sts and 2nds

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### Michigan Hardwoods

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75,000 ft. 8-4 No. 2 Common and Better Maple.

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18,000 ft. 6-4 No. 1 Common and Better Birch.

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18,000 ft. 4-4 L. R. Ash.

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22,000 ft. 4-4 L. R. Basswood.

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Our Prices  
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OFFER FOR IMMEDIATE SHIPMENT

8-4 Munising Hemlock.....1,000,000 feet  
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4-4 No. 2 Common and Better Beech, Rail..35,000 feet  
 6-4 Log Run Beech, Rail .....50,000 feet  
 2x8, 8 to 16 ft. No. 2 Hemlock, Rail.....100,000 feet  
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Manufacturer of Lower Peninsula Hardwoods and  
 Hemlock—Water Shipment Only.

1,000,000 <sup>3</sup>/<sub>4</sub> No. 1 & No. 2 COMMON HARD MAPLE

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15M FT. 4-4 1'S AND 2'S RED BIRCH  
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 20M FT. 6-4 1'S AND 2'S RED BIRCH  
 15M FT. 7-4 1'S AND 2'S RED BIRCH  
 15M FT. 8-4 1'S AND 2'S RED BIRCH  
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 60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
 15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE  
 MAPLE  
 30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN.  
 AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
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 70M FT. 6-4 1'S AND 2'S HARD MAPLE  
 20M FT. 7-4 1'S AND 2'S HARD MAPLE  
 100M FT. 8-4 1'S AND 2'S HARD MAPLE  
 20M FT. 9-4 1'S AND 2'S HARD MAPLE  
 40M FT. 10-4 1'S AND 2'S HARD MAPLE  
 75M FT. 12-4 1'S AND 2'S HARD MAPLE  
 60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

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Arkansas Yellow Pine  
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 Correspondence Solicited Especially on  
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Manufacturers and Wholesalers of

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### For Sale—ROCK ELM—prompt shipment

3000 ft. 4-4 No. 3 Com. and Bet.	80000 ft. 8-4 No. 3 Com. and Bet.
6000 " 5-4 " " " "	30000 " 10-4 " " " "
6000 " 6-4 " " " "	65000 " 12-4 " " " "

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All kinds of

## HARDWOOD LUMBER

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GRAND RAPIDS, MICH.

WE WISH TO MOVE AT ON E:

50,000 ft. 8-4 No. 1 Com. & Bet. Basswood.	150,000 ft. 8-4 No. 2 C. & B. Maple
20,000 ft. 6-4 No. 2 Com. & Bet. Basswood.	115,000 ft. 16-4 No. 1 C. & B. Maple
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WILL MAKE PRICES RIGHT.

### Don't Waste Money Fixing Loose Pulleys

Install the kind  
 that never need fixing  
 Wilmarth & Morman

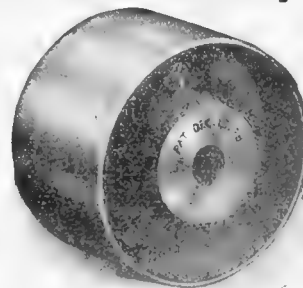
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### Loose Pulleys

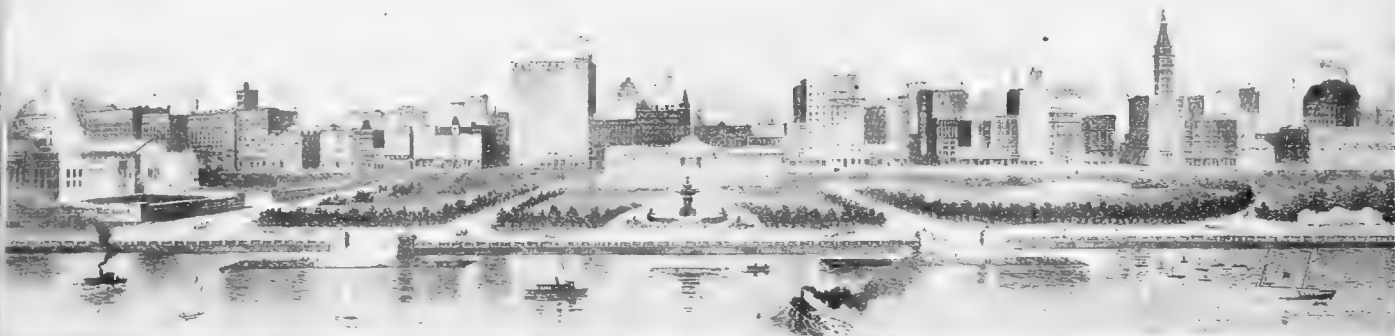
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1103 Chamber of Commerce

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## F. S. Hendrickson Lumber Co.

1509 Masonic Temple, Chicago

Cottonwood, Oak, Ash, Gum,  
Cypress and other Hardwoods

WRITE US

## CRANDALL & BROWN

3300 South Center Ave.

Cypress - Yellow Pine  
Oak and Poplar

## R. S. Bacon Veneer Co.

Manufacturers

### VENEERS

Ann and W. Lake St. CHICAGO

## MESSINGER HARDWOOD LUMBER CO.

2539 ELSTON AVENUE, CHICAGO

WANTS TO BUY

OAK, POPLAR, QUARTERED OAK, BASSWOOD

## THE White Lake Lumber Co.

Chamber of Commerce Building  
NORTHERN AND SOUTHERN  
HARDWOODS AND PINE

Tel. Canal 1688 and 1693

## CHAS. DARLING & CO. HARDWOOD LUMBER

22d Street and Centre Ave. CHICAGO

Paving Blocks, Cedar Posts, Yellow Pine

## W. B. Crane & Company

Established 1881

HARDWOOD LUMBER, TIMBER AND TIES  
Chicago

Long Distance Phones Canal 3190-3191  
Office, Yards and Planing Mills  
22nd, Sangamon and Morgan Sts.

Mills at  
Falcon, Miss.

## EDWIN D. JOHNSON

Old Colony Building

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## McParland & Konzen Lumber Co.

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### HARDWOODS

## PAUL SCHMECHERL

537 Monadnock Block

### HARDWOODS

Southern Elm a Specialty

## JOHN GILLESPIE LUMBER CO.

Lumber St., near Twenty-Second

Hardwood, White and Yellow  
Pine, and Hemlock Lumber

## Veneered Tops and Panels

Facilities: Largest factory (2 acres floor space)  
in the world.  
25,000 acres of our own hardwood timberland.  
Every Panel Guaranteed

E. J. Davis, Sales Office:  
217 CHAMBER COMMERCE, CHICAGO

## MULVANY-PRATT LUMBER AND TIE COMPANY

Hardwoods, Yellow Pine, Car  
Material and Ties

1308 Fort Dearborn Bldg.

WRITE

## Hardwood Record

for information about

## THE BULLETIN SERVICE

It will interest you

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD



## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing. Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

## The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

## Estabrook-Skeeel Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## NOTHING ELSE

...JUST...

## Choice Tracts of Timber

I save you money and assure you safe and profitable  
investments.

## JOHN C. SPRY

Tel. Main 3772 1230 Corn Exchange Bank Bldg.

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE FLANNER-STEGER LAND & LUMBER CO.

113 Fisher Building, CHICAGO, ILL.

Let us quote you when in the market for

**MAPLE and BIRCH FLOORING**

## WISCONSIN HARDWOODS

We make a specialty of

Let us quote you especially on

**Basswood and Birch**

**Red Birch**

**MINNEAPOLIS LUMBER CO. MINNEAPOLIS, MINN.**

## BRACHVOGEL & SCHANTZ COMMISSION

## HARDWOODS

421 NEW YORK LIFE BUILDING, CHICAGO

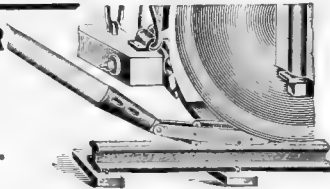
Solicit connections with first-class manufacturers to handle their stock in  
Chicago and vicinity.

## THE "ATLAS" CAR-MOVER

THE BEST DEVICE EVER MADE FOR

**MOVING RAILWAY LOGGING CARS  
BY HAND POWER**

**APPLETON CAR-MOVER CO.  
APPLETON, WIS., U. S. A.**



## THE..... Watchman's BEYER Portable Clocks

possess more patented  
meritorious features  
than any other device. Every clock produces a **different record**, which is the only correct system. Approved by all underwriters. Send for circular No. 6.

MANUFACTURED BY **Hardinge Brothers, Inc.**

Established 1890

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## J. & J. VINKE

Agents for the Sale of

**AMERICAN HARDWOODS IN LUMBER AND LOGS**

**AMSTERDAM, HOLLAND**

## HARDWOOD RECORD

Not only the **ONLY HARDWOOD PAPER**  
but the **BEST LUMBER PAPER** published

## The Webster Lumber Co.

SWANTON, VT.

Send us your inquiries for

**No. 1 Common Basswood—Bone Dry Stock**

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
and Malone and Newton Falls, N. Y.

New York Office:

**1 MADISON AVENUE**

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

## LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

100 cars of 5-4 Log Run Sap Red Gum  
50 cars of 4-4 Log Run Sap Red Gum  
Plenty cars of 4-4 Graded Sap Red Gum  
100 cars of 4-4 and 5-4 Yellow Cottonwood,  
all grades  
5 cars of 4-4 Panel 18 in. to 22 in. Yellow  
Cottonwood  
15 cars of 4-4 to 8-4 Quartered White Oak,  
all grades  
5 cars of 4-4 to 12-4 Plain Red Oak  
15 cars of 4-4 to 16-4 Plain White Oak  
8 cars of 8-4 1s and 2s Cottonwood  
20 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

**YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION**

## THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri

## Garetson-Greaseon Lumber Co.

1002-1005 Times Building

ST. LOUIS

Manufacturers of and Dealers in

**ASH, OAK, GUM AND CYPRESS**

# LUMBER

YARD TRADE A SPECIALTY

## DRAKE-CONGER LUMBER CO.

Successors to

**R. E. DRAKE LUMBER CO.**

WHOLESALE

# Hardwoods and Yellow Pine

We can quote you prices on anything you  
use and will furnish the grades bought.  
Good woods and prompt shipment.

1206-7 Fullerton Building,

St. Louis, Mo.

## WALDSTEIN LUMBER COMPANY

ST. LOUIS, - - MO.

# Hardwood Lumber

Manufacturers and Dealers

## BERTHOLD & JENNINGS

Manufacturers and Dealers in

# Oak, Gum, Cypress, Etc.

Wagon and Implement Stock  
Railroad Stock

Lumbermen's Building

ST. LOUIS, MO.

## JULY STOCK SHEET

1st and 2d Plain White, 4=4 only  
1st and 2d Plain Red, 4=4 to 8=4  
Red Gum, - - 4=4 to 6=4  
Sap Gum - - 4=4 to 6=4  
Gum Box Boards

All Dry Ready for Quick Shipment. Wire or  
Write for Our Prices

**ALF. BENNETT LUMBER COMPANY**  
Wright Building - ST. LOUIS, MISSOURI

## Himmelberger-Harrison Lumber Co.

# Red Gum Specialists

Morehouse,

Missouri

# OHIO

LEADING MANUFACTURERS AND JOBBERS

## The A. C. Davis Lumber Company

Manufacturers and Wholesalers of

## Hardwoods and Cypress

IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS & TRUST BLDG., COLUMBUS, OHIO

## OHIO RIVER LUMBER CO.

MANUFACTURERS OF

## Poplar and Hardwoods

ROUGH AND DRESSED

MOULDINGS AND FINISH

POPLAR SIDING A SPECIALTY

**IRONTON, OHIO**

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## BONE DRY LUMBER

We have 3,000,000 feet of Oak, Chestnut and Maple, 1 inch and thicker, all running good lengths and widths, upon which we would be pleased to quote prices.

INQUIRIES WILL BE APPRECIATED

W. A. COOL & SON, 510-511-512 The Arcade, Cleveland, Ohio

## The Whisler & Searcy Co.

IRONTON, OHIO

Manufacturers of

## W. Va. White Oak

## LONG BILL OAK A SPECIALTY

FINE STOCK OF

**Bone Dry Band Sawed Material**

## John Dulweber & Co.

HARDWOOD LUMBER

Mills  
In Ohio, Kentucky, Missis-  
sippi, Tennessee

Office S. W. Cor. Findlay & McLean Sts  
Cincinnati

Distributing Yards  
McLean Ave., from Findlay  
to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

- 2 cars 5-8 in., 1s and 2s Quartered White Oak
- 2 cars 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.
- 1 car 10-4 in., 1s and 2s Quartered White Oak
- 1 car 12-4 in., 1s and 2s Quartered White Oak
- 1 car 5-8 in., 1s and 2s Poplar, 18 in. and up
- 1 car 4-4 in. 1s and 2s Plain White Oak
- 2 cars 6-4 in., 1s and 2s Ash

## H A HULBERT

CLEVELAND OHIO

SIXTH FLOOR CUYAHOGA BUILDING

DESIRES YOUR INQUIRIES FOR HARDWOODS AND  
YELLOW PINE

## THE POWELL LUMBER CO.

6"x6" up to 24"x24" **TIMBERS** 10' to 70'

**OAK, YELLOW PINE, DOUGLAS FIR**

A Full Line of Hardwood Lumber  
COLUMBUS, OHIO

## THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

Buy and Sells: Walnut, Oak, Poplar, Chestnut

## McLaughlin-Hoffman Lumber Co.

**WHOLESALE HARDWOODS**

Pine Hemlock Cypress

Will contract mill cuts for cash

206-207 Shultz Building

COLUMBUS, OHIO



# INDIANA

WHERE THE BEST HARDWOODS GROW

## Thompson, Thayer & McCowen

**Hardwood Lumber**  
EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

No. 2 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

We manufacture Quartered, Plain Oak & Poplar Lumber

## BARGAINS

We Want to Move Quick

1 car 4-4 in. No. 1 Com. Poplar.

2 cars 4-4 in. Log Run Poplar.

1 car 4-4 in. No. 1 Com. & Bet. Plain Red Oak.

Get Our Prices on the Above Cars

**BARRETT MITCHELL LBR. CO.**

South Bend, Indiana

## J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## Three Mills in Indiana

FORT WAYNE

INDIANAPOLIS

LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

**HARDWOOD SPECIALTIES**  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE,

INDIANA

## MALEY & WERTZ

Manufacturers of Famous

## Indiana Hardwoods

Five Band Mills

Evansville, Indiana

Board of Trade  
Building

Indianapolis, Ind.

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

## Finely Figured Quartered Oak

Evansville, Indiana

## A Great Opportunity

### LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber  
at low-grade price

For full information address

J. C. CLAIR, Industrial Commissioner,  
ILLINOIS CENTRAL R. R.

No. 1 PARK ROW

CHICAGO

## EZRA RHODES

NORTHERN and SOUTHERN  
**HARDWOODS**

South Bend,

Indiana

## CRAIG-VERNON LUMBER CO.

Manufacturers and Wholesale Dealers

**POPLAR, OAK, CHESTNUT, WALNUT, ASH**

Straight or mixed cars

NASHVILLE,

TENNESSEE

**ON A GUARANTEE** of a "square deal" and prompt service the following Buffalo dealers solicit your patronage.

"We have the goods"

## SCATCHERD & SON

886 ELLICOTT SQUARE

Well Assorted Stock of Dry Hardwood Lumber Always on Hand

## STANDARD HARDWOOD LUMBER COMPANY

1075 CLINTON STREET

Have 6 Million Feet Dry Stock Ready to Ship

## G. ELIAS & BROTHER

955-1015 ELK STREET

Buy and Carry Large Quantities of All Kinds of Hardwoods

## HUGH McLEAN LUMBER COMPANY

940 ELK STREET

All Varieties of Hardwood. Quartered White Oak Our Specialty

## BUFFALO HARDWOOD LUMBER COMPANY

940 SENECA STREET

We Want to Sell

DRY STOCK PILED ON MEMPHIS YARD FOR PROMPT SHIPMENT  
300,000 ft. of Ash from 1 in. to 4 in. thick  
1,200,000 ft. Plain White and Red Oak. 1 in. to 4 in. thick  
950,000 ft. Cypress, from 1 in. to 2 in. thick

# B U F F A L O

## ANTHONY MILLER

893 EAGLE STREET

All Kinds

## HARDWOODS

Good Grades

## ORSON E. YEAGER

932 ELK STREET

WANTS TO BUY

10 Cars 4-4 No. 2 Common and Better Quartered White Oak  
5 Cars 4-4 to 8-4 No. 1 Common and Better Chestnut  
20 Cars 4-4 No. 1 Common and Better Plain Red and White Oak

## T. SULLIVAN & CO.

50 ARTHUR STREET

WE WANT TO SELL

120,000 ft. 1 in. No. 2 Common Brown Ash  
50,000 ft. 1 1-4 in. Common Brown Ash  
50,000 ft. 1 in. No. 3 Common Brown Ash  
500,000 ft. 1 in. log-run Chestnut  
Full assortment 1 in. to 3 in. Gray Elm.  
300,000 ft. 1 in. Maple 1sts and 2nds and No. 1 Common

## FRANK W. VETTER

1142 SENECA STREET

All Kinds

All Thicknesses

HARDWOOD LUMBER

Good Grades Prompt Shipments

## I.N. STEWART & BRO.

892 ELK STREET

We are in the market for all kinds of Hardwoods. Those desiring to buy CHERRY will do well to write us

## Pascola Lumber Co.

1051 ELLICOTT SQUARE

HARDWOODS

Let Us Figure On Your Wants

# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

## Kitchen &

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

Ashland, Kentucky

# Company

G. E. LAMB, President, Clinton, Iowa

F. S. FISH, 1st Vice-President, South Bend, Ind.

C. R. LAMB, 2nd Vice-President, Minneapolis, Minn.

CLEMENT STUDEBAKER, JR., Treasurer, South Bend, Ind.

SCOTT BROWN, Secretary, South Bend, Ind.

W. B. BURKE, General Manager, Charleston, Miss.

# Lamb-Fish Lumber Co.

MANUFACTURERS

OAK, ASH, COTTONWOOD, GUM  
AND CYPRESS

Main Offices: 718 to 725 Memphis Trust Building, Memphis, Tenn.

THREE BAND MILLS:

Charleston, Miss. Chancy, Miss. Winston-Salem, N. C.

OUR SPECIALTIES:

Vehicle Stock and Box Shooks

# Three States Lumber Co.

BAND-SAWN STOCK

in all thicknesses

Plain and Quartered Oak, Ash, Gum, Cottonwood, Cypress, Elm  
Car Timbers and Bridge Planking. Gum and Cottonwood Siding

GENERAL OFFICES

Tennessee Trust Building MEMPHIS, TENN.

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
**DRY** 5-8, 4-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Hardwood Record

Fifteenth Year. } V 2' -  
Semi-monthly.

CHICAGO, NOVEMBER 10, 1909

{ Subscription \$2.  
{ Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

**C. L. WILLEY**

MANUFACTURER OF

**Mahogany, Veneer**

**HARDWOOD LUMBER**

Office, Factory and Yards: **1225 Robey St.,**  
BAND MILLS (Telephone) **Chicago**  
MEMPHIS, TENN. (Canal 930)



**W. M. Weston Co.**

120 MILK STREET, BOSTON, MASS

**Hardwood Lumber.**

**QUARTERED  
WHITE  
OAK**

Showing a well defined medullary ray.  
Beautifully manufactured from selected

**INDIANA LOGS**

WRITE US

## THE OLDER AND NEWER IDEALS

**Are embodied in our policies**

**Pennsylvania Lumbermen's Mutual Fire Insurance Co.**

**Lafayette Building, Philadelphia, Pa.**

**Cherry River Boom & Lumber Co.**

**SCRANTON, PA.**

**Manufacturers and Leading Distributors**

**WEST VIRGINIA HARDWOODS**

*"The Best Lumber"*

**Fire Insurance Companies Specializing in Lumber and Woodworking Risks**

**ADIRONDACK FIRE INSURANCE COMPANY**

**LUMBER INSURANCE COMPANY OF NEW YORK**

**TOLEDO FIRE & MARINE INSURANCE COMPANY**

Stock Companies issuing standard policies in all States and Canada. Inquiries will receive prompt and careful attention.

**LUMBER INSURERS GENERAL AGENCY, 84 William St., New York**

**Underwriting Managers**

If you are in the market for

### Chestnut

get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common. 200 M feet each 6-4 and 8-4 No. 2 Common and better; we also have 2 cars Common and better.

How are you fixed on

### Red Oak

We have about 6 cars each 6-4 and 8-4 No. 1 Common and Better and 100 M feet 8-4 No. 2 Common all dry and good lengths and widths.

Get an order in early for quartered

### White Oak

We only have 2 cars of 5-4 No. 1 Common and Better.

There is a lot of

### Yellow Poplar

at one of our outside points.

5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 and Better  
100 M feet 4-4 No. 2 Common

You can get a good price on this Common and Better

### Ash

2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4, also 1 car 5-4 No. 1 and No. 2 white ash, containing about 20% or more 12 in. and over wide—good tough stock.

Another chance on Heart Rived

### Gypress Shingles

300 M each 6x20 and 7x24. Can ship immediately.

Ask us about our Log Run

### Bass

We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

If you are in the market for

### Cherry

get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

Attractive Price on!!

### Carload of Assorted Hardwood

85 to 90% Maple—balance Beech and Birch.

**Must Be Shipped Quickly**

*"If It's Hardwood We Have It"*

## J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave.  
PHILADELPHIA, PA.

## Kelley Lumber Company

TRAVERSE CITY, MICH.

Has the Following Well Manufactured Stock For Sale:

#### BROWN ASH.

150,000 feet 4/4 No. 2 Com. & Bet.  
50,000 feet 4/4 No. 3 Common.  
5,000 feet 5/4 No. 2 Com. & Bet.

#### WHITE ASH.

15,000 feet 4/4 No. 2 Com. & Bet.  
6,000 feet 5/4 No. 2 Com. & Bet.  
16,000 feet 8/4 No. 2 Com. & Bet.

#### BASSWOOD.

150,000 feet 4/4 No. 2 Com. & Bet.  
60,000 feet 5/4 No. 2 Common.  
75,000 feet 5/4 No. 3 Common.  
60,000 feet 4/4 No. 3 Common.

#### BIRCH.

130,000 feet 4/4 No. 2 Com. & Bet.  
50,000 feet 5/4 No. 2 Com. & Bet.  
200,000 feet 6/4 No. 2 Com. & Bet.  
100,000 feet 4/4 No. 3 Common.  
27,000 feet 4/4 No. 1 Common.  
65,000 feet 4/4 No. 2 Common.

#### SOFT MAPLE.

75,000 feet 4/4 No. 2 Com. & Bet.  
30,000 feet 5/4 No. 2 Com. & Bet.  
40,000 feet 5/4 No. 3 Common.

#### WHITE MAPLE.

60,000 feet 4/4 1sts & 2nds.

#### SOFT ELM.

125,000 feet 4/4 No. 2 Com. & Bet.  
35,000 feet 6/4 No. 2 Com. & Bet.  
40,000 feet 8/4 No. 2 Com. & Bet.  
150,000 feet 4/4 No. 3 Common.

#### BEECH.

35,000 feet 5/8 No. 2 Com. & Bet.  
200,000 feet 4/4 No. 2 Com. & Bet.  
100,000 feet 4/4 No. 3 Common.  
300,000 feet 5/4 No. 2 Com. & Bet.  
250,000 feet 6/4 No. 2 Com. & Bet.  
35,000 feet 7/4 No. 2 Com. & Bet.  
60,000 feet 8/4 No. 2 Com. & Bet.

#### ROCK ELM.

20,000 feet 4/4 No. 2 Com. & Bet.  
15,000 feet 4/4 No. 3 Common.  
26,000 feet 5/4 No. 2 Com. & Bet.  
8,000 feet 5/4 No. 3 Common.  
65,000 feet 8/4 No. 2 Com. & Bet.  
16,000 feet 8/4 No. 3 Common.  
5,800 ft. 10/4 No. 2 Com. & Bet.

#### HARD MAPLE.

30,000 feet 4/4 1sts & 2nds.  
150,000 feet 4/4 No. 3 Common.  
200,000 feet 4/4 No. 2 Com. & Bet.  
150,000 feet 5/4 No. 2 Com. & Bet.  
80,000 feet 6/4 No. 2 Com. & Bet.  
30,000 feet 8/4 No. 2 Com. & Bet.  
15,000 ft. 16/4 No. 2 Com. & Bet.

#### TAMARACK.

100,000 feet 4/4 Log Run.  
200,000 feet 8/4 Log Run.

#### SPRUCE.

250,000 feet 4/4 Log Run.  
500,000 feet 8/4 Log Run.

#### WHITE PINE.

200,000 feet 4/4 Log Run.  
300,000 feet 8/4 Log Run.  
75,000 feet 4/4 Cull.  
125,000 feet 8/4 Cull.

#### HEMLOCK.

1,000,000 feet 4/4 Log Run.  
750,000 feet 8/4 Log Run.  
200,000 feet 4/4 Cull.  
150,000 feet 8/4 Cull.  
300,000 feet 8/4 Scoots.

#### 16" CEDAR SHINGLES.

4,000,000 Extra \*A\*.  
3,000,000 \*A\*.

#### HEMLOCK LATH.

750,000 No. 1 48".  
1,250,000 No. 2 48".

300,000 Merchantable 32".

#### CEDAR POSTS.

10,000 Posts 4" to 6" Tops.

## W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK

WRITE FOR PRICES

**BAY CITY**

::

**MICHIGAN**



# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## MICHIGAN HARDWOODS

Manufactured by

**Mitchell Brothers Co.**  
Cadillac, Michigan

Our assortment of dry stock is now more complete than it will be later in the season.

A car shortage this fall is predicted by railroad authorities and some symptoms of it are already noticeable.

Better anticipate your requirements while stock and cars are available and send us your orders now for

## CADILLAC QUALITY

**The Cadillac Handle Co.**  
Lumber and Broom Handles  
Cadillac, Michigan

Have the following well manufactured stock for sale:

- 2 cars 4-4 Basswood No. 1 and No. 2 Common
- 1 car 4-4 Basswood 1s and 2s
- 3 cars 4-4 Birch No. 2 Common and Better
- 1 car 4-4 Cherry No. 3 Common and Better
- 1 car 8-4 White Ash 1s and 2s
- 1 car 4-4 White Ash No. 2 Common and Better, full run of log
- 3 cars 4-4 Soft Gray Elm No. 2 Common and Better

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

W. W. CUMMER,  
President

W. L. SAUNDERS,  
Vice-President

F. A. DIGGINS,  
Sec'y & Treas.

## CUMMER-DIGGINS CO.

CADILLAC, MICHIGAN

Manufacturers of

## "CUMMER" BRAND MAPLE and BEECH FLOORING

**Excelled by None**

In Quality of Material Used,  
Workmanship or Manufacture.

A Large Stock Enables Us to Fill Orders  
Without Delay.

WRITE US FOR PRICES

## SUPERIOR ELM

Our Soft Gray Elm is better than ordinary Soft Elm. It has less shake, is not as hard and is much less liable to warp.

It makes excellent interior finish and is especially desirable for furniture, refrigerators, pews, chairs, tables, etc., and forms a good base for veneers.

**WE HAVE NICE DRY STOCK**

74-M Feet, 1 Inch, Firsts and Seconds  
27-M Feet, 2½-Inch, Firsts and Seconds

**OUR OWN MANUFACTURE**



**COBBS & MITCHELL**  
(INCORPORATED)  
CADILLAC, MICHIGAN



DO YOU WISH TO CONTRACT FOR

# ST. FRANCIS RIVER RED GUM?

Beginning this month we begin cutting on Six Million Feet of the Real Article, and will have the amount named in pile within the next eighteen months. We would be pleased to receive inquiries and contract for all or any part of the above stock, running one inch and thicker, either log run or on grade. We have a first-class mill, and our product is carefully manufactured.

ADDRESS ALL INQUIRIES TO

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Mill at Edmondson, Ark.

MEMPHIS, TENN.

## HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

### HARDWOODS

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

### WHITE PINE

#### WE WANT TO BUY

60 M. ft. 1 x 10 inches—14 feet 1s and 2s Red Gum, No Sap.  
50 M. ft. 1 x 12 inches—14 feet 1s and 2s Red Gum, No Sap.  
Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.  
50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.  
50 M. ft. 1½ inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.  
1 carload 5-4 x 6 inches and wider, 14 feet, dry White Oak, 1s and 2s.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

#### WE WANT TO SELL

35 M. ft. 5 x 4 inches  
35 M. ft. 6 x 4 inches  
50 M. ft. 8 x 4 inches  
No. 1 Common and Better Hard Maple—will saw to order.  
50 M. ft. 4 x 4 inches No. 1 Common Poplar, dry.  
50 M. ft. 4 x 4 inches 1s and 2s Poplar, dry.

### YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

### CAR STOCK

## Thomas Forman Company DETROIT

MANUFACTURERS OF HIGH GRADE

### MAPLE AND OAK FLOORING

We are making a specialty of

### CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1½, 2, 2½ and 2¾ inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

## Quartered Oak Flooring

Manufactured for

HIGHEST CLASS of trade only.  
Also Plain Oak, Maple and other Hardwood flooring.  
The name DWIGHT on flooring is a guarantee of its excellence.

DWIGHT SPECIAL pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

DWIGHT LUMBER COMPANY  
DETROIT, MICHIGAN

# GEO. C. BROWN & CO.

## Nashville, Tenn.

Manufacturers and Wholesale  
Dealers in

**Poplar, Plain and  
Quartered Oak**  
and all  
**Southern Hardwoods**

We make a Specialty of  
**Tennessee Red Cedar Lumber**

Distributing Yards at Memphis and Nashville, Tenn.

# The Kneeland-Bigelow Co.

## Bay City, Michigan

### OFFER FOR SALE

20,000 ft. 8-4 No. 2 Common and Better Birch.  
20,000 " 5-4 " " "  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
100,000 " 5-4 " " "  
100,000 " 5-4 No. 2 Common and Better Beech.  
500,000 " 6-4 " " " "  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
200,000 " 8-4 No. 4 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.

We make a specialty of furnishing promptly bill stuff and timbers,  
20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

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MEMPHIS, - TENN.

### STOCK AT MEMPHIS YARDS:

#### PLAIN RED OAK

3/8 Nos. 1 & 2 30,000  
1/2 Nos. 1 & 2 107,000  
3/4 Nos. 1 & 2 63,700  
6/4 Nos. 1 & 2 42,000  
8/4 Nos. 1 & 2 32,000  
3/8 No. 1 Com. 14,800  
1/2 No. 1 Com. 30,000  
3/4 No. 1 Com. 9,200  
4/4 No. 1 Com. 94,000  
6/4 No. 1 Com. 73,500  
8/4 No. 1 Com. 59,700  
12/4 No. 1 Com. 3,000  
4/4 No. 2 Com. 143,000  
4/4 No. 3 Com. 122,000

#### COTTONWOOD

4/4 x6 to 12" Nos. 1 & 2 288,000  
4/4x13 to 17" Nos. 1 & 2 52,300  
4/4x18 to 21" Nos. 1 & 2 95,600  
4/4x22 & up Nos. 1 & 2 74,100  
5/4x 6 to 12" Nos. 1 & 2 135,200  
6/4x 6 & up Nos. 1 & 2 11,800  
8/4x 6 & up Nos. 1 & 2 22,100  
4/4x 4 & up No. 1 Com. 518,000  
5/4x 4 & up No. 1 Com. 70,800  
6/4x 4 & up No. 1 Com. 52,400  
4/4x 3 & up No. 3 Com. 156,000

#### SAP GUM

3/8x 6 & up Nos. 1 & 2 20,000  
1/2x 6 & up Nos. 1 & 2 35,700  
5/8x 6 & up Nos. 1 & 2 72,500  
5/8x15 & up Nos. 1 & 2 27,000  
4/4x 6 & up Nos. 1 & 2 158,800  
4/4x13 to 15" Nos. 1 & 2 102,100  
4/4x13 to 16" Nos. 1 & 2 18,700  
4/4x17 to 21" Nos. 1 & 2 49,000  
4/4x22 & up Nos. 1 & 2 76,100  
5/4x 6 & up Nos. 1 & 2 131,700  
6/4x 6 & up Nos. 1 & 2 25,100  
4/4x13 to 17" B-B Nos. 1 & 2 53,400

#### TUPELO GUM

5/4 Nos. 1 & 2 9,700  
**RED GUM**  
3/4x 6 & up Nos. 1 & 2 27,800  
8/8x 6 & up Nos. 1 & 2 44,000  
1/2x 6 & up Nos. 1 & 2 7,500  
5/8x 6 & up Nos. 1 & 2 50,000  
4/4x 6 & up Nos. 1 & 2 71,000  
5/4x 6 & up Nos. 1 & 2 30,300  
6/4x 6 & up Nos. 1 & 2 21,100  
8/4x 6 & up Nos. 1 & 2 11,300  
4/4 No. 1 Com. 98,000

#### SOUND WORMY

4/4 97,000

#### ASH

4/4 Nos. 1 & 2 22,000  
5/4 Nos. 1 & 2 19,200  
6/4 Nos. 1 & 2 43,000  
8/4 Nos. 1 & 2 36,000  
5/8 No. 1 Com. 30,000  
4/4 No. 1 Com. 140,000  
5/4 No. 1 Com. 11,200  
6/4 No. 1 Com. 26,000  
8/4 No. 1 Com. 13,400  
12/4 No. 1 Com. 1,200  
4/4 No. 2 Com. 48,900

#### CYPRESS

4/4 Shop 74,000

#### QUARTERED WHITE OAK

6/4 Nos. 1 & 2 18,000  
8/4 No. 1 Com. 9,800  
5/4 Nos. 1 & 2 Sycamore 17,000  
5/4 L-R Maple 37,400

#### PLAIN WHITE OAK

5/8 Nos. 1 & 2 28,000  
4/4 Nos. 1 & 2 37,900  
3/8 No. 1 Com. 40,300  
3/4 No. 1 Com. 6,300  
4/4 No. 1 Com. 76,000  
6/4 No. 1 Com. 65,000  
8/4 No. 1 Com. 4,800

#### COTTONWOOD

4/4x 6 to 12" Nos. 1 & 2 247,000  
4/4x13 & up Nos. 1 & 2 119,000  
5/4 x6 to 12" Nos. 1 & 2 434,000  
5/4x13 & up Nos. 1 & 2 121,000  
6/4x 6 & up Nos. 1 & 2 93,000  
4/4x 8 to 12" B-B Nos. 1 & 2 42,000  
4/4x13 to 17" B-B Nos. 1 & 2 63,000  
4/4 x4 & up No. 1 Com. 192,000  
4/4x13 & up No. 1 Com. 98,000  
4/4 No. 3 Com. 117,000

#### COTTONWOOD B-B.

4/4x 8 to 12" 71,000  
4/4x13 to 17" 48,300

Let us quote you prices on anything you  
may want in the above list.

We'll make it worth your while.

# HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

GENERAL  
OFFICES:

GRAND RAPIDS, MICH.

**RIGHT NOW**  
**We Want to**  
**TALK TO YOU ABOUT**



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

# SWANN-DAY LUMBER COMPANY

CLAY CITY, KENTUCKY

OFFER

## POPLAR

Bevel Siding, Drop Siding, as well as Wide Poplar

Always a Large Stock on Hand

Prices are Yours for the Asking

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We manufacture all the lumber we ship, thus assuring uniformity in grade.

We can supply your needs, since we carry on sticks 50,000,000 feet of the following lumber:

OAK FLOORING  
POPLAR BEVEL SIDING

YELLOW POPLAR, YELLOW CYPRESS,  
WHITE PINE, WHITE OAK,  
RED OAK, CHESTNUT,  
BASSWOOD, OTHER LUMBER

PLANING MILLS  
DRY KILNS

SEND US YOUR INQUIRIES

# R.E. Wood Lumber Company

☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock  
and White Pine.

☞ We own our own stumpage and operate our own mills.

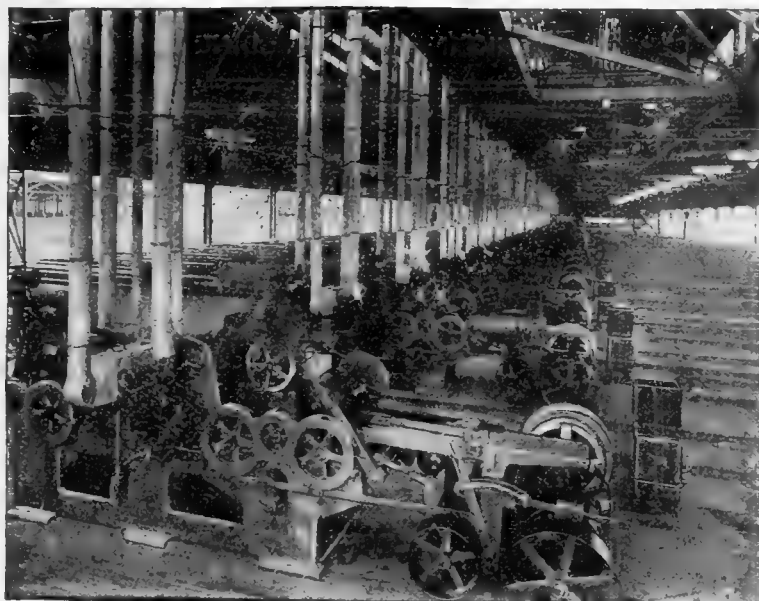
☞ Correspondence solicited and inquiries promptly answered.

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CONTINENTAL BUILDING.

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# *General Electric Company*

## Induction Motors for Sawmills and Woodworking Factories



Bank of General Electric Company's Induction Motors each Driving a Matching Machine

Some of Their Characteristics:

**Rugged Mechanical Construction**

**Large and Long Bearings**

**High Efficiency over Wide Load Range**

**Approximately Constant Speed at All Loads**

**High Overload Capacity**

**Low Heating Characteristics**

**Exceptionally High Starting Torque**

The installation of the General Electric Company's Induction Motors ensures the greatest possible output and a low cost of operation and maintenance.

The frame is so designed as to combine great strength and rigidity with minimum weight. The open type of construction exposes the outside of the stator laminations directly to the air, materially improves the cooling of all parts of the motor, and avoids spaces for the accumulation of dust.

The bearings are self aligning, of ample size, and have liberal wearing surface. The oil wells are closed by tightly fitting covers and the opening in the bearing housing at both ends is closed with a washer which pre-

vents the entrance of dust and dirt into the bearings. The bearings are fitted with brass oil rings and the reservoirs are provided with visible gauges which indicate the amount of oil they contain.

An especially valuable feature of these motors is the entire absence of sparking, permitting their installation in places where sparking might cause the ignition of fine dust or even an explosion.

They can be operated in any position, it being only necessary to turn the bearing bracket 90° and 180° relatively to the frame to permit of their being mounted on the wall or ceiling.

**These motors are supplied in all capacities and for all the standard voltages and frequencies. Write for Bulletin 4641-2.**

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Sales Offices  
In All Large Cities



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Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
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**Mahogany, Teak and Domestic Hardwoods**

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Pacific Coast Stock a Specialty. Correspondence Solicited  
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White Pine  
Spruce

Yellow Pine  
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WHOLESALE

### HARDWOODS WHITE PINE, YELLOW PINE, SPRUCE AND HEMLOCK

Would appreciate offerings of well manufactured Hardwoods suitable for  
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## 3 Cardinal Points

HARDNESS



The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and  
Logs. Every thickness and grade.

## Lewis Thompson & Co., Inc.

Lumber Veneers Logs

OFFICE, Philadelphia, Pa.  
YARDS, Astoria, L. I.

Mills:

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Manufacturers

### Hemlock, Spruce, Hardwoods

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Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

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**Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum**

Also Have Other Mills Under Contract

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**WILL BUY**

OAK SQUARES  
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OAK TIMBER AND PLANK  
25 to 35 feet long  
PLAIN AND QTD. OAK  
All Thicknesses

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4-4 Com. and Better Sap Gum  
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4-4 to 12-4 Log Run Maple  
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Sole Agents Seminole Brand Cypress Shingles

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Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

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TEAK **MAHOGANY** EBONY  
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Whitewood, Oak, Chestnut, Elm, Basswood  
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SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

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**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

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RED OAK POPLAR MAPLE ASH  
WHITE OAK CHESTNUT BASSWOOD BIRCH

MILLS AT GLENRAY, W. VA.

Capacity 60M Feet—10 Hours

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BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of  
shipment. Spot cash.

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Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

# LOUISVILLE FOR HARDWOODS

**Plain Oak  
Quartered Oak  
Chestnut  
Ash**

**Walnut  
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Poplar  
Mahogany**

**BIG DRY STOCKS**

**RIGHT**

In Louisville

In the Producing Territory

In the Consuming Territory

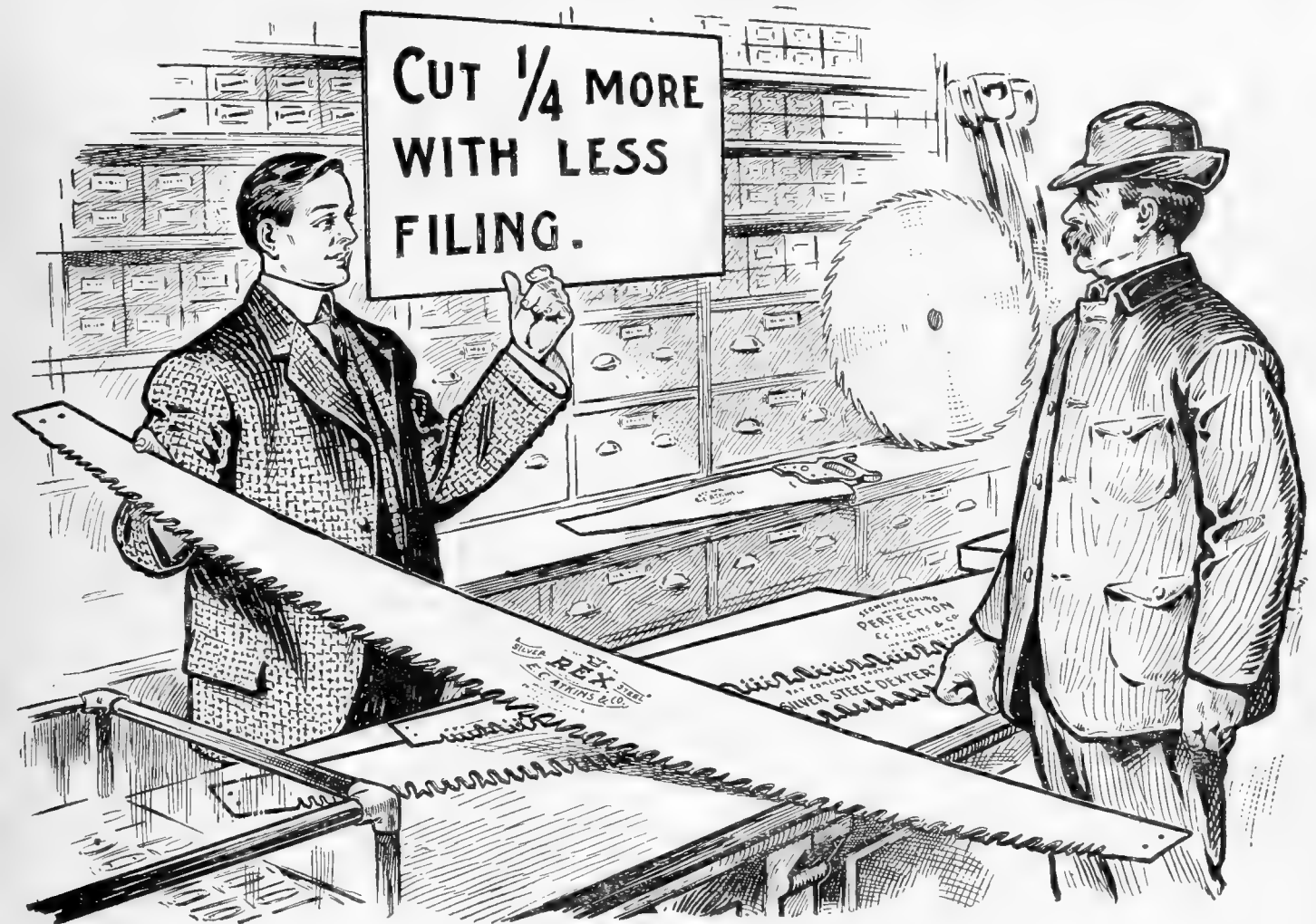
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Mahogany in the United States right in Louisville.



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"FINEST ON EARTH"

The most profitable Saw in the world. There is scarcely a commissary in the United States but what sells them. They are in nearly all large lumber camps exclusively. The most satisfactory Cross-cut Saws, because they are made of finest material and constructed on most scientific principles. They run easier, cut faster and hold their edge longer than any other Saw. We are the originators of all the popular styles of teeth on the market.

## DO YOU BUY THEM?

If not, now is the time to begin. Ask your Jobber or Dealer for an Atkins Silver Steel Saw and be sure the name, "E. C. Atkins & Co." is on the blade. It is not a genuine Atkins Saw unless our name is plainly etched upon the center of the blade. If you have any difficulty in getting an Atkins Silver Steel Saw, please write to the nearest address given below.

### E. C. ATKINS & CO. Inc.

The Silver Steel Saw People

Home Office and Factory, Indianapolis

BRANCHES:—Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle, Canadian Factory—Hamilton, Ont.

**THERE IS NO MORE REASON  
FOR USING A  
MULTIPLICITY OF MACHINES  
APPLIANCES AND OPERATIONS  
FOR MAKING A  
GLUE JOINT  
THAN THERE WOULD BE FOR  
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AND OPERATIONS TO PLANE  
A BOARD TWO SIDES  
A GOOD PLANER PERFORMS  
THE LAST OPERATION AND THE  
AUTOMATIC DOVETAIL GLUE  
JOINTER  
COMPLETES THE FIRST**

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The foremost manufacturing and distributing Market of the Great Timber Region, producing the Highest Type of Hardwoods growing in the United States

¶ Cincinnati is a market in which fair and upright business methods are guaranteed to sellers and buyers alike by the

## CINCINNATI LUMBERMEN'S CLUB

made up practically of the entire lumber element of this city.

¶ The Cincinnati Lumbermen's Club is organized chiefly for the maintenance of a high standard of commercial honor and integrity among its members.

¶ If you want a "square deal" do business with Cincinnati lumbermen.

¶ On the following four pages will be found the announcements of Cincinnati lumbermen, who solicit your business on the basis of the above declarations.



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**THE MALEY, THOMPSON  
& MOFFETT CO.**

## Veneers, Mahogany and Hardwood Lumber

Largest Stocks

Best Selections

CINCINNATI, OHIO

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**HARDWOOD MANUFACTURERS**

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, **100,000,000 Ft.**

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Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

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**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI  
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41 East Fourth Street

Manufacturers and Dealers in General Hard-  
wood Lumber, especially Poplar, Basswood,  
Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

We are Specialists in

## RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

**Prices  
Right,  
Stock  
Dry**

## DRY STOCK

FOR PROMPT SHIPMENT  
AT PRICES ATTRACTIVE

150 M feet 4 4 1 & 2 Red Gum  
30 M feet 4 4 No. 1 Com. Red  
Gum.  
50 M feet 8 4 1 & 2 Red Gum  
30 M feet 8 4 No. 1 Com. Red  
Gum.  
30 M feet 6 4 1 & 2 Sap Gum.  
70 M feet 6 4 No. 1 Com. Sap  
Gum.  
50 M feet 4 4 Box Boards Gum.  
100 M feet 4 4 No. 2 Com. Gum

12 M feet 6 4 No. 1 Com. Plain  
Oak.

25 M feet 6 4 No. 2 Com. Plain  
Oak.  
14 M feet 5 8 No. 2 Com. Plain  
Oak.

75 M feet 6 4 L. R. Elm.  
55 M feet 4 4 No. 1 Com. and  
Bet. Poplar.  
20 M feet 4 4x18" 20" Panel  
Poplar.  
25 M feet 5 4 No. 3 Com. Poplar.  
50 M feet 6 4 No. 3 Com. Poplar.  
12 M feet 8 4 No. 3 Com. Poplar.  
30 M feet 4 4 L. R. Basswood.

**Kentucky  
Lumber  
Company**  
Cincinnati, - Ohio

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- 1 car 4-4 No. 1 Common Plain Red Oak
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- 3 cars 6-4 No. 1 Common Plain White Oak
- 1 car 8-4 1s and 2s Plain White Oak
- 5 cars 4-4 No. 1 Common Poplar
- 1 car 4-4 Sap Poplar
- 2 cars 4-4 No. 2 Common Cherry
- 10 cars 4-4 Log Run Cuban Mahogany

**LELAND G. BANNING,** 5th and Main Sts., **Cincinnati, O.**

## BENNETT & WITTE

MANUFACTURERS OF LUMBER

**Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress**

We cater to the trade of those who inspect and measure their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

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Wire or Write to either  
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**J. H. P. SMITH,** President  
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We have a very choice and complete stock of Poplar, Ash, Oak, Gum, Chestnut and Cottonwood ready for immediate shipment. Write for prices. Our mills in Kentucky, West Virginia and Mississippi are running every day and we can give you any grade or thickness in the above.

## The Hardwood Lumber Co.

1411 to 1414 Union Trust Building  
**CINCINNATI, O.**

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

**CINCINNATI**

## GALLOWAY-PEASE COMPANY, CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

## OAK, POPLAR AND CHESTNUT

TENNESSEE MOUNTAIN OAK  
ST. FRANCIS BASIN RED OAK

WE HAVE IN DRY STOCK

- 5 cars 4-4 Plain Red Oak, 1s and 2s
- 7 cars 4-4 Plain Red Oak, No. 1 Com.
- 8 cars 4-4 Plain Red Oak, No. 2 Com.
- 1 car 6-4 Plain Mountain Oak, Com. and Better
- 1 car 8-4 Plain Mountain Oak, Com. and Better
- 3 cars 5-4 Plain Mountain Oak, No. 1 Com.
- 4 cars 5-4 Plain Mountain Oak, No. 2 Com.
- 8 cars 4-4 Chestnut, Sound Wormy
- 10 cars 5-4 Chestnut, Sound Wormy
- 15 cars 6-4 Chestnut, Sound Wormy
- 2 cars 8-4 Chestnut, Sound Wormy
- 200M ft. 4-4 Log Run White Pine M. C. O., good percentage 14 and 16 ft. good widths: contains only small amount of box.
- 1 car 4-4 Log Run Cherry, 2 years dry

## C. C. BOYD & CO.

# veneers

CINCINNATI, :: :: OHIO

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

### SOUTHERN LUMBER

PLAIN and QUARTERED OAK

YELLOW POPLAR

CHESTNUT MAPLE

BASSWOOD

BAND SAWED, WIDE AND GOOD LENGTHS

OLD FASHIONED GRADES OUR SPECIALTY

## L. W. RADINA & CO.

DEALERS IN

## POPLAR AND HARDWOODS

CINCINNATI : : OHIO

# CINCINNATI

THE GATEWAY OF THE SOUTH

## DUHLMEIER BROS.

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HARDWOODS**

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OHIO

"We make a specialty of 1-20, 1-12, 1-16, 1-8 and 3-16 Mahogany, Oak and Walnut, Thin Lumber and Veneers and carry everything in stock in Laguna Mahogany, Quartered Ohio White Oak and Walnut."

THE FREIBERG LUMBER COMPANY

Manufacturers

POPLAR, FINDLAY, McLEAN AND DALTON STS.  
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**HARDWOODS**

POPLAR A SPECIALTY

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## B. A. KIPP & CO. HARDWOOD LUMBER

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ASH

OAK

CHERRY

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and

QUARTERED OAK

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WE BUY

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To Mills—We buy and sell all kinds of lumber on your commission. Wanted.

To Customers—Without large connections we are particularly well situated to care for your wants—Try Us.

## MIDLAND LUMBER COMPANY

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## The New River Lumber Co.

Producers of

### HARDWOOD LUMBER AND TIMBERS

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DIRECT SHIPMENTS | MIXED CARS QUICK  
FROM THE SOUTH | FROM CINCINNATI

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HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
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Mills: In Ohio, Kentucky, Mississippi, Tennessee  
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Following is list of special stock which we are anxious to move promptly.

2 cars 5-8 in., 1s and 2s Quartered White Oak  
2 cars 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.  
1 car 10-4 in., 1s and 2s Quartered White Oak  
1 car 12-4 in., 1s and 2s Quartered White Oak  
1 car 5-8 in., 1s and 2s Poplar, 18 in. and up  
1 car 4-4 in., 1s and 2s Plain White Oak  
2 cars 6-4 in., 1s and 2s Ash

## Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

### HARDWOODS

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Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

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## RED CEDAR

Let us know when you need any,  
we handle the best that grows  
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### HARDWOODS

of all kinds

GEORGE LITTLEFORD,  
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## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALERS SOUTHERN HARDWOODS

### A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards Cottonwood, 18 to 21 inches wide  
5 " —4-4 1s and 2s " 13 to 17 " "  
3 " —5-4 1s and 2s " 6 to 12 " "  
5 " —4-4 No. 1 Common " 13 inches and up "  
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Write us for any items YOU NEED

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Oak, Chestnut, Poplar,  
Ash, Hickory, Etc.

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Capital Stock, \$150,000

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COLONIAL BRAND-OAK FLOORING.

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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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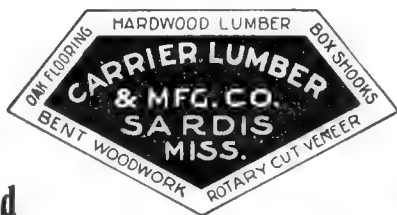
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## OAK FLOORING

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Bored  
Polished



Hollow  
Backed  
and  
Bundled

## Band Sawn and Equalized Quartered White Oak

3/4 inch, 75,000 feet	1sts and 2nds	15,000 feet	No. 1 Common
1 1/2 inch, 35,000 feet	" "	250,000 feet	" "
2 inch, 75,000 feet	" "	12,000 feet	" "
3 inch, 100,000 feet	" "	17,000 feet	" "
4-4 inch, 250,000 feet	" "	300,000 feet	" "

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Memphis, Tennessee

**Wisconsin Land & Lumber Co.**  
HERMANVILLE, MICH.



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Write today for prices and booklet.

**CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.**

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

75,000 Feet	1 inch	No. 1 Common	Red Gum
50,000 Feet	1 1/4 inch	do	
75,000 Feet	1 1/2 inch	do	
25,000 Feet	2 1/2 inch	do	
20,000 Feet	3 inch	do	

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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### Coming Association Meeting

#### HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The eighth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, January 18, 19, 20, 1910.

LEWIS DOSTER,  
Secretary.

R. M. CARRIER,  
President.

### General Market Conditions

There seems to be a growing strength in demand for the general run of standard hardwoods, which is especially noticeable in firsts and seconds and No. 1 common. Say what you please, although there have been some big blocks of No. 2 and No. 3 sold during the last few weeks, the coarse end of hardwood is the slow seller. The demand for firsts and seconds in nearly all varieties exceeds the supply. No. 1 common is in good second call wherever it can be utilized for remanufacturing purposes. In fact, wise remanufacturers of hardwoods are buying every foot of No. 1 common they can on account of the lower price and relatively higher cutting value, but the call for firsts and seconds is strong because manufacturers of furniture and other woodworking lines have to have a considerable quantity of firsts and seconds to secure a percentage of necessary long cutting lengths that cannot be had out of No. 1 common.

Specifically the better end of poplar, especially in good widths, is in strongest call and apparently there is not nearly enough to go around; especially is this true in the automobile trade. The RECORD office is deluged with inquiries for wide panel stock. There

will probably be no large output of this variety ready for the market before June. As is usual between now and spring, there will be a fair quantity offered, if the mountain river tides do not fail.

Quartered white and both plain and white oak in firsts and seconds is in heavy demand with No. 1 common a close second.

The demand for gum is daily improving, while all other southern hardwoods are in fair and good demand.

The situation in the north country is that very little lumber remains in first hands. In Michigan the manufacturers have unsold less than one hundred million feet of ash, basswood, beech, birch, rock elm, gray elm and maple, and it is doubtful if more than 50 per cent of this quantity is in the hands of manufacturers in the state of Wisconsin. This is more than 25 per cent less than manufacturers held a year ago. The stock represented by these figures is nearly all No. 2 and poorer, the No. 1 common and firsts and seconds being practically exhausted.

In the east there is an increasing demand for firsts and seconds chestnut and the demand for sound wormy is improving at slightly increased prices.

The mahogany and other foreign wood trade is showing the effects of large furniture sales and manufacturers of high-class goods are buying quite freely. Prices still range comparatively low on foreign woods.

The trade in black walnut, sycamore, cherry and the minor lines of high-class hardwoods is normal, but somewhat featureless.

Both northern and southern beech is in but moderate request, but it is gradually going into substitution for other woods and an advance in value may be expected.

Southern soft maple is attracting a good deal of attention and the prices are ranging somewhat higher. This wood is an especially good furniture material and works up to good advantage in medium and low price goods.

The oak and maple flooring manufacturers are busy and from a surplus stock of nine months ago of more than fifteen million feet flooring is oversold today in some grades and thicknesses to the extent of more than ten million feet. This promises to be a busy season for hardwood flooring makers.

The hickory handle trade is still featureless. There is no unanimity among the handle makers to secure a just price for the product and the market is still overloaded. Buyers are having their own way about prices, with a result that there is very little money in the hickory handle trade at the present time. The output of broom and mop handles seem to be fully up to standard requirements, and while the average broom handle manufacturer is getting a little profit out of the business, he is not receiving nearly the price that his output warrants.

Veneer manufacturers are generally awakening to the fact that they are not receiving as high prices for their goods as they should. The market in most lines is still overloaded and the factories are still busily engaged in filling old orders at low prices. Doubtless when these orders are filled, an attempt will be made to secure a considerably higher range of values, but until that time comes there are very few people in this business that are making any money. Undeniably, there are too many people going



into the veneer business and the majority of these newcomers in the trade are distinctly "amateurs" who have not yet learned to figure cost with any accuracy. The result is that "there is a sucker born every minute" and there are wise buyers out to get the benefit of his ignorance.

### Cincinnati as a Hardwood Center

The exposition of Cincinnati, Cincinnati's lumbermen and Cincinnati lumber institutions in this issue of the RECORD will undoubtedly be interesting to the larger proportion of hardwood manufacturers, jobbers and wholesale consumers throughout the country. The facts contained in this story will doubtless surprise the majority of lumbermen, in many cases even Cincinnati lumbermen themselves. The article presents the Cincinnati hardwood situation as never before recorded in printed and pictured form.

Cincinnati from small beginnings, owing to its advantageous geographical situation midway between the great producing fields and the greater consuming regions of southern Wisconsin, southern Michigan, Illinois, Indiana, Ohio, Pennsylvania and New York, where about 85 per cent of the total hardwoods used commercially are consumed, together with the energy and forcefulness and constantly growing coterie of hardwood manufacturers and jobbers, has grown to an enviable position as one of the foremost hardwood markets of the United States. While Chicago, directly or indirectly, handles perhaps twice the volume of hardwoods that pass through the hands of Cincinnati dealers, and Memphis actually manufactures more lumber, Cincinnati is surely in a position that ranks close to that of the great lumber market of St. Louis. There is no group of lumber institutions that has grown with such rapidity during the last decade as have those of Cincinnati, and almost every week brings a new factor into the trade of that great hardwood center. Present indications show that Cincinnati bids fair to outstrip all its important rivals in the quantity of hardwoods handled.

The feature of the article that will appeal most strongly to the average manufacturer and wholesale consumer is the stand taken by the Cincinnati hardwood element, backed by the Cincinnati Lumbermen's Club, in regard to trade morals. The plan adopted by the Cincinnati Lumbermen's Club and endorsed by the majority of Cincinnati lumbermen, insures to every seller or buyer of hardwoods an absolutely square deal in doing business in that market. It is sincerely to be hoped that the good example set by the Cincinnati lumber trade will be followed by other leading hardwood markets of the country, for by such means only can the atmosphere be cleared of at least suspicions of unbusinesslike and unmercantile conduct on the part of all elements of the trade.

On this policy of a square deal the RECORD is with the Cincinnati contingent first, last and all the time, and it urges both the lumber manufacturing and wholesale consuming elements of the trade that they back Cincinnati in this renaissance of what perhaps might be called old-fashioned business methods just as seriously as Cincinnati lumbermen have taken up the project of playing fair with every man.

Cincinnati means business and business it will get.

### The End of Substitution

In the history of the hardwood lumber trade, when a particular wood has grown scarce and the price has ranged high, substitution has promptly been resorted to and some other wood has been employed in place of the old standard favorite. Twenty-five years ago, with a growing scarcity of high types of black walnut which was the favorite furniture wood of the country, there was a cessation of its use for furniture purposes and oak and mahogany became prime favorites, and since that time walnut has been employed only for special purposes. The effect of this transformation has been that walnut goes on the market today with an annual output of less than thirty million feet at a price less than prevailed a quarter of a century ago.

Rock elm, only a few years ago, was a wood that was regarded as indispensable for many uses, especially in the agricultural implement trade. The stock grew short, prices ranged high, and today rock elm is one of the few dragging features of the hardwood market.

Less than five years ago black ash was considered an indispensable material for the manufacture of refrigerators. This wood grew short in supply and prices ranged higher than the quality, as compared with available substitutes, warranted. The result has been that refrigerator manufacturers have learned that other woods could readily be substituted for their favorite black ash and hence this wood is another slow seller, with prices ranging

comparatively low.

Right now, with every prospect of a manifest shortage in oak of all types, the furniture, interior-finish and other remanufacturers of hardwoods are making strenuous endeavor to utilize substitutes which will take the place of this king of the hardwood forest. The result is manifest: Birch, which has been one of the pariahs of the northern forest—a magnificent wood whose quality was but little esteemed for years—is fast becoming a favorite furniture material and is taking the place of oak. So strong has been the demand for birch that practically every foot of available supply in first hands has now gone into the hands of the jobbing and remanufacturing trade.

Red gum is another wood which is fast becoming a favorite

### MAKE GOOD

Make good.  
Cut out "if," "could," and "should,"  
And start in to saw wood.  
You can still have the best  
Things in life, like the rest  
Of the men who've achieved  
Just because they believed  
In themselves. You're deceived  
If you think fortune comes  
With a rattle of drums  
And a fanfare of state  
To hand yours on a plate.  
That isn't the way  
That she visits today.  
You must get out and rustle and bustle and hustle;  
You need all your muscle, for you've got to tussle,  
Plunge into the fight,  
Hit to left and to right,  
And keep crashing and smashing.  
Don't let up with your striking  
Till things meet your liking.  
For God's sake, stop bawling—  
Instead, do some mauling.  
It makes the world bitter  
To look at a quitter;  
Fate scowls when she sees  
A grown-up man on his knees.  
A man with his health  
Is a mine jammed with wealth  
Full of unexplored lodes.  
Why, the freckled-backed toads  
Have the sense to keep jumping—  
And here you are frumping—  
Come now, strike your gait—  
It isn't too late,  
There's no such thing as fate!  
Drop that fool talk of "luck,"  
Get a grip on your pluck,  
And buck.  
Begin  
To grin  
And win.

—H. B. R. Kaufman.

material in the furniture manufacturing trade as a substitute for oak, especially in the production of medium and low grade lines.

This recourse to substitution on the part of manufacturers cannot go on indefinitely. It would seem that substitution is about at an end, for where can other low priced woods be found to substitute for those in current use? Undeniably future evolution in the hardwood trade will be for a finer manipulation and a more thorough utilization of the coarse end of standard hardwood products. This surely means the cutting up of a large portion of hardwood lumber, from the coarse ends of No. 1 to mill culls, into the form of dimension stock, and delivering this clear lumber to remanufacturers in the exact sizes which they require in their various lines of production.

Again, it is more than likely that American inventive genius will eventually succeed in producing from lumber and woods offal a compound lumber that shall take the place of many varieties of hardwood for the cores of veneers and for other purposes where grain and figure are not an essential element, especially in furniture and coffin construction and interior finish.

### The Low Grade Problem

More and more of a bugbear, and more and more of a menace to possible profits, is the low-grade problem that faces every manufacturer, and especially those who are manufacturing hardwoods at points remote from regions of consumption. The hardwood manufacturer so located that he can reach furniture and kindred trades with his product on freight rates of from 6 to 10 cents a hundred has no particular difficulty in unloading his low grades at a satisfactory price even if there is a cutting waste of from 40 to 50 per cent in them, but the man shipping hardwoods on rates ranging from 22 to 35 cents a hundred is in trouble. Paying freight on a lumber product where 50 per cent goes under the boilers can by no possible chance show a profit in manufacture and, on the contrary, it shows such a distinct loss that the profits on the good end of the output are pretty well absorbed in the total transaction.

Undeniably, the solution of the entire low grade hardwood problem lies in the proper seasoning, kiln drying and intelligent cutting up of everything but the good end of No. 1 common and firsts and seconds into dimension stock at the points of production. The shipping of high-class, clear dimension stock to remanufacturers would simplify grading problems and end once for all all controversies on grades and qualities. It is the logical evolution of the hardwood business where manufacturing is carried on at a point remote from a large consuming demand. Today a considerable portion of table and furniture material is in standard dimension sizes. When lumber manufacturers succeed in analyzing these various sizes they can establish a trade for dimension material in a sequence of sizes that will be salable not only to one customer but to thousands.

### Relative Oak Values

At a recent meeting of table manufacturers held in Chicago an analysis was made of the average clear cutting value of firsts and seconds and No. 1 common oak. Reports secured from something like twenty-five leading table manufacturers were collated and an average made of the total reports. These figures showed that table manufacturers were able to produce 80 per cent of the net quantity of lumber in the form of their finished tables from firsts and seconds and 67 per cent from No. 1 common. While there was no expressed opinion on the subject of the waste entailed in the utilization of No. 2 or lower grades of oak, it went by inference that the percentage of waste in the lower grades was too heavy to consider these grades as worthy of attempted utilization in table manufacture.

The percentage of results of net cutting shown in firsts and seconds and No. 1 are worthy the earnest consideration of the grade and price makers of hardwood lumber. No. 1 common, on the basis of present grading, has been ranged along about two-thirds of the

price of firsts and seconds. If the net cutting results as herewith shown are borne out by general experience, it goes without saying that No. 1 common is worth more than 75 per cent as much as firsts and seconds to remanufacture, or, to put the matter in other words, either the price of No. 1 common is too low or the grade is too high as compared with the grade and price of firsts and seconds. Table makers and other remanufacturers of hardwood lumber apparently are purchasers of firsts and seconds only in a minor quantity and then for the purpose of securing the small proportion of long cutting lengths that they are not able to get out of No. 1 common. Let any lumberman figure the matter out for himself, for on the basis of present grades and prices No. 1 common is more than \$11 a thousand cheaper than firsts and seconds for the ordinary uses into which lumber is remanufactured.

At the furniture meeting referred to there seemed to be a sentiment on the part of the table makers that they could do even better in their purchases if they could coax manufacturers to split No. 1 common into two grades and give them the opportunity of buying the selected No. 1 common. This scheme would be all right for the table and furniture makers without doubt, but it would not have a satisfactory outcome for lumbermen. Apparently, the truth of the matter is that No. 1 common has got so out of range in quality and value that the wise remanufacturer has now found a particularly "soft spot" in the lumber market, and wants to hold on to it. This is self-evident from the fact that while firsts and seconds and No. 1 common in oak are active sellers, the No. 2 and No. 3 grades are manifestly dragging. Right here is an opportunity for an awakening of lumber manufacturers to equalize grade and value in sundry oak qualities.

### About Red Gum

Red gum—this erstwhile despised wood of the Mississippi valley and the Gulf and lower Atlantic coasts—is fast coming into its own. Through a long campaign of education in manufacture, curing and utilization, makers of furniture, interior finish and kindred lines have learned that red gum is a very likely and reliable wood which can be utilized for a great variety of purposes, and especially is a desirable commodity for the manufacture of medium and low grade furniture, for interior finish, for doors, for coffins and sundry other purposes.

The region of the Middle West has recognized for years, following the example of Great Britain, that gum was a wood worth consideration, but it is only during the last year or two that the great eastern section of the country has been willing to consider red gum as a worthy lumber commodity. Today red gum is essentially the wood that is being substituted for oak, poplar and sundry other types that have been regarded as high class and particularly adaptable for specific purposes.

There is a general impression that red gum grows in almost inexhaustible quantities. It is well known that there are large stands of this wood in southern Missouri, throughout a large portion of Arkansas, in Mississippi, Louisiana, Texas and along the fringe of the Gulf and Atlantic coasts as far north as the Pamlico and Albemarle sound region of North Carolina. A close study of the range and growth of this wood and the average stand leads the RECORD to the belief that the supposed quantity of red gum is very much overestimated in the public mind. Students of timber growth who are well equipped to figure out this stumpage have spent much time in an analysis of it. The RECORD has made a considerable investigation along the same lines and it is practically safe to say that the total stand of red gum existing is not to exceed eleven billion feet. This quantity is very small when compared with the aggregate possibilities of gum consumption during the next few years, and it may safely be stated that gum stumpage values, on the basis of the paucity of stand, is perhaps the best timber purchase in the country today and that surely values will accrue to this wood within a very short time that will make timber investments particularly profitable.

## Pert, Pertinent and Impertinent

### Syndicated Virtues

"Be good, be clever let who will!"

Thus runs the saying trite.  
The sound of it is pleasing; still,  
Mere goodness will not turn a mill  
Nor shoe a horse nor pay a bill—

It doesn't work out right.  
It might, however, if we could  
Draw dividends for being good.

The clever get a lot of rocks,

As every one admits.  
This talk may not be orthodox;  
The proper man it always shocks  
When one some precept coldly knocks  
Or tears it into bits.  
Yet wealth is his, and that's a fact,  
Who's full of cleverness and tact.

A combination, don't you see,

Might work the way it should.  
To syndicate the virtues we  
Should feel ourselves completely free;  
For it is good to clever be  
And clever to be good.  
Were we to work upon this line  
Perhaps we'd all be doing fine.

—CHICAGO NEWS.

Old age is useful—it  
teaches us that one can  
get enough of a good  
thing.—Wm. Walker At-  
kinson.

It's easy to make a  
woman do what you  
want her to if you can  
keep her from knowing  
what it is.

A man's idea of an  
affinity is a woman who  
will tolerate the kind  
of a man he is.

The shortness of  
many a woman's breath  
is due to the length of  
her tongue.

It is easy to look on  
the bright side as long  
as it is turned your  
way.

It isn't so much  
knowing a lot as know-  
ing a little and how to  
use it that counts.

Some men waste a  
lot of time telling how  
honest they are.

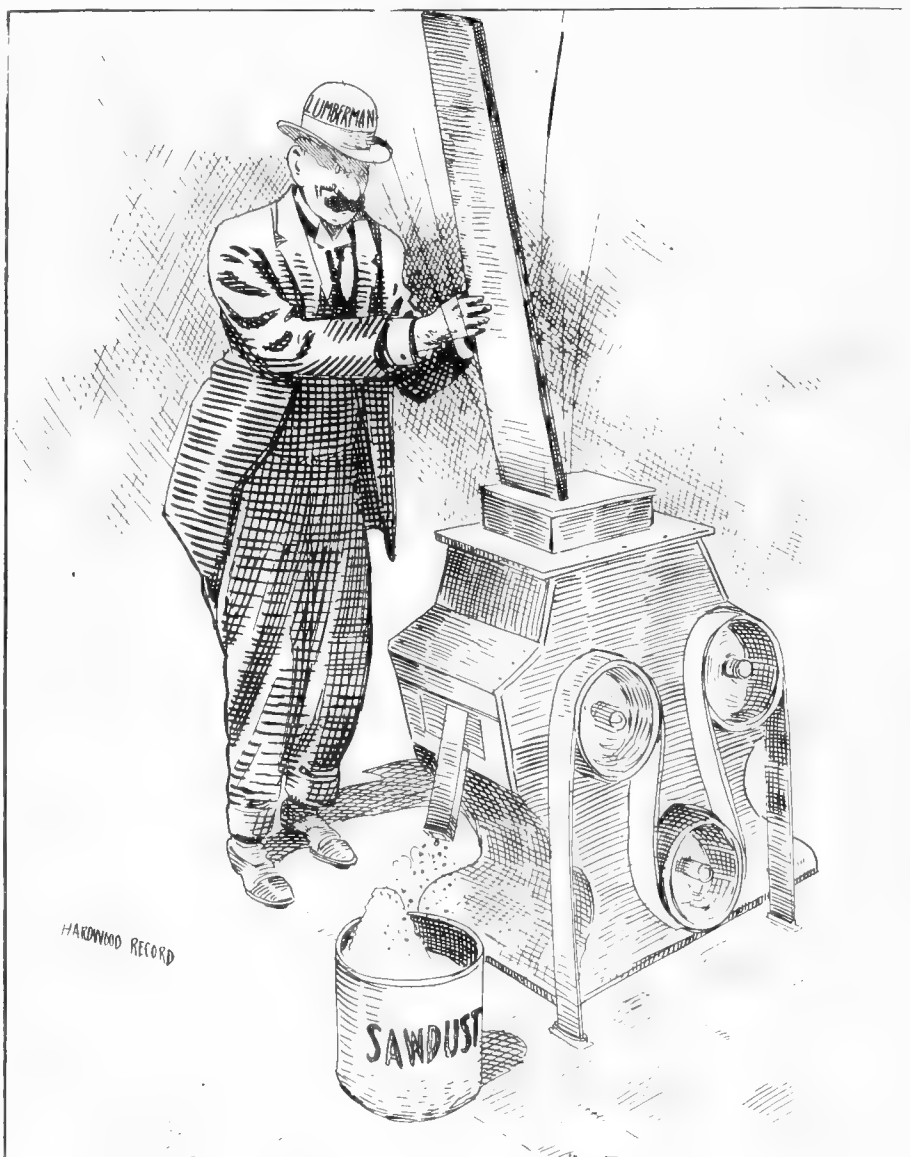
An optimist is a man  
who believes that there  
is such a thing as hon-  
esty in politics. A pes-  
simist is a man who  
did, but doesn't.

All men are supposed  
to be born free and  
equal. Suppositions are  
inexpensive.

Conscience is some-  
thing those who need it  
haven't got.

The average man is a  
poor judge of his own  
importance.

## To be Expected



Never judge the tax-  
es a man pays by the  
diamond in his shirt  
front.

Most people expect a  
dollar's worth of thanks  
when they hand out a  
fifty-cent present.

If you are sufficiently  
magnetic things are  
sure to come your way.

When you see a  
young man making love  
to a young woman it is  
a safe bet that they are  
not married.

A truthful man can-  
not see any fun in go-  
ing on a fishing trip.

Many public speakers  
are like wheels—the  
longer the spoke the  
longer the tire.

Do as you please and  
you will be the only  
person pleased.

Never say fail. Just  
go ahead and fail and  
your creditors will soon  
hear of it.

Some women look kill-  
ing and others look  
daggers.

Some people have  
better clothes than man-  
ners.

A man always re-  
members the person  
who did him a favor—  
when he wants another.

When you hear a  
man say that money  
can do anything, it is  
a safe bet that he can't  
show thirty cents.

### When ethyl alcohol can be successfully made from sawdust

#### B B B B In His Bonnet

Oh, Tradesman, in thine hour of e e e e  
If on this paper you should c c c c,  
Take our advice and now be y y y y,  
Go straight ahead and advert i i i i.  
You'll find the project of some u u u u,  
No bet can offer no ex q q q q,  
Be wise at once, prolong your da a a a,  
A silent business soon de k k k k.

—Success Magazine.

#### Worth Remembering

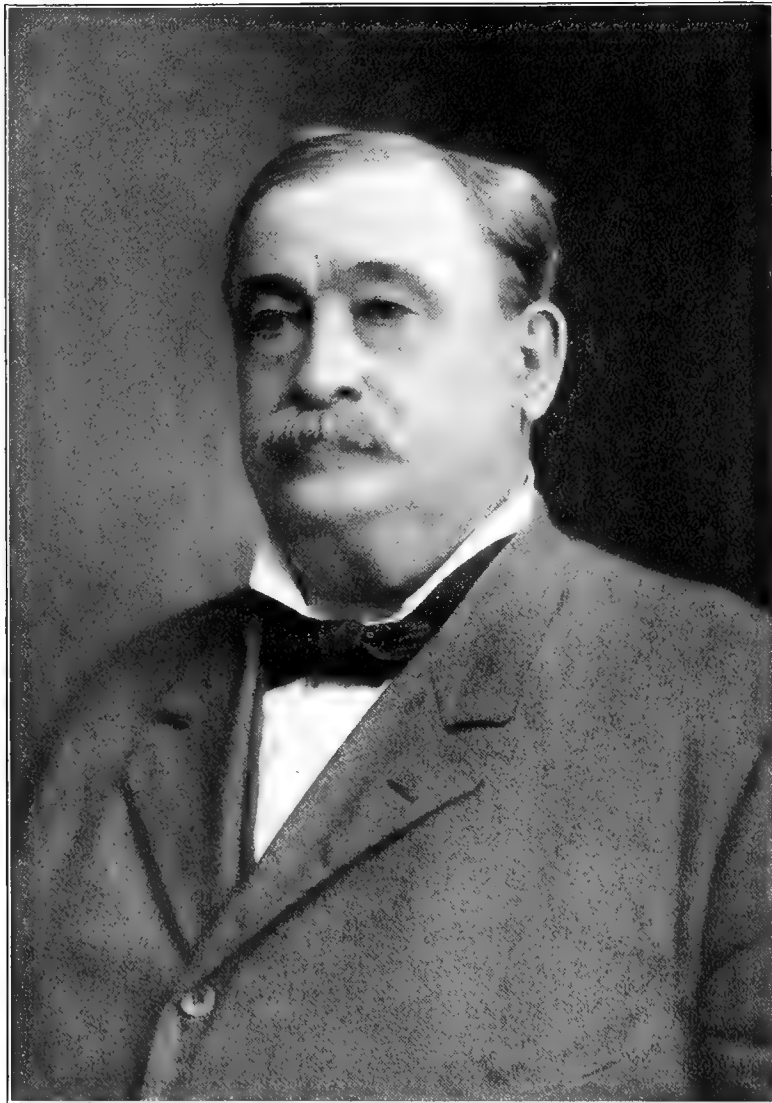
The man who minds his own affairs  
And works to beat the band,  
May not ascend the golden stairs,  
That lead to fame, and land  
The prize he wants, but this I know—  
No matter where he's hired,  
When times are hard and some must go,  
He's not among those fired.

—Birmingham Age-Herald.

#### Touching Verse

At first she touches up her hair  
To see if it's in place,  
And then with manner debonnaire  
She touches up her face.  
A touch to curls behind her ear,  
A touch to silken collar,  
And then she's off to hubby dear—  
To touch him for a dollar.





PHOTOGRAPH BY YOUNG & CARL, CINCINNATI, O

**CLINTON CRANE**  
CINCINNATI, OHIO

# Builders of Lumber History

Number LXXXV  
CLINTON CRANE

(See Portrait Supplement.)

In this special Cincinnati issue of *HARDWOOD RECORD*, it is timely that particular reference be made to that city's foremost lumberman, Clinton Crane. Mr. Crane is not only a builder of lumber history in the particular section where his gigantic operations are carried on, but is also one of the chief, if not the foremost, hardwood lumber producer in the United States. While Cincinnati boasts of a number of men of note in hardwood affairs, Clinton Crane, a striking and lifelike picture of whom forms the supplement of this issue, is preëminently foremost. His life history is closely interwoven with that of the Ohio valley during the past thirty years. He is recognized as a man of forcefulness, clear perception and almost unerring judgment. These attributes, combined with his indefatigable energy, have placed him in the front rank in the lumber industry of this country.

Clinton Crane was born on a farm three miles southeast of Eaton in Preble county, Ohio, October 11, 1844. His father died in the old Black Bear Hotel, in the fall of 1845, while on a business trip to Cincinnati. His mother continued to live upon the farm, operating it herself. Here Clinton spent his early childhood, attending school during the winter months, and working on the farm during the summer. When just past eleven years of age, in the fall of 1855, he first began to earn money by buying cattle, sheep and hogs at Eaton, and selling them in Cincinnati at the old Brighton stockyards.

In the fall of 1857 he stocked with hogs and sheep the Sam Smith slaughter house at John and Findlay streets, Cincinnati. He sold his product on the Cincinnati markets and disposed of the tallow to the soap factory of Procter & Gamble, at that time located at Central avenue and York street.

In the spring of 1861 Mr. Crane removed to Grand Prairie, northwest of LaFayette, in Benton county, Indiana, where he established a cattle ranch, handling and selling cattle for three years, and wintering at Peru, Ind., continuing in the stock business until the fall of 1864.

In the spring of 1865 Mr. Crane entered the log business in Indiana with his brother, W. B. Crane, and continued until the fall of the year 1870, when he formed a partnership with James O. Cole of Peru, Ind., in the lumber business. Here he continued until the spring of 1880, when he went to Cincinnati, on June 15, and started in the sawmill and lumber business in the East End, his present location.

In February of 1894, the partnership of

Cole & Crane was dissolved and an incorporation under the laws of Indiana was formed. This was known as C. Crane & Co., James O. Cole and C. Crane being the principal owners.

Cole & Crane, as a partnership, own large tracts of timber land in West Virginia, partly in fee and partly only stumpage rights, in all about 300,000 acres. The land is located on the Guyandotte River, in Logan, Wyoming, Mingo and Raleigh counties, and 60,000 acres on Little Cole.

In Cincinnati C. Crane & Co. operate three big sawmills on the banks of the Ohio River, the operation stretching for a mile along the river front. This is one of the sights which is never overlooked by visitors to the Queen City. The photographic view presented with this issue was taken especially for *HARDWOOD RECORD* from the hill-tops in Eden Park, which overlooks the great plant.

Three plants, which operate seven band mills, are located on this property, together with a large planing mill. The capacity of the plant is 250,000 feet per day of ten hours, the mills being equipped with electric lights, so that in busy times two turns are operated, when 500,000 feet of hardwoods are cut per day. The mills are equipped with the latest improved machinery, and with every labor-saving device which will expedite the successful operation of the plant. The great yards carry on stock from 30,000,000 to 50,000,000 feet of lumber. The stock at present aggregates more than 40,000,000 feet, and consists of oak, poplar, chestnut, ash and walnut. There is also a good stock of West Virginia hemlock and basswood. The yards are equipped with numerous switches and side tracks, as the Pennsylvania Railroad runs directly through the plant. The yards can load out from twelve to twenty cars per day. The retail trade of the concern handled by wagon-load locally reaches about 150,000 feet per day.

C. Crane & Co. are members of the Hardwood Manufacturers' Association of the United States. James O. Cole is president and C. Crane is secretary-treasurer and general manager of the house.

Mr. Crane says the sawmill end of the business has not been particularly profitable for the past two years on account of the expense attached to getting timber out of the forest, high wages and increased price of stumpage. The timber purchased by Cole & Crane years ago has been very profitable, showing even greater profits than was expected at the time it was acquired.

There are logs enough in the Ohio River at present to run the plants at Cincinnati

until Christmas, with about two-thirds of next year's cut on the banks of the Guyandotte River, ready for the spring run. On account of having a heavy stock of logs on hand this spring the firm has not arranged for a large crop for next year.

C. Crane & Co. own sufficient timber to run their mills for twenty years, all of it virgin growth in West Virginia. In fact, it is the finest poplar, oak and walnut ever logged in that state, as it stands ten to twenty miles back of the main floating streams at the head of creeks and on rich coves, where the finest poplar and walnut grow. Heretofore it has been considered too expensive to build and maintain tram roads so far into the woods. About 100,000 acres of the timber land owned by the concern contains some of the best beds of coal in West Virginia.

Clinton Crane is a big man, physically and intellectually. He is thoroughly democratic and mingles on terms of familiarity with his humblest employe. A visit to Mr. Crane is a matter requiring no formality; there is no liveried sentinel at his office door who requires the presentation of a card to gain access to his presence. Dignity is an unknown element in his makeup and he does not in the least resent being called "Clint" by any of his familiars. The amount of work of which he is capable is astonishing to the average man. He rises early, and often he can be found about his mills or yards at six o'clock in the morning and rarely closes his day's work before six or seven in the evening. He carries his years well, and appears ten years younger than he really is. He is a man of marked characteristics, strong prejudices, and decided personality. While regarded as a man of the strictest integrity, whose word is as good as his bond, he has always been credited with a shrewd trading ability. He makes close bargains, but if by any chance he gets the "hot" end of a deal, he laughs good-humoredly and "takes his medicine."

The great and varied interests which Mr. Crane handles would be appalling to the average business man when handled on the lines that he employs. C. Crane & Co. is essentially a one-man institution. Mr. Crane is absolutely czar. He personally handles every detail from making the plans for buying a 50,000-acre tract of timber, logging a hundred million feet annually, getting this immense quantity of timber to his mills, the details of the manufacture, and the employment of labor, down to the selling of a single carload of lumber. All these things come within his personal care and these transactions are often handled without contract or memo-



randum. Therefore his wonderful memory is a marvelous part of the make-up of this mentally and commercially great lumberman.

In the east end of Cincinnati where the

big Crane plants are located, he is personally known and respected by every man, woman and child. He takes a vast interest in everything that concerns the welfare of Cincinnati and is public-spirited to a

marked degree. Mr. Crane is a member of the Chamber of Commerce and other business organizations and is always ready with his purse to aid in any movement that looks to improvement of the Ohio Valley.

## Fall Meeting Michigan Hardwood Manufacturers' Association

The fall meeting of the Michigan Hardwood Manufacturers' Association was held at the Pontchartrain Hotel, Detroit, Thursday, October 28. The meeting brought out an attendance of representatives of thirty-two houses allied with this organization, or more than half the total number.

The meeting was called to order promptly at 10 o'clock, with President C. A. Bigelow in the chair and Secretary J. C. Knox recording.

After roll call, the minutes of the annual meeting held July 23 last were read and approved.

The secretary presented the following applications for membership: Jerry Madden Shingle Company, Rapid River; W. D. Young & Co., Bay City, and S. F. Derry & Co., Millersburg.

On motion the applicants were admitted to membership.

Secretary Knox then presented his report as follows:

### Secretary's Report

To the officers and members of the Michigan Hardwood Manufacturers' Association, Gentlemen: We have come together at this time to consider and discuss matters of vital importance to each manufacturer of hardwoods, and also of hemlock lumber, in Michigan, and we present to you today the eleventh stock report issued by this association, which we consider one of the most complete reports given you.

The stock report of one year ago contained only ten pages, while the one you have before you contains twenty pages besides the cover. This report was printed on the *Writerpress* in our own office at a nominal expense as compared with printers' bill of something like \$40 for each issue. Your Market Conditions Committee today will present report based on the stocks reported to you in this report, making comparisons with other years, etc.

We have called your attention at previous meetings to the seeming carelessness in which some of the stock reports are presented. We do not lay the blame so much on the manufacturer himself as to the carelessness of some clerk making out the report. The present figures have been carefully scrutinized as the reports have been opened at our office, and if any question has arisen as to their correctness we have communicated with the members by letter and if there was not sufficient time by telegraph or telephone. It is our aim to present to you from time to time figures that can be relied upon, and the manufacturer can aid the secretary in making these reports more complete by looking over his figures carefully before sending to the secretary's office. It is not our aim to be critical or technical in this matter, but to present to you figures that can be depended upon.

In our call for this meeting one of the important subjects to be considered was the handling of hemlock generally along with hardwoods. This question came up at our meeting in Saginaw in February, 1908, at which time a motion was

passed to the effect that "We handle hemlock as we are handling hardwoods, and that the manufacturers pay the same relative amount of expense to gather the statistics on the hemlock as on the hardwoods." Since that time the secretary has gathered stock reports on hemlock handled by our own members, and the Market Conditions Committee will present to you a report covering stocks, prices, etc., for this quarter. Owing to the seeming disinclination of some of our members interested in hemlock, we have only based our assessment on the hardwoods. We trust the question can be settled on a basis satisfactory to each and every member of the association.

The secretary in canvassing for members, especially in the Upper Peninsula of Michigan, has been assured of additional members if we would handle hemlock as we are handling the hardwoods.



C. A. BIGELOW, PRESIDENT.

Several trips have been made by the secretary calling on members and those who should become members of our association, with partial success, and there are several large manufacturers in the Upper Peninsula who should be brought into our association. They have been invited to be present at the meeting today, and we trust we shall see at least some of them here.

Since our last meeting we have enrolled as members W. D. Young & Co. of Bay City; S. F. Derry & Co., Millersburg; Jerry Madden Shingle Company, Rapid River.

The Danaher Hardwood Lumber Company of Dollarville has completed its entire cut and will probably discontinue the manufacture of lumber in Michigan as soon as it disposes of its stocks on hand.

Individual members can aid the secretary in securing additional members if they will. We have made request on you several times and a few of the requests have been acted upon, but the majority of the members have not paid much attention to this subject. Your own in-

fluence would be greater than that of the secretary in lining up manufacturers of your vicinity and I trust you will aid us in this respect as much as possible.

In our last report we announced a withdrawal of four large manufacturers from our association, but we come before you with the same number of reports as shown last year and several reports of new members which are not in this report, as the figures arrived too late to be printed.

The secretary attended the annual meeting of the Hardwood Manufacturers of Wisconsin at Milwaukee September 8. He found among the Wisconsin manufacturers a general optimistic feeling regarding hardwoods in general, the prospects for birch being especially good. The Wisconsin manufacturers had at that time a larger amount of stock on hand than a year ago, but contend that they will be able to dispose of it at fair prices.

There is a movement on foot for the consolidation of the Hemlock and Hardwood Associations in Wisconsin and a committee of three has been appointed by each of the associations to draft a new constitution, by-laws, etc., to take effect January 1, 1910. It was the general impression there that hardwood manufacturers generally hold hemlock and that the work of gathering statistics, etc., could be done at the same time and at about the same expense.

At the fall meeting of 1908 it was voted to levy an assessment of two cents per thousand feet on hardwood lumber actually shipped. The full assessment was levied, having in mind the entertainment of the National association in Detroit, June, 1909. Our treasurer's report shows amount on hand October 1, \$770.51, but this amount will not last us until our next meeting in January sometime, so it will be necessary for the director to levy an assessment to cover expenses for the ensuing year.

Some time ago we made complaint before the Interstate Commerce Commission against the Trans-Continental Freight Bureau for excessive rate on lumber and forest products from the Lower Peninsula of Michigan to the Pacific Coast terminals. This case is on the docket and we are likely to be called on at any time to substantiate the charges made therein. This we expect to be able to do, and have been told by railroad men that we have a good case and are likely to win out, which we hope to be able to do.

Trust the above report is respectfully submitted.

J. C. KNOX, Secretary.

Secretary Knox then read a detailed report on behalf of C. T. Mitchell, treasurer. It showed that the balance on hand September 30 was \$770.51.

On motion the reports of both the secretary and treasurer were accepted.

Chairman Bruce Odell, of the Market Conditions Committee, then made a report, which follows:

### Report of Market Conditions Committee

Your Committee on Market Conditions submits the following report:

From the compilation of stocks as shown by your secretary's report, northern hardwoods gen-

erally are in only moderate supply, with no accumulation in any one wood, while the important wood of Michigan, hard maple, is shown to be low in stock, with not only an unusually heavy demand at this time but every indication of an increased demand for the future.

It is the opinion of this committee that the hardwood manufacturers of Michigan should give especial attention to Michigan hard maple that it be not wasted in cutting or sacrificed in selling. Hard maple has found many new uses as a substitute wood during the past two years, because of the comparatively high prices and limited supply of such woods as ash, hickory, rock elm, etc., and has proven so satisfactory for many purposes that it can no longer be called a substitute but for many of the purposes it is the wood.

The primary use of hard maple, as you all know, has for several years been for maple flooring, for which there is a constantly increasing demand. The real value of maple as a floor is becoming better known, with the result that it is going into more general use and will continue to grow in favor.

Statistics of the manufacturers will show that during the years 1906, 1907 and 1908 the amount of maple used in the manufacture of flooring averaged approximately 250,000,000 feet per year and the year 1909 promises the great-

June 1, 1909, the maple flooring manufacturers had a surplus of maple flooring representing about 25,000,000 feet of maple lumber, while on October 1, 1909, they were oversold an amount of flooring that will require 25,000,000 feet of maple to produce, a reversal of conditions representing 50,000,000 feet in nine months.

The scarcity of No. 2 common and better maple and the higher prices for maple flooring will stimulate the use of No. 3 common maple for factory flooring, which we think will bring the supply well within the demand.

Michigan of course does not produce all of the hard maple, nor does this association include in its membership all of the manufacturers of Michigan, but the state of Michigan does produce the best hard maple in the world and it produces most of it, just as this association includes in its membership the best manufacturers of the state as well as most of them, so that not only the manufacturers of maple lumber in this as well as other states, but the consumers of maple the world over look upon this association as the leader in hard maple. It therefore becomes our duty to see that hard maple brings its true value in the markets of the world. This it has not done heretofore, but with the present awakening it should do so within a very few years.

Beech is the only wood showing any accumulation of stock, which is probably due to the box business, but a large amount of beech is now going into the cooperage and basket business as a substitute wood and as an advance in the price of maple has always been followed by an increased use of beech at advanced prices, we think beech will be in good demand during the coming year.

Birch during the past two years has been growing in favor at constantly advancing prices and with the lightest stock in years we consider the birch market strong.

From the secretary's report you will note there is 25,000,000 feet less of hemlock in stock October 1, 1909, than on October 1, 1908, which indicates much better conditions in the hemlock market.

We believe that the Market Conditions Committee report submitted herewith reflects the present condition of the northern hardwood and hemlock market and that about the values as shown by the report may be obtained for northern hardwoods f. o. b. cars or over rail or vessel and for hemlock on dock, except as noted.

Respectfully submitted,

BRUCE ODELL,  
D. M. KNEELAND,  
JOHN C. ROSS,  
G. VON PLATEN,  
OSCAR L. LARSON,  
W. L. MARTIN,  
F. L. RICHARDSON,  
W. C. HILL,

Market Conditions Committee.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, was then introduced by President Bigelow and delivered an interesting address on the subject of "Hardwood Conditions in the South," excerpts from which follow:

#### Mr. Doster's Address

I have listened with great interest to the reports of the several committees. The interests of the northern and southern hardwood manufacturers are practically identical when it comes to marketing stocks and it is the intent of the southern producers to keep in close touch with the hardwood affairs in the North.

To explain the conditions of trade among the interests I represent, I will state that southern hardwoods come from three sources: the ash, oak and chestnut from the mountain sec-

tion, the hardwood belt in Ohio, Indiana and vicinity, and the oak, cottonwood, gum and kindred woods from the far South. Intermingled with all this is the maple, beech, birch, ash, basswood, sycamore, elm, etc.

Owing to climatic and financial causes, hardwood production has been curtailed from 60 to 70 per cent of normal. Many of the smaller mills have gone out of business on account of financial conditions and the larger mills have been unable to market their product at more than cost of production and have been closed for considerable periods of time in certain territory. The lower grades formerly moving slowly are showing decided improvement. Buyers are studying the necessity of using lower grades, when formerly higher grades only were purchased.

The price of the higher grades of hardwoods held firm through the panic. Prices on poplar and oak increased, owing to a very large demand, and plain oak advanced in sympathy with quartered stock.

In conclusion I will say that the association I represent wishes to keep in close touch with the Michigan association for the mutual interchange of pertinent information.

Considerable discussion then prevailed on the analysis of market conditions as sub-



J. C. KNOX, SECRETARY.

est use of maple flooring of any year in the history of the business, at least 20 percent over that of the past three years, or 300,000,000 feet of maple going into the manufacture of maple flooring, just about 1,000,000 feet for each working day in the year.

Your secretary's report will show that of 4/4 maple better than No. 3 common there was in the hands of the manufacturers October 1, 1909, about 53,000,000 feet, with 44,000,000 feet sold and only 9,000,000 feet unsold. The corresponding period for October 1, 1908, showed 62,000,000 feet in stock, 33,000,000 feet sold and 29,000,000 feet unsold, and October 1, 1907, 63,000,000 feet in stock, 39,000,000 feet sold and 24,000,000 feet unsold.

The manufacturers of maple flooring will require in the eight months from October 1 to June 1, the time at which the new crop will be available, at least 200,000,000 feet of maple. The members of this association could not possibly furnish more than 50,000,000; have the maple flooring manufacturers the other 150,000,000 in stock?

As indication of the increased use of maple we have only to refer to the fact that on



BRUCE ODELL, CHAIRMAN MARKET CONDITIONS COMMITTEE.

mitted by the Market Conditions Committee. Further discussion was postponed until the afternoon session.

On motion of F. A. Diggins, an assessment of 1½ cents per thousand on shipments of hardwoods, including stock handled by the flooring factories, from October 1, 1908, to October 1, 1909, was made to provide for funds to carry on the association work for the coming year.

Bruce Odell stated that the association had filed a complaint before the Interstate Commerce Commission against the Trans-Continental Freight Bureau for a reduction of freights from 85 cents to 75 cents to Pacific coast points from southern Michigan peninsula territory. This action was taken to place southern Michigan shippers in as good a position as those of the northern peninsula and of northern Wisconsin.

Secretary Knox explained in detail the

effort he had made before the Trans-Continental Freight Bureau for this reduction without having recourse to a complaint before the Interstate Commerce Commission. He stated that it would probably be necessary to employ an attorney to present the association's case in the hearing.

F. A. Diggins offered a resolution to the effect that the matter of employing an attorney for this purpose be left with the Board of Directors of the association, with power to act, and that the expense incurred should not exceed \$200. This resolution was adopted.

The meeting then adjourned until 2 p. m.

#### AFTERNOON SESSION

On reconvening at 2 p. m. the discussion on market conditions was resumed, and on motion of R. Hanson the report was approved as originally presented by the committee.

The president introduced C. F. Lusk of Owen, Wis., assistant secretary of the Wisconsin Hardwood Manufacturers' Association, who addressed the meeting on the work of that organization. He stated that the organization of which he is assistant secretary and chief inspector, is working in harmony with the Michigan Association and is meeting with excellent success.

There was then taken up the subject of hemlock statistics and the handling of hemlock inspection, etc., in connection with the work of the Michigan Hardwood Manufacturers' Association. There was a great deal of discussion on the subject. Bruce Odell stated that there was no uniformity on hemlock grading in various parts of the state. He said that Cadillac has a system in force, involving the separation of hemlock into six grades, which has been employed for the past eleven years, and which

is entirely satisfactory to the Cadillac contingent. He doubted if any change in the hemlock inspection would be satisfactory to these manufacturers.

W. L. Martin, of Cheboygan, stated that he saw little chance for uniformity in hemlock inspection between the water-shipping points and the interior car-shipping points so long as the water shippers had recourse to the employment of inspectors to pass judgment on grading.

R. Hanson advocated the exclusive hemlock manufacturers joining the hardwood association as they would receive the benefit of the good work done by the organization in the matter of securing statistics and other information.

F. L. Richardson, of Alpena, stated that there were no hemlock statistics obtainable covering the output of the Huron shore, although such figures were supposedly prepared. He stated that he could see no object in the water shippers abandoning their present organization and joining the Michigan Hardwood Manufacturers' Association.

G. von Platen suggested that hemlock statistics be obtained at the expense of the hardwood organization and that no charge be made against the hemlock contingent.

Ralph Gilchrist, of Alpena, advocated the union of the hemlock and hardwood interests.

W. C. Hull, of Traverse City, stated that hemlock inspection in the state of Michigan had never advanced beyond the stage where an inspector threw a 2x4 over a jack and if it didn't break in two it "went"; otherwise it didn't.

After further discussion, on motion of Mr. Hull the entire subject of hemlock grading was referred to the Grading Committee with the request that a report be made at the next meeting.

Ralph Gilchrist suggested to the meeting

and for the attention of the Grading Committee that a Bureau of Hemlock Grades be established, and that competent inspectors be employed to review the grading of the various members.

On motion of R. J. Clark the next meeting of the association was scheduled to be held at the Pontchartrain Hotel during the latter part of January, 1910. On motion the meeting adjourned.

There were present:

R. J. Clark, Peninsula Bark & Lumber Co., Sault Ste. Marie.  
J. C. Knox, secretary Michigan Hardwood Manufacturers' Association, Cadillac.  
John C. Ross, Ross & Wentworth, Bay City.  
Charles A. Bigelow, Kneeland-Bigelow Co., Bay City.  
S. M. Kneeland, Michelson & Hanson Lumber Co., Lewiston.  
G. von Platen, Boyne City.  
J. Sullivan, Cedar.  
D. H. Day, Glen Haven.  
W. C. Hull, Smith & Hull Co., Oval Wood Dish Co., Traverse City.  
R. Hanson, Salling-Hanson Co., Grayling.  
O. S. Hawes, Johannesburg Manufacturing Co., Johannesburg.  
M. L. Williams, Williams Bros. Co., Cadillac.  
O. L. Larson, Buckley & Douglas Lumber Co., Manistee.  
E. R. Coolidge, Southern Lumberman, Nashville.  
G. A. Damon, American Lumberman, Detroit.  
F. A. Diggins, Murphy & Diggins, Cadillac.  
W. L. Martin, Embury-Martin Lumber Co., Cheboygan.  
F. L. Richardson, Richardson Lumber Co., Alpena.  
H. M. Stack, Escanaba Lumber Co., Masonville.  
C. R. Duggan, Tindle & Jackson, Pellston.  
Bruce Odell, Cummer-Diggins Co., Cadillac.  
F. A. Kimball, Churchill Lumber Co., Alpena.  
C. F. Lusk, assistant secretary Wisconsin Hardwood Manufacturers' Association, Owen, Wis.  
M. H. Robertson, East Jordan Lumber Co., East Jordan.  
E. C. Groesbeck, Stearns Salt & Lumber Co., Ludington.  
N. M. Langdon, Antrim Iron Co., Mancelona.  
Bruce Green, Williams Bros. Co., Cadillac.  
Lewis Doster, secretary Hardwood Manufacturers' Association, Cincinnati, Ohio.  
Henry H. Gibson, HARDWOOD RECORD, Chicago.  
Walter N. Kelley, Kelley Lumber Co., Traverse City.  
Robert H. Rayburn, Island Mill Lumber Co., Alpena.  
F. W. Gilchrist, Alpena.  
Ralph E. Gilchrist, F. W. Gilchrist, Alpena.  
George M. Clifton, Louis Sands Salt & Lumber Co., Manistee.  
O. J. Smith, R. G. Peters Salt & Lumber Co., East Lake.

## Educational Meeting Extension Table Manufacturers

A mass meeting of the various clubs affiliated with the Central Bureau of Extension Table Manufacturers was held at the Auditorium Hotel, Chicago, Tuesday, October 26. The meeting was held in the banquet hall of the hotel and there was a large and enthusiastic attendance. These general mass meetings are usually of an educational character, and they have been of inestimable benefit to the members of the bureau. Secretary Wulpi is a man of energy and insight and invariably gets up profitable and interesting programs.

The sessions were presided over by President J. A. Conrey of Shelbyville, Ind., who upon motion was chosen permanent chairman of the meeting. The first business was the roll call of membership, and then followed the commissioner's annual report. This covered the work done by the bureau during the past year, including what had

been accomplished by the collection department, which is doing excellent service in taking care of disputed and bad accounts for members at very low cost. This feature of the bureau is showing rapid growth, and practically all the collection business of the members is now handled through this means.

Next on the order of business was the report of A. M. Weinhardt, treasurer, followed by reports from the local clubs affiliated with the organization on the condition of membership. These brought out the fact that the membership of the bureau has been almost doubled in the past year. This practically completed the routine business which was to come before the meeting, and the special features were then taken up.

A most interesting topic that Secretary Wulpi had worked out and which he illustrated by means of figures and charts was the problem of factory lumber waste. The

subject brought out a great deal of interesting and helpful discussion, which consumed the time up to the luncheon hour.

#### How to Buy Lumber and Get a Square Deal

When the meeting was called together again for the afternoon session, Lewis Doster, of Cincinnati, secretary of the Hardwood Manufacturers' Association, entertained the attendants with a valuable talk on "How to Buy Hardwood Lumber and Get a Square Deal." This address contained many valuable hints on the buying and grading of hardwood and was as follows:

Mr. President and Gentlemen: The pleasure of being invited to appear before your association at this time is more than I can express. To thoroughly demonstrate to you the methods of hardwood handling used by the organization I represent is what I hope to do here, and I hope the subject will prove interesting to you.

My career in the lumber business has led me

through the different stages of the product from the log to the finished article, but the past seven years have been entirely devoted to organization work, and the publicity which has been given was mainly along the line of how to organize. In this work I appeared before different organizations who were in development, the same as we had been in the past, and worked with them for uniformity on all matters in the manufacture of lumber and of lumber products. After these various stages devoted to the establishment of this work, we find ourselves in a position to show results and what we propose to do at the present time.

My subject, I am glad to state, is something which is of interest to you as well as the entire hardwood industry, and our development has been interwoven with it to such an extent that I can deal frankly, intelligently and successfully with this vital and important subject, "How to Buy Hardwood Lumber and Get a Square Deal."

The Hardwood Manufacturers' Association of the United States, which I have the pleasure to represent, authorizes me to convey to you greetings from an organization representing over three hundred and fifty concerns, who, at times, operate nearly seven hundred sawmills, and when conditions are favorable prepare for the markets lumber to the amount of nearly one billion feet annually.

Our organization work is divided into various departments, bureaus, etc., and it is not my intention to elaborate on our entire organization work, but to select the important bureau—the one which is the most expensive, that we spend the most time and thought on, and which develops a "square deal" policy, and that is the Bureau of Grades.

Our policy is to grade lumber for everybody, and to grade it right. We have a grading rule book which is written in language so clear as to avoid any misinterpretation by inspectors. The rules have emanated from a careful study of the different sources of supply to the different sources of consumption, separated into different series of grades for the expensive, medium or cheaper classes of work which are necessary to cover the different needs of consumption.

The lumber buyer, or your purchasing agent, may not be an expert in the grading of lumber and sometimes not a thorough lumberman, and, as a rule, required to buy everything needed for the finished article, such as hardware, glue, leather, varnish, besides lumber. While interested in all, he is not able to thoroughly understand the various aspects of the raw lumber product as he is other similar commodities, and the word of others must often be taken to guide him in his deliberations. That is where we come in as a factor.

To faithfully promote the duties of our rule book, intelligent inspectors are placed in the different consuming markets where lumber is used, and on the appearance of any complaints these men are sent to the yards of the purchaser to grade the lumber. Their visit there is an important one. They give quick action; they will separate, if necessary, all the grades they find; they will explain all the grades as they come before them to your men, when such information is desired. As soon as the work is complete, a report is made out; a copy is given to you as a customer, the duplicate to the shipper, so that both are intelligently advised as to the exact condition of this car.

At times, when we find lumber which is either manufactured poorly, improperly shipped or graded, we send to the mills the very man who discovered such lumber in the markets, and through his influence and instructions we are able to correct such evils. It is our endeavor to overcome disputes. They retard the movement of the lumber in transit from the sawmill to cutting up for the finished product. They cause a bulk of correspondence and delay, which should be reduced. They cause a feeling of enmity between the purchaser and the seller, and when such are

avoided the channels of commerce through the industry are smoothed out for quick action and results.

Purchasers of lumber, after receiving the copy of inspection reports, have an assurance of obtaining the proper grade; if they object to the same, it can be reinspected by an acting or chief inspector, who gives a businesslike investigation for your benefit. Again, lumber produced that is not desirable for your needs is reported.

Under the subject of grading, we might state that there is one matter which has destroying influences in the industry. Many people have found time and opportunities to criticize our methods, but, gentlemen, let me tell you, from the investigation we give all complaints, we find active knocking is usually a good boost, for it so often develops methods which are not what we consider wholesome business, one of the most troublesome of which is the "mixing proposition." We all know the furniture trade do, and always will, purchase certain grades according to their desires, but the mixing evil I refer to is occasioned by the man who will buy from the shipper of lumber a car of firsts and seconds containing 20 to 35 per cent of No. 1 common in the car thoroughly mixed. He will buy a car of No. 1 common with 20 to 50 per cent of No. 2 common thoroughly mixed. He will buy a straight car of No. 2 common, and then all is invoiced as a straight higher grade. Naturally, there are a great many complaints created when the lumber arrives, and it has been a "tune" that has been played long, but not with so much success lately, placing the cause on grading under the Hardwood Manufacturers' Association rules. It has not received support from us, and the manufacturers of lumber in the association I represent deprecate this habit by giving to the buyer the true grading, using their official book, with the yellow back and double red stripe across the face.

With a system of reports, we keep before the manufacturers the kind, thickness and grade of stocks which are short items. It has been our work to watch this point and have ready for the buyer quickly all short items to insure a more even market. *A high price on a short item does not make money for the industry; a medium price on a general stock is a much more healthy condition.*

In the manufacturing end of the business the larger operators who can afford to produce the lumber find it advantageous to assist the smaller producers to properly manufacture and grade their material uniformly, and it helps to keep the price uniform. *Cheap lumber for a customer is expensive when not manufactured or graded for his wants.*

Everything we have in our association tends to bring together the producer and the purchaser. However, all policies of cooperation must be based on close affiliations. The manufacturer alone cannot do all that is wanted to bring the trade together. The consumers of the various products must work with him. You, as table manufacturers, are one of the important parts of the chain to mutually provide the links of uniformity. We ask you to work with us. When we are together we learn each other's ideas, what is to be done for you, and by such methods you will be better off. Remember, the manufacturers of hardwood never want to produce or sell anything the consumer does not want.

Consumers of lumber are eligible to membership in this association. They join us with the intention of obtaining information from time to time of what we are doing and what they desire. You are eligible and can come in if you wish to take advantage of an organization which is mutually in sympathy with the principle which you desire as a purchaser of hardwood lumber, and which we want as producers—"a square deal." We guarantee it by asking you to buy on the methods of the Hardwood Manufacturers' Association of the United States.

Supplementing Mr. Doster's address, Henry H. Gibson, editor of HARDWOOD RECORD, Chicago, gave an interesting talk on "The Evolution of Hardwood Production." Mr. Gibson's introductory remarks follow; from this point on, his address was practically a repetition of an editorial in the October 10 issue of HARDWOOD RECORD, entitled "The Logical Evolution of the Hardwood Lumber Business":

I thank you for the pleasure of appearing before you today, and wish to talk on the possibility of some practical economics in the purchase of the hardwoods employed in your manufacturing institutions. As a "reformed" lumberman, and as editor of the only hardwood newspaper published, it may be that I can suggest some things to you that may prove of interest.

About half of the hardwood lumber manufactured in the United States is produced north of the Ohio river. The remaining half is manufactured south of that stream. Hardwood lumber is consumed where we make things out of wood, and 85 per cent of the total consumption is utilized in the very small spot on the great big map of the United States involved in southern Wisconsin, southern Michigan, Illinois, Indiana, Ohio, Pennsylvania and New York.

An intimate acquaintance with hardwood production, running back through a good many years, makes it possible for me to state with a good deal of authority that very few hardwood lumbermen who have operated north of an east and west line drawn through the Straits of Mackinaw, or south of an east and west line through Greenville, Miss., have ever achieved any material profit from their operations. On the other hand, good financial results have been secured from hardwood manufacture in central territory, where hardwood is employed for remanufacturing purposes. These results have been attained simply because it has been possible to market in this territory low grade hardwood on a low freight rate.

The area of hardwood timber growth involved in the region that consumes the greater portion of it is fast becoming depleted; it is growing smaller and smaller every year; and you, as buyers of hardwood lumber must needs recognize that you will have to go farther and farther from the point where your factories, your labor and homes are located in order to secure your supplies.

The table of net cutting results of various grades of lumber shown on the diagram exhibited in this room, shows conclusively that you are paying freight on from 20 to 50 per cent of lumber that eventually finds its way into your fire room.

These two addresses brought out considerable interesting discussion and the two men were given a vote of thanks by the association.

The balance of the session was taken up by an address on "The Value of the Cost System," and a discussion of the subject by the various members present. J. A. Conrey was again chosen president of the bureau and it was decided to hold the next meeting at Indianapolis some time during the month of May.

U. M. Guilford of West Branch, Mich., has purchased a body of timber on the Lincoln branch of the Detroit & Mackinac railway, in Alcona county. It contains 5,000,000 feet of hemlock and hardwood. Mr. Guilford will cut the timber this winter and expects to establish camps at once.



## Hardwood Record Mail Bag

[In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.]

### In Commendation

FORT WAYNE, IND., Oct. 27.—Editor HARDWOOD RECORD: We commend the article on page 16 of the issue of HARDWOOD RECORD of October 25, under the caption "The Logical Evolution of the Hardwood Lumber Business" as sound common sense. We believe manufacturers generally have failed to recognize the cost of producing clear dimension stock.—HOFFMAN BROS. COMPANY.

The RECORD is glad to receive this endorsement of its position on the dimension stock proposition from this foremost hardwood lumber, veneer and dimension stock concern. If there is any house in the country whose opinion on this subject is worth having, it is that of Hoffman Bros. Company.—EDITOR.

### Wants Market for Gum Veneers

GARLAND CITY, ARK., Nov. 7.—Editor HARDWOOD RECORD: As you will note, we are in the gum veneer business. The most of our cutting is heavy stock, principally one-quarter inch. We therefore have quite a large core left, as heavy stock cannot be cut down as closely as thin stock. We are looking for a market for some thin stock not to exceed one-eighth of an inch, and less would be better, in narrow widths. Will you kindly place us in correspondence with buyers of this class of material?

The above concern are manufacturers of rotary cut gum veneers, and anyone desiring to communicate with them with a view of purchasing the stock mentioned can have the address by writing this office.—EDITOR.

### Quick Returns from Record Ad

SOUTH BEND, IND., Nov. 5.—Editor HARDWOOD RECORD: We thank you for your promptness in sending us lists of buyers of our class of material and beg to ask if these are to be returned and, if so, how soon you require them.

## News Miscellany

### J. W. Wells Discontinues Menominee Operations

J. W. Wells, president of the J. W. Wells Lumber Company of Menominee, who for thirty-three years has continued most successfully lumber operations in that section of Michigan, has decided to discontinue work at that city. The decision follows the burning of the Menominee mill a short time ago, coupled with the fact that the companies Mr. Wells controls are in Wisconsin, where he has large modern mills. Although he will discontinue manufacturing at Menominee, Mr. Wells will still retain his head offices at that place, and will continue to be a prominent and influential figure in the lumber trade of the state. Mr. Wells has extensive timber interests both in the United States and Canada; he operates mills at Dunbar and Wausaukee, Wis., and these interests will be augmented in the near future by the addition of a hardwood flooring factory, which it is said will be the largest in the world.

J. W. Wells was largely instrumental in building up the immense organization of the I. Stephenson Company of Wells, Mich., of which he is general manager. The mills, railroads and lumbering business created by Mr. Wells represent the greatest commercial proposition in the

We are pleased to advise that we have received one order from a new concern in response to our advertisement in RECORD, which we think is rather quick work, as the advertisement had its first insertion on October 25.—STEPHENSON MANUFACTURING COMPANY.

### Revised Rules for Grading Oak Flooring

PHILADELPHIA, PA., Oct. 29.—Editor HARDWOOD RECORD: Can you supply me with the grading rules under which oak flooring is manufactured and shipped? Thanking you for any information you can give me along this line.

The latest revised rules for the grading of oak flooring, adopted by the leading manufacturers of this material in the country on October 5, 1909, are as follows.—EDITOR.

The grades of oak flooring shall be known as clear, sappy clear, select, No. 1 common and factory.

#### QUARTERSAWED.

Clear—Shall have one face practically free of defects, except  $\frac{3}{8}$  of an inch of bright sap; the question of color shall not be considered; lengths in this grade to be 2 to 16 feet, not to exceed ten per cent under 4 feet.

Sappy Clear—Shall have one face practically free of defects, but will admit unlimited bright sap. The question of color shall not be considered. Lengths in this grade to be 1 to 16 feet.

#### PLAIN SAWED.

Clear—Shall have one face practically free of defects, except  $\frac{3}{8}$  of an inch of bright sap; the question of color shall not be considered; lengths in this grade to be 2 to 16 feet; not to exceed ten per cent under 4 feet.

Select—May contain bright sap, and will admit pin-worm holes, slight imperfections in dressing; or a small tight knot, not to exceed 1 to every 3 feet in length; lengths to be 1 to 16 feet.

No. 1 Common—Shall be of such nature as will make and lay a sound floor without cutting. Lengths 1 to 16 feet.

Factory—May contain every character of defects but will lay a serviceable floor with some cutting. Lengths, 1 to 16 feet.

members of the association through his connection with the Massachusetts Forestry Association, of which he was secretary and treasurer for a number of years, and also because of his activity in the American association, particularly in pressing the Appalachian-White Mountain bill. At the last meeting of the organization he was elected to the Board of Directors.

Mr. Start is a man well versed in forestry matters and a very happy choice for the place of secretary. He will give special attention to the Appalachian-White Mountain legislation and other special interests for which the American association stands.

### C. L. Harrison Married

At noon on October 20 occurred the marriage of Miss Maud Genevieve Rozier of Ste. Genevieve, Mo., and Charles Luce Harrison of Cape Girardeau.

Miss Rozier is a descendant of one of the oldest and most aristocratic French families in America, being a branch of the well-known Valle family. She is a young woman of splendid



C. L. HARRISON OF MOREHOUSE, MO., RECENTLY MARRIED.

accomplishments, and is the daughter of Mr. and Mrs. Henry L. Rozier of Ste. Genevieve.

Charles L. Harrison, as is universally known among the hardwood trade, is the popular and efficient young secretary of the Himmelberger-Harrison Lumber Company of Cape Girardeau.

The bride and groom left on the evening of the wedding for an extended trip through southern California.

The RECORD extends its heartiest congratulations to the young couple.

### Meeting Executive Board Hardwood Manufacturers' Association

On October 30 was held a meeting the Executive Board of the Hardwood Manufacturers' Association in the offices of the organization, First National Bank building, Cincinnati.

A full representation of the board was in attendance and President R. M. Carrier was in the chair.

After dispensing with the reading of the minutes of the last meeting of the board, Secretary Foster reported his movements since the last meeting, including the conventions which he had attended, at all of which he was invited to make addresses.

The work of the New York office was carefully gone over, including the report system at that end, inspection matters, certificates issued, etc., all of which was approved by the board.

### New Secretary for the American Forestry Association

At a meeting of the Board of Directors of the American Forestry Association, which was held in New York city, October 18, Edwin A. Start of Boston, Mass., was elected secretary of the organization. Mr. Start is well known to the

A new statement of market conditions was discussed and the secretary was instructed to proceed with the issuing of same, starting a canvass immediately.

The present condition of the finances of the association was thoroughly gone into, but no action on this subject was deemed necessary at this time.

It was decided to hold the annual meeting of the association at Cincinnati, January 18, 19 and 20, 1910, at the Sinton Hotel.

The question of a program was taken up, and it was the desire of the board that Gifford Pinchot, head of the United States Forest Service, be present in person at the next annual meeting, and an invitation will be extended to him.

The manufacturers will be requested to bring their stock lists to the forthcoming annual and they will be notified regarding the new feature of trading on the floor. There will be a blackboard, on which will be arranged a form, so that the different stocks can be offered and the selling take place in the regular program. Three hours or more will be devoted to this feature.

On motion, duly seconded, the board decided to appoint a committee of five as a permanent committee to carry on the important work of contracts, as to terms of sale.

The secretary was instructed to use his judgment regarding convention buttons or badges. A number will be given to each one present at the annual, and at the end of each day a register will be made up and printed in convenient pocket form, so that the different delegates and others present can become acquainted with each other.

After other general subjects of interest to the association were taken up and action decided on for the guidance of the secretary's office, the meeting adjourned *sine die*.

#### Meeting Technical Publicity Association

The Technical Publicity Association, an organization composed of the advertising managers of leading machinery manufacturers and other technical concerns of the country, held its first monthly meeting for the season of 1909-10 in its headquarters, 14 Gramercy Park, New York, October 14. There was a good attendance, and all present enjoyed the informal dinner and the interesting program which followed.

The president of the association, Charles S. Redfield, advertising manager of the Lale & Towne Manufacturing Company, was toastmaster. The only extended address was that of George French, editor of Advertising and Selling. Preceding his remarks the attention of the members was occupied with reports of committees. The chairmen who were called upon outlined the work to be done during the winter months.

Howard M. Post, advertising manager of the Western Electric Company, told of plans for

a systematic, analytical study of effectually tracing results from trade paper advertising. The keying method, he said, has proved inadequate. There should be some way of determining the effect of such advertising, he declared. At the conclusion of a discussion on this subject, in which every point of view was presented, Mr. Post was made chairman of a committee to outline this study work for the association.

"It is about time for advertisers to cease to shy at that word psychology," said Mr. French. His remarks were an interesting presentation of the psychological and artistic aspect of advertising. His hearers were taken into the field of optics, and shown the effect advertisements have upon the eye of the reader.

Mr. French took as his text the postulate of Hugh Chalmers in a recent address at Louisville. Mr. Chalmers he referred to as "the greatest salesman, perhaps the greatest advertiser, in the country." This postulate is that every sale by anyone anywhere is made in a man's mind—the mind of the one to become the purchaser.

In concluding Mr. French restated his thesis in these words: "It is from science and pseudo-science, from art and physiological-psychological questions such as optics, the groundwork of advertising, that we can gather a great fund of strength and knowledge. Not only that, but it is a delightful field to grub around and study in."

Mr. French spoke throughout with much earnestness. His talk was highly appreciated by the advertising men present, among whom were a number of trade publishers. Questions were asked during the course of his remarks and a lively discussion ensued at the close.

After disposing of business matters the association adjourned, to meet again in the same place on November 11. All voted the October meeting a highly interesting and profitable one.

#### Sailed for Germany

Dr. C. A. Schenck, head of Biltmore Forest School, accompanied by forty of his students, sailed on Tuesday for a tour of the German national forests. The remainder of Dr. Schenck's household will continue their studies in the Pisgah Forest during the coming winter and on the return of the German contingent will enter upon their forest duties in April at Townsend, Tenn., at the operation of the Little River Lumber Company. Later in the season the entire school will be removed to Tomah, Wis., at the operations of the C. A. Goodyear Lumber Company, and perhaps at a later date will visit some logical point in Michigan. The address of Dr. Schenck and his students who are abroad for the next few months will be Darmstadt, Germany.

Dr. Schenck is doing a splendid educational work, and his increased success as the years go

by is certain. The accompanying picture shows part of his students, and was recently made at Biltmore, N. C. They are surely a manly and energetic looking set of chaps and every one of them deserves success.

#### Wisconsin Land & Lumber Co. Make Big Purchase

The largest auction sale ever held in the Menominee valley was conducted recently when the entire holdings of the William Mueller Lumber Company were sold by Court Commissioner John E. Tracy to R. C. Flannigan for the Wisconsin Land & Lumber Company of Hermansville, Mich., for \$375,000. The entire holdings of the concern, including 30,000 acres of land, much of it covered with valuable timber, a town and a railroad, were disposed of.

The circuit court, in ordering Commissioner Tracy to wind up the affairs of the company, had authorized him to accept not less than \$375,000. The assets of the company are estimated by conservative lumbermen to be worth about \$1,000,000. Many of the most prominent lumbermen of Michigan and Wisconsin were present at the sale. The William Mueller Lumber Company was established in 1868 in Schoolcraft county, Michigan, where it absorbed large holdings of timber. It became one of the largest and most prosperous firms in that section, holding immense tracts of timber in Schoolcraft, Menominee, Dickinson, Marquette and Chippewa counties, with office at Blaney, which town it owned. It also built and operated a railroad six miles in length. Its enterprise in 1902, when it purchased immense tracts of timber in Chippewa county and founded the town of Blaney, resulted in financial ruin, and after a long struggle against adverse fortune the company turned its property over to its creditors in 1906.

#### John R. Davis Plant Burned

Fire in the large sawmill of the John R. Davis Lumber Company of Phillips, Wis., recently utterly destroyed the building. Although rain prevented the spread of the flames to other buildings, the sawmill was soon beyond control and in less than an hour it was in ruins. The loss is estimated at \$150,000, partly covered by insurance.

The John R. Davis company built this mill about thirty years ago to take the place of one which was also destroyed by fire. It was one of the largest sawmills in the state.

#### A New Southern Hardwood Operation

The Leavitt Land & Lumber Company, a Chicago-Arkansas corporation, has for several months had under course of construction a large band mill at Dermott, Ark. This mill is now practically completed and the company expects to have it in operation by November 15. The



GROUP OF BILTMORE FOREST SCHOOL STUDENTS



plant will be one of the most up-to-date hardwood mills in the South and will be fitted up with modern machinery and labor-saving devices of all descriptions. It is equipped with a Filer & Stowell 14-inch bank mill and a 6-foot resaw will be put in shortly. It will have a capacity of 50,000 feet a day. Later the company expects to install a hardwood dimension mill at this plant. The company owns 30,000 acres of timber land and the property on which the mill is located comprises 235 acres, situated on Bayou Bartholomew.

The starting of operations at Dermott has necessitated several changes in the active force of the Leavitt Lumber Company of Chicago. E. J. Petteys, who has been connected with the Leavitt operations for six years and who recently has been in charge of the office and yards in Chicago, will be located at Dermott as manager of the mill. Mr. Petteys has had abundant experience in this line and is in every way competent for his new duties. He will be succeeded at Chicago by W. G. Ramshaw of this city, who has been connected with the trade here and in the South for some years. The superintendent of the mill at Dermott will be Fred Emory, who has been associated with the company at Hollywood, Miss., for several years, and T. P. Dawkins, an expert woodsman, will have charge of the logging operations.

The company has already gathered a large quantity of logs at the new mill and has everything in excellent shape to begin business as soon as the mill is ready.

The officers of the company are: President, Jerome G. Leavitt, general manager of the Twin Tree Lumber Company, Maplesville, Ala.; vice-president, William H. Morris, treasurer of the William Morris & Sons Company, Chicago; treasurer, H. B. Leavitt, president of the Leavitt Lumber Company, Chicago; secretary, E. J. Petteys, for some time manager of the Leavitt Lumber Company's Chicago yard.

### Lumber Mayor Celebrates Seventieth Birthday

John M. Woods, the well-known mayor of Somerville, Mass., and head of the firm of John M. Woods & Co. of Boston, celebrated his seventieth birthday on October 22 by a large reception at his home, to which were invited all of the people of Somerville. Mr. Woods is a man of broad appreciation and this general invitation was very characteristic of him. He knew most of the guests by name, and there were a large number of them, and none received a formal invitation. Many out-of-town guests of prominence also attended the reception, and there were many congratulations and regrets from those who were unable to attend.

The Woods' home was beautifully decorated with roses, chrysanthemums and carnations, the upper rooms being draped profusely with autumn leaves. An orchestra provided music throughout the evening, and his two daughters, Mrs. Charles H. Sherburne and Mrs. Walter K. Godfrey, assisted their parents in receiving. The garden of the Woods' home was brilliantly lighted with strings of electric lights, and the guests roamed about through the trees and enjoyed the evening immensely.

It was a typical neighborhood gathering, and its lack of formality and the general good spirit which prevailed showed the popularity of this man, who was celebrating a milestone in a long and useful life.

### Meeting Memphis Lumbermen's Club

The regular semi-monthly meeting of the Lumbermen's Club of Memphis was held at the Gayoso Hotel, November 6. C. M. Kellogg, first vice-president, was in the chair in the absence of Robert Greenawald. The attendance was

fairly large and the occasion was highly enjoyable. The usual luncheon was served.

James E. Stark, chairman of the River and Rail Committee, brought to the attention of the club the obstinacy of the agents of the Southern and Western inspection bureaus in accepting estimated weights on carload shipments of lumber and, on motion of W. R. Barksdale, the following rather strong resolutions on the subject were adopted:

Whereas, It is reported by a number of members of the Lumbermen's Club that the Southern Weighing & Inspection Bureau and the Western Weighing & Inspection Bureau decline to accept reasonable proof of the estimated weights of lumber in adjusting overcharges in weights of carload shipments, but on the contrary are arbitrary and very unreasonable in their rulings. Therefore be it

Resolved by the Lumbermen's Club of Memphis, Tenn., That we condemn the present practices as enforced by said bureaus as being unreasonable, unfair and unjust, and recommend that our River and Rail Committee take this matter up with said bureaus with a view of protecting our members against these unjust practices.

Secretary Thompson read a letter from the Illinois Manufacturers' Association, asking the club to take some action against the proposed increase by the Western Union and Postal Telegraph companies in charges on code messages which becomes effective in December and which will hit the lumbermen rather hard. Members of the club had not received notice of the proposed increase in cost of sending codified messages, and a committee, consisting of A. L. Foster, James R. Blair and George W. Fooshe, was appointed to investigate the matter and report back to the club at its next meeting.

On motion of W. R. Barksdale, it was unanimously voted to amend the by-laws of the club so as to throw the election of officers on the first Saturday after the second Monday in December. This will make it possible to elect officers before the end of the year and also for the officers elected to be installed at the first meeting of the new year.

Frank R. Gadd of the Wisconsin Lumber Company of Chicago, but with offices at Deering, Mo., was elected an associate member of the club and the names of two other lumbermen were brought to the attention of the meeting. Votes on their applications will be taken at the next meeting two weeks hence.

### Death of a Prominent Detroit Lumberman

Alden O. Carter, well known to the hardwood lumber trade as secretary of the Dwight Lumber Company, Detroit, Mich., died Wednesday, November 3, after an illness of over a year's duration, although he was not confined to his house except at intervals until the last few weeks of his life.

Mr. Carter was born in Chelsea, Mass., in 1848; he came of old New England stock. His father, Horace Carter, was one of the first Massachusetts volunteers in the Civil war, and gave his life for the Union. After a grammar school education Mr. Carter entered commercial life in Boston. In 1872 he went to Detroit and entered the employ of William M. Dwight & Co., and on the organization of the Dwight Lumber Company he became its secretary, which position he held until his decease.

Mr. Carter was a man of strict integrity, affable and courteous in his manner, wise and cautious in judgment, and faithful to all his duties. Mr. Carter's business life of nearly forty years gave him a large acquaintance in the lumber trade in New York state and through New England and among the hardwood manufacturers of Michigan and the South. His knowledge of the business and his courteous manner won him the esteem and regard of all with whom he came in contact.

Mr. Carter is survived by his widow, a son, Horace E. Carter, cashier of the Dwight Lumber Company, and a daughter, Mrs. S. J. Young.

### Meeting Philadelphia Exchange

The Lumbermen's Exchange of Philadelphia held its regular monthly meeting, preceded by the usual luncheon, November 4, President Herbert P. Robinson in the chair.

At this meeting the Cummer Lumber Company, N. B. Gaskill, manager, and the Whiting Lumber Company were elected members of the exchange.

A letter was received from the Philadelphia Car Demurrage Bureau, stating that 1,687 cars of lumber were reported to the department by the various stations of all lines of railroads within the city during the month of September, 1909, which contained 25,305,000 feet of lumber. For the same month of 1908 the total was 1,049 cars, or 15,735,000 feet of lumber, showing an increase over last year of 9,570,000 feet. The receipts for September, 1909, showed the largest amount received during any month since August, 1907.

A communication was received from the National River and Harbor Congress calling the attention of the exchange to the fact that the sixth annual convention of this body will be held at Washington, D. C., on December 8, 9 and 10, and requesting that the exchange send delegates to same.

A resolution was passed authorizing the president to appoint five delegates to represent the exchange at this meeting.

### November Meeting Cincinnati Lumbermen's Club

The November meeting of the Cincinnati Lumbermen's Club was held in the parlors of the Gibson House on November 2. A most delightful dinner was the opening feature of the meeting, after which, the members enjoying their cigars, President Cliff S. Walker called the attendants to order and Secretary Sterrett read the minutes of the previous meeting, which were approved.

A letter from the secretary of the National Wholesale Lumber Dealers' Association was read, setting forth the intention of that body to meet elsewhere than at the city of Washington. On motion the club decided to extend an invitation to the association to hold its next annual meeting in Cincinnati. The president was authorized to appoint a committee to put forth its best endeavors to bring this convention to the Queen City, and W. A. Bennett, Lewis Doster and B. F. Dulweber were named.

Chester F. Korn, the energetic member of the Farrin-Korn Lumber Company, is a candidate for election to the Board of Directors of the Business Men's Club, and the attendants decided to take up his candidacy and do everything possible to elect him in order that the lumbermen may have a representative in the governing body of that organization. Mr. Korn is endorsed by Messrs. Bennett and Moffett.

A letter from the Anti-Tuberculosis League was read in regard to raising funds for outdoor hospitals. During the talk on this subject Clinton Crane remarked that he would be willing to give \$10,000 to see this dread disease driven from the country.

After disposing of these special matters, the regular business of the meeting was taken up. The most important subject which was to be decided was the adoption of the new constitution and by-laws, proof sheets of which were distributed among the members present.

All went fairly well until section 5, article 1, was reached, and the floodgates of oratory were opened. Every word and sentence was carefully scrutinized and analyzed according to the varying lights of the speakers. After the original section 5 was disposed of as not worthy, the section embodied below was adopted. The constitution was then adopted as a whole, as follows:

### CONSTITUTION.

#### PREAMBLE.

The Lumbermen's Club of Cincinnati is organized and incorporated, not for profit, but for the

purpose of advancing and promoting the interests generally of those engaged in the lumber business, by social intercourse and by the opportunity thus afforded of exchanging views and harmonizing diverse interests; by united action to better make the demands of this organization forcible; and, above all, in demanding and maintaining a high standard of commercial honor and integrity among those engaged in the lumber business in this vicinity.

## ARTICLE I.

## ORGANIZATION — OFFICERS — THEIR POWER AND DUTIES.

Section 1. The name of this club shall be The Lumbermen's Club of Cincinnati.

Sec. 2. The officers of the club shall consist of a president, a first and second vice-president, a secretary and a treasurer. Said officers shall perform the duties usual to their respective offices.

Sec. 3. An executive board, composed of the officers of the club, shall have entire control of its internal affairs. No moneys in excess of fifty (\$50) dollars shall be expended or appropriated by them without the affirmative vote of the majority of the members at any regular meeting, except the expense of the regular monthly dinners.

Sec. 4. These officers shall be elected annually on the first Monday of May, and shall serve for one year, or until their successors are elected and qualified.

Sec. 5. The president shall, on receiving a request from any responsible firm, corporation or individual, appoint a special committee with power to act (composed of five members of the club), three to be chosen by the president and one each by each of the principals to the transaction, for the purpose of investigating the complaints of buyers or sellers, foreign or domestic, in this market, against any member of this club, or nonmember, of unfair or unmercantile conduct, with the exception of matters of inspection of hardwood lumber, which shall be submitted to and finally decided by a regularly licensed inspector of some recognized inspection bureau.

It shall be the duty of this commission to investigate such charge or charges, and it shall be empowered to call on club members or the principals to a dispute for information and evidence, and shall render a finding to the executive board of the club; said finding to be transmitted in writing to said principals, and a copy to be retained by the club.

It shall be expressly understood that in submitting a case for arbitration to said special commission that both the principals agree to accept the decision of the special commission as final and binding.

Any member refusing to abide by the decision of the special commission, or who declines to submit his case to said special commission, shall be subject to expulsion from the club by a unanimous vote of the executive board.

Any principal to a dispute, not a member of the club, who refuses to abide by the decision of the special commission, shall forfeit all right to again call on the Lumbermen's club for arbitration.

## ARTICLE II.

## MEMBERSHIP.

Sec. 1. The membership shall consist of three classes, namely: Active, associate and honorary.

Sec. 2. The active members of the club shall be firms, corporations or individuals engaged as wholesale dealers, or those maintaining a branch office, or in the manufacture of lumber, located within Hamilton county, Ohio, and Campbell and Kenton counties, Kentucky.

Sec. 3. The associate members may be elected from any auxiliary or accessory branch of the lumber trade upon the payment of dues and fees prescribed by the by-laws, which shall entitle them to all the privileges of the club except to vote for the election of officers or in the active management of the club. Associate members shall not be eligible to office.

Sec. 4. Each year not to exceed one honorary member may be elected from such names as may be presented to the executive board by the members prior to the annual meeting, the election by the board to be ratified by the club at a regular meeting.

Sec. 5. No firm, corporation or individual shall be proposed for membership by the committee on membership until the executive board has, by unanimous vote of all present, recommended such firm, corporation or individual. After such recommendation the membership committee may receive application for admittance to club membership, and transmit it to the secretary for action by the club at the next regular or called meeting; three-fourths of those present concurring, applicant shall be declared elected.

Sec. 6. The executive board shall have power by a majority vote to suspend or expel a member for cause, provided such person be given the opportunity to appear in his own defense at the next meeting of the club before final action is taken.

Sec. 7. The executive board shall have power to fill all vacancies until the annual election.

## ARTICLE III.

## NOMINATIONS AND ELECTIONS.

Sec. 1. Two months prior to the annual meeting two nominating committees, of three members each, shall be named, one of which shall be selected by the chair, the other nominated from the floor, these committees to be announced at least one month prior to the annual meeting. It shall be the duty of each committee to nominate for officers one person for each of the offices to be filled; and they shall, at least two weeks before the date of the annual meeting, submit such nominations in writing to the president, who shall, immediately, through the secretary, announce by mail said nomination to the general membership.

Sec. 2. After such nominations have been announced any member may, at the annual meeting, prior to balloting, make additional nominations from the floor. The secretary shall prepare the ballots, upon which shall appear the names of all persons nominated. Said names shall be arranged alphabetically on said ballot under the designated office to be filled, and distributed among the members, whereupon the election shall be held by secret ballot. A majority of the votes cast shall be sufficient to elect, and in case of a tie the judges shall decide the election by lot.

Sec. 3. In balloting for subjects before the club to be decided upon, or in balloting for the election of officers, members in good standing only shall be privileged to vote. Each member or firm shall have one vote, represented by a member of the firm or an officer of the company or branch manager.

Sec. 4. Members in good standing may be allowed to resign at any time.

## ARTICLE IV.

## MEETINGS.

Sec. 1. The annual meeting of the club shall be held on the first Monday of May.

Sec. 2. The club shall meet monthly on the first Monday evening of the month, a quorum to consist of twenty members, except during July and August, and except at such times as the executive committee may deem it advisable to change the day, which they shall have authority to do. The place of meeting shall be designated by them with power to delegate the selection of the regular entertainment committee.

Sec. 3. A dinner may be served at each regular meeting at an expense of not to exceed \$2.50 a plate, payable out of the club treasury.

Sec. 4. Any member may invite friends to attend any monthly meeting of the club other than at the annual meeting.

## BY-LAWS.

The by-laws adopted defined the duties of officers, prescribed fees and dues, order of business, etc. The only matter of general importance was found in section 1, article 2, of the by-laws, as follows:

Sec. 1. The president shall annually appoint the following standing committees, of five members each, from the general membership:

Entertainment.  
Inspection.  
Statistics.  
Law and Insurance.  
River and Rail.  
Credit and Terms.  
Arbitration.  
Transportation.  
Membership.  
Advertising and Publicity.

He shall also appoint from the membership such other committees as occasion may require.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, was given the floor on a question of privilege. He stated that he was compelled to catch a train for Chicago, where he was billed to make a speech before the National Furniture Manufacturers' Association on Tuesday evening. He further stated that at a meeting of the Executive Board of the Hardwood Manufacturers on Saturday, October 30, it was decided to hold the annual convention of the association at Cincinnati at the Sinton Hotel, on January 18, 19 and 20, 1910. The association will send out invitations to ten thousand consumers of lumber, inviting them to be present, and Hon. Gifford Pinchot, chief forester of the Department of Agriculture, will be asked to be present and address the convention; a number of prominent lumbermen will also be present and deliver addresses. Thanking those present for their kind attention, Mr. Doster withdrew.

On motion, a committee of three was appointed to co-operate with the Manufacturers' committee in entertaining the delegates and use their best endeavors to have the association

make Cincinnati its permanent convention city, as well as its permanent headquarters. W. E. DeLaney, Charles F. Shiels and B. F. Dulweber were named.

On motion a committee was asked for to take under consideration a plan for the establishment of permanent headquarters for the Cincinnati Lumbermen's Club, which would be open at all times.

After discussion it was left in the hands of the chair to appoint the committee.

On motion the meeting adjourned.

Those present were:

C. Crane.	J. N. Powers.
Lewis Doster.	W. M. Asher.
A. W. Gilchrist.	W. A. Hussey.
F. H. Duling.	Will S. Sterritt.
J. V. Rash.	A. Y. Jackson.
H. K. Mead.	C. F. Shiels.
W. H. Flinn.	C. N. Asher.
H. A. Hollowell.	R. C. Whitbrell.
Edward Barber.	Geo. W. Hand.
Geo. F. Massmann.	F. C. Linz.
F. A. Conkling.	H. J. Brenner.
C. F. Korn.	W. T. Hicks.
W. J. Eckman.	H. R. Welling.
G. E. Jones.	E. D. Serena.
M. R. Williams.	J. J. Thoman.
W. E. Johns.	E. A. Kipp.
Geo. M. Morgan.	H. A. Huber.
S. W. Richey.	A. B. Ideson.
C. Dedekam.	I. H. Hull.
Wash. Rees.	J. A. Bolser.
W. E. DeLaney.	J. M. Cheely.
Geo. Littleford.	W. McCracken.
T. J. Moffett.	
B. F. Dulweber.	G. B. Long.
C. S. Walker.	W. A. Bennett.
James Buckley.	G. G. Boyd.
G. C. Ault.	J. Watt Graham.

## Building Operations for October

Official reports from forty-five representative building centers in various parts of the United States, compiled by the American Contractor, Chicago, show a loss, in the aggregate, of three per cent as compared with October, 1908. While thirty-three cities show a gain of from four to 349 per cent, the loss is caused by the decline of building in Greater New York of some eight million dollars for the month. The gains of over fifty per cent are: Baltimore, 168; Buffalo, 66; Duluth, 349; Hartford, 64; Louisville, 76; Manchester, 115; Memphis, 97; New Haven, 149; New Orleans, 293; Oklahoma City, 136; Portland, Ore., 105; St. Paul, 86; Syracuse, 66; Salt Lake City, 257. Twelve cities show a loss of from three to eighty-four per cent.

City.	October, 1909. Cost.	October, 1908. Cost.	Per Cent Gain Loss
Baltimore .....	\$ 744,525	\$ 285,411	168 ..
Birmingham .....	148,081	170,193	.. 12
Bridgeport .....	179,350	132,030	.. 25
Buffalo .....	1,072,000	643,000	66 ..
Chicago .....	7,603,400	6,242,315	21 ..
Cincinnati .....	484,965	425,095	14 ..
Columbus .....	386,885	305,555	25 ..
Dallas .....	275,441	208,265	32 ..
Denver .....	859,350	957,400	.. 10
Detroit .....	1,415,515	1,045,100	35 ..
Duluth .....	706,500	202,365	349 ..
*Grand Rapids .....	280,705	679,670	.. 58
Hartford .....	329,823	273,547	.. 64
Indianapolis .....	415,040	498,876	.. 16
Kansas City .....	1,239,445	856,700	44 ..
Louisville .....	448,964	254,695	76 ..
Los Angeles .....	1,171,966	1,001,999	16 ..
Manchester .....	100,225	46,495	115 ..
Milwaukee .....	774,164	801,789	.. 3
Minneapolis .....	1,035,835	990,390	5 ..
Memphis .....	571,869	290,118	97 ..
Mobile .....	80,220	125,250	.. 35
New Haven .....	253,525	220,480	149 ..
New Orleans .....	1,457,657	1,070,870	293 ..
Manhattan .....	6,118,371	13,696,970	.. 54
Brooklyn .....	4,339,889	5,955,324	.. 27
Bronx .....	3,254,525	2,389,685	36 ..
New York .....	13,712,785	22,041,979	.. 68
Oklahoma .....	469,370	198,400	136 ..
Omaha .....	557,355	517,875	8 ..
Philadelphia .....	2,892,490	2,789,295	4 ..
Pittsburg .....	939,761	799,311	17 ..
Portland, Ore. .....	1,767,653	829,555	105 ..
Rochester .....	572,534	572,967	.. 3
St. Paul .....	1,324,400	1,070,870	86 ..
St. Louis .....	1,206,694	2,280,050	47 ..
Seranton .....	104,484	686,198	.. 84
Seattle .....	1,439,125	1,705,190	.. 15
Syracuse .....	403,795	242,000	66 ..
Salt Lake City .....	1,242,050	347,950	257 ..
Toledo .....	231,195	199,465	15 ..
Worcester .....	219,670	386,642	.. 43
Wilkes Barre .....	202,104	146,359	28 ..
Total .....	\$49,670,742	\$51,414,594	.. 3

\*Grand Rapids Federal Building, Oct., 1908. \$50,000.

### I. Stephenson Company's Mill Burned

On October 15 fire broke out in the I. Stephenson Company's mill No. 1 just as work for the day was being started. The company has a splendid fire department of its own, which immediately set to work to endeavor to save the building. The flames spread rapidly, however, and this was impossible. The planing mill, which adjoins the main building destroyed, was not damaged in the least and trams leading up to the mill were also saved. It was a remarkable sight to see the mill building burning at one end and the planing department running at the other end of the mill and loading lumber on cars as if nothing unusual were happening.

This fire will not interfere in any way with the company's shipment of orders, as it has a good stock of lumber on hand, and the planing mill remains intact. The company's hardwood mill is running day and night, and the big flooring factory is being operated on full time, turning out the usual excellent quality of product.

The matter of rebuilding the burned structure will not be decided until after the loss is adjusted.

### Activity of a Philadelphia Concern

The Henry A. Sheip Manufacturing Company put up this summer one of the largest cedar mills in the country, adjoining its plant at Philadelphia. Cedar is now brought direct from the forests of Cuba and Mexico and manufactured into cigar box lumber, without the inconvenience and expense of importing it by way of New York. The heavy storage charges and the expense of lightering and measuring, together with the continual objection of the few sawmills to undertake the sawing of the cedar, which have always been a serious handicap in the cigar box business, have now been overcome.

The machinery newly installed in the company's building consists of five large veneer saws, one drag saw and one large band mill. In addition are three other band mills, four band ripping mills, two circular sawmills, a battery of fourteen planers and four scrapers which belonged to the old equipment. With twenty or more dry kilns and several acres of air drying space which have been provided, the Henry A. Sheip Manufacturing Company is prepared to manufacture direct from the log to the box the finest Spanish cedar in the world, at the lowest possible cost. A cargo of wood can be loaded at Cuban or Mexican ports and brought up the Delaware almost to the door of the mills. Two new yards for the storage of logs have been secured. Such cedar as comes into New York can also be easily shipped to Philadelphia, as the loading from ship to ship can be accomplished without extra cost. The new yards were filled with logs a month ago and the big saws are already working on the supply to meet the present enormous demand for cedar from all parts of the country.

### Miscellaneous Notes

The Douglass & Walkley Company has moved its headquarters from Columbus to Painesville, Ohio. This concern operates a large mill at Drew, Miss., and enjoys patronage that is countrywide.

The Rice Lake Lumber Company of Rice Lake, Wis., has recently transformed its large plant into a hardwood mill and has rearranged its lumber yards.

The plant of the Washington Veneer Company at Meeker Junction, Wash., was destroyed by fire October 16. The loss is approximately \$85,000, with about \$7,000 insurance. The plant was worth \$75,000 and the standing lumber in the yards \$10,000.

Lombard & Rittenhouse of Cheboygan, Mich., have discontinued their yards at Alpena and Newberry, and are shipping their stock of poles to Cheboygan, where will be located the general distributing yard.

The Standard Veneer Barrel Company was recently organized at Atlantic Highlands, N. J., with a capital stock of \$200,000.

The East Buffalo Mill & Lumber Company is a new concern for Buffalo. It is capitalized at \$10,000 and will operate a planing mill. The incorporators are Anthony and A. H. Klaus and J. Frederick Berner, all of Buffalo.

The St. Mary's Mineral Lands Company recently sold to the Wisconsin Veneer Company of Rhinelander, Wis., a tract of timber in Keeweenaw county, regarded as one of the largest hardwood stands in that county. It is roughly estimated that 1,500,000 feet of red oak alone will be taken out of it. A camp is being established in the heart of the tract.

Chris Eby, the land man of Rhinelander, Wis., has closed a deal with the Goodman Lumber Company of Goodman for the sale of a large tract of hardwood timber located in Forest county.

The hardwood sawmill at East Tawas, Mich., owned by John J. Kantzler & Son of Bay City, has shut down for the season, having manufactured all the logs on hand.

Arthur Jones, manager of the Hickory Jones Company, with a hardwood sawmill at Dodson, La., has purchased the plant of the Little Pine Lumber Company near Tannehill, La. He will begin cutting the hardwood at an early date.

It is reported that the Eastern Canadian Lumber & Construction Company, Ltd., said to have been incorporated in New York by New York men, has purchased the lumber stocks and sawmill of Isaac Prescott located in Albert county, New Brunswick, for approximately \$1,000,000. The company will develop the hardwood lumber industry in that section and will reopen the Albert Southern railway.

Fire in Pittsburg on the night of October 20 destroyed considerable property belonging to the R. A. McCall Lumber Company, the Jones & Rogers Company, the S. W. Means Lumber Company and the United Planing Mills Company. The planing mill buildings, valuable machinery, 10,000,000 feet of lumber piled in the yards and a number of horses were burned. The loss is estimated at \$100,000.

At a consideration of \$300,000, Detroit capitalists have recently acquired the controlling interest in the Cheney Lumber Company, which had a new cypress and hardwood mill in operation at Monroe, La. Charles E. Cheney, now president and general manager, will continue in charge. John T. Shaw, president of the First National bank of Detroit, is treasurer and director of the company. A. L. Stephens and W. J. Gray, also of Detroit, are the other directors. The new interests in the company will spend \$250,000 in increasing the activities and acquiring additional stumpage.

A. M. Kinney of Pittsburg is starting a new mill on the Pittsburg & Lake Erie railroad, near Pittsburg, to cut off a tract of fine white oak timber. This will be used mostly for trestle stuff and car timbers and will be marketed in the Pittsburg district and Buffalo. He is also getting a considerable quantity of first-class hickory, ash and cherry.

The American Mahogany Company is a new concern recently organized at Tampa, Fla.

Sheridan L. Walden, a popular foreman, has been promoted to superintendent of the Portsmouth Veneer Works at Portsmouth, Ohio. Mr. Walden has been in the employ of this company for a number of years and is well equipped to fill the position of trust.

The Wolverine Lumber Company of Bay City, Mich., expects to get out about 5,000,000 feet of pine and hardwood at Menominee and about 27,000,000 feet at Little Current. The company's principal operations this winter will be carried on in the vicinity of the Georgian Bay, near Webbwood, Ont.

Lake commerce during September, as measured by the volume of shipments in the domestic trade from all lake ports, continued practically

at the same high rate as during the preceding month. The total shipments for the thirty days of September, as reported to the Bureau of Statistics of the Department of Commerce and Labor, amounted to 12,527,865 net tons, compared with 9,458,605 net tons during September, 1908, and 11,137,927 net tons during September, 1907.

The lumber shipments for the month, 163,801 M feet, were 23,965 M feet in excess of the September, 1908, shipments, though 11,095 M feet below the September, 1907, total. Considerable gains as compared with September, 1908, figures, are shown in the lumber receipts at North Tonawanda, Cleveland, Buffalo and Ludington, though Chicago receipts for the month, 41,837 M feet, show a decline of 9,860 M feet as compared with September, 1908, receipts. The season shipments to the end of September, 834,422 M feet, were about 30 per cent larger than for the corresponding portion of the preceding year.

Automobiles have displaced carriages to such an extent that carriage builders will be obliged to retire from business or devote their attention to the construction of automobile bodies. This was the statement made by Maurice Connolly of Dubuque, Iowa, president of the Carriage Builders' National Association, which convened in its thirty-seventh annual meeting in Washington, October 19. The situation of the carriage builders as presented by President Connolly in his annual address is so serious that already many carriage manufacturers have relinquished their business or have directed their energies along somewhat different lines.

Consul Theodosius Botkin of Campbellton calls attention to the activity of American lumbering enterprises in New Brunswick. Fire destroyed the mills at Mission Point on August 7; new machinery was quickly procured from the United States and sawing recommenced on September 8, with a capacity of 50,000 feet per day. The permanent plant will be rebuilt at once. At Bathurst an American company has purchased a large lumber mill, wharves and timber rights on 30,000 square miles of crown forest lands, on which they will cut 30,000,000 feet or more this winter. The disposing company furnished shingles to the American market and deals to Europe, while it is stated that the new concern will erect a new lumber mill to supply the American market; also an extensive pulp plant.

The Carriage Factories, Ltd., has been formed by the combining of the E. N. Heney Company, Ltd., of Montreal and Quebec; the Tudhope Carriage Company, Ltd., at Orillia, Ont.; the Canada Carriage Company at Brockville, Ont., and the Munro & McIntosh Carriage Company, Ltd., at Alexandria, Ont. These companies have been established for many years and are in excellent financial condition. The headquarters of the new company is to be in Montreal. The capitalization is \$2,000,000. The physical value of real estate, buildings and machinery of the four original companies is \$378,210, not including buildings now in the course of construction. The liquid assets of the combined companies are approximately \$1,325,414, the current liabilities \$345,936, leaving a surplus of \$979,478. It is thought that the new company will derive all the benefits possible from the concentration of management and the standardizing of the output of the component parts.

The Elmore Veneer Company has been organized at Conneaut, Ohio, by H. H. Truesdale, C. M. Cooke, A. J. Vacker and F. L. Maxton. The capital stock is \$30,000.

The Northern Coopersage & Lumber Company of Gladstone, Mich., plans the erection of a flooring mill as an addition to its present plant. The mill will produce several million feet of flooring a year, and will require a number of additional employees.

The Moos Land & Lumber Company is a new concern at Marked Tree, Ark., incorporated by Paul Westbrook, W. L. Black and others. Its capital stock is \$12,500.

Sigler, Butcher & Co., manufacturers of rotary cut veneer at Parma, Mo., has been succeeded by Sigler, Brorien & Co. The firm consists of C. L. Sigler, W. G., J. F. and D. C. Brorien. J. W. Thompson, formerly of Cadillac, Mich., is manager of the plant, which will make a specialty of gum veneer.

H. F. Donigan of Louisville, Ky., has purchased, for \$12,000, the plant of the Skinner-Russell Company of that city, and will establish a plant to be operated by the recently organized Kentucky Rim & Shaft Company. This concern will absorb both the Louisville Spoke & Bending Company and the Louisville Woodstock Company. The site for the plant consists of about 1,500 feet along the line of the Louisiana & Nashville, and is well supplied with shipping facilities.

H. J. Barnard of the Central Veneer Company, Indianapolis, Ind., states that his concern has purchased a tract of property and is now engaged in constructing a modern plant which will be thoroughly equipped with all the latest machinery for veneer manufacture. There will be two brick buildings, one for a machine room and the other to be devoted to dry kilns, warerooms, offices, etc. The company expects to occupy the new buildings by December 15. The concern makes a specialty of high-grade spliced white oak veneer.

The Williams Brothers Company of Cadillac, Mich., recently shipped the last consignment on an order for 1,500,000 rough ten-pin blocks which it has been supplying the Brunswick-Balke-Collender Company's plant at Muskegon, Mich. In the future the Brunswick-Balke people will manufacture their own ten-pin blocks at their mills at Big Bay. Lumber from the mills operating on the big timber tract in Marquette county, which the company purchased last spring, will be shipped by water to Muskegon, which city will be the distributing point in shipping the lumber to the factories of other cities. The timber in the upper peninsula district will not be exhausted before 1913 at least.

W. H. Rhodes, Coldbrook, N. Y., is running his factory, manufacturing button molds, night and day at its fullest capacity. These molds are turned from hardwood, one man operating a machine and turning out thousands of the tiny buttons per day. Quite a large amount of timber is annually consumed in this line of production. Mr. Rhodes ships his product all over the country and enjoys an extensive trade.

To President Harrison must be given the credit for establishing the first national forest reserve. On March 30, 1891, he set aside the Yellowstone National Timber Park Reserve. On February 22, 1897, President Cleveland, on the recommendation of the National Academy of Science, created thirteen additional forest reserves containing 21,379,840 acres.

One of the finest oaks in the state, which stands in the middle of a road at Edgewood, W. Va., has recently been saved by the aid of a tree surgeon. Decay had set in and each year the rains and insects added to its deterioration until it began to look as though its years were few. A tree surgeon looked into the situation, diagnosed the tree's disease, and with his assistants, ladders, cement, skill and knowledge brought the tree back to health and strength to defy the storms of many years.

The Beaumont Export Company has been organized for the purpose of engaging exclusively in the exporting of lumber to Europe and Africa. The concern is a partnership and is backed by ample capital to make it most successful. The two principals are J. Frank Keefe and B. R. Norvell, both of Beaumont, Tex. Strong connections have been formed by the firm in the various important ports of Europe.

The Mansfield Hardwood Lumber Company is the new name under which the Stamps Hardwood Lumber Company of Stamps, Ark., is now operating at Mansfield, La. The concern moved recently from Stamps to Mansfield, supplement-

ing its old machinery with some additional equipment, and is now turning out band-sawn equalized forked leaf white oak, thin oak and ash specialties, as well as a general line of southern hardwoods. The firm is composed of A. S. Johnson, president; R. M. Burton, vice-president, and M. B. Harrel, secretary and treasurer.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

Chester F. Korn, president of the Farrin-Korn Lumber Company of Cincinnati, backed by the Lumbermen's Club of Cincinnati, is a candidate for director of the Business Men's Club of Cincinnati, whose annual election was held last evening and the result of which is not yet known. The Lumbermen's Club of Cincinnati endorses Mr. Korn for this position and the RECORD trusts that he has been duly elected.

The RECORD had the pleasure of a call on November 9 from W. J. Fletcher, representing the Little Lumber Company of St. Louis, Mo. Mr. Fletcher enjoys a handsome trade in the Chicago market.

G. W. Critten, sales manager of the Northwestern Cooperage & Lumber Company, with headquarters at Minneapolis, and sawmill and cooperage plant at Gladstone, Mich., was a caller on the RECORD on November 8.

E. D. Galloway of the Galloway-Pease Company of Cincinnati was a Chicago visitor October 30.

B. C. Miles, secretary of the Charles K. Spaulding Logging Company of Salem, Ore., was a RECORD caller on November 2.

G. P. DeWitt, representing the Horace G. Hazard Company, hardwood factors of Philadelphia, paid his respects at the RECORD sanctum on October 30.

R. M. Cunningham, the aggressive head of the Louisville Lumber Company and sales manager of the Kentucky Hardwood Flooring Company of Louisville, Ky., spent a couple of days in Chicago last week. Mr. Cunningham says business is in very fair shape and looks to improved conditions as the season advances.

The well-known hardwood lumber people of Nashville, George C. Brown & Co., have recently had under consideration the removal of their general headquarters to Cincinnati, and news items to this effect have been published. This concern advises the RECORD that it has decided not to remove to Cincinnati, at least for the present, and will continue to conduct its business from the Nashville headquarters.

The Chicago Wholesale Lumber Dealers' Association held a monthly business meeting and lunch at the Hotel La Salle on Tuesday noon, at which many subjects of interest to the trade came up for discussion.

On October 24 Charles F. Spaulding, a millionaire lumberman of Chicago, well known in the business and financial world of the country, died after an illness of three weeks. Acute jaundice complicated with kidney trouble was the cause of his demise. Mr. Spaulding was president of the Spaulding Lumber Company and was also interested in several Chicago banks as well as banks and other commercial concerns in other cities. He was a prominent clubman and was a well known athlete, being an active advocate of all outdoor sports.

Charles F. Kerry of the Kerry & Hanson Flooring Company, Grayling, Mich., was in Chicago the latter part of last month visiting his many friends in the trade.

J. M. Hester, sales manager for the Marsh-Hathway Company, is making an extensive trip through Florida and Louisiana, visiting the sawmill plants in those states.

In response to a recent decision of the Interstate Commerce Commission, the Chicago & North-Western Railway Company has paid \$155.83 as overcharges to the Oshkosh Logging Tool Company of Oshkosh. The Oshkosh company has also received \$73.36 from the Chicago, Milwaukee & St. Paul railway, also as reparation for excessive charges.

S. L. Eastman of the S. L. Eastman Flooring Company of Saginaw, Mich., was a recent Chicago visitor. He reported that his concern is busy and that business generally is active.

R. S. Huddleston, president of the Huddleston-Marsh Lumber Company, returned a few days ago from a week's trip to New Orleans.

Charles Willey, son of the big mahogany and veneer manufacturer, C. L. Willey of this city, stopped at Chicago for a few days recently on his way home from the East. The younger Mr. Willey is manager of the Memphis business of C. L. Willey.

C. G. Powell, vice-president and general manager of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., and Frank Wilson, traffic manager of the same concern, were recent Chicago visitors.

Lucius Holbrook Wheeler, who has charge of the Chicago office of the Wheeler-Timlin Lumber Company of Wausau, Wis., was married Tuesday, October 26, to Miss Wilhelmina Hoffman of Logansport, Ind. After December 15 Mr. and Mrs. Wheeler will be at home at 5641 Wayne avenue, Chicago. The many friends of Mr. Wheeler are extending to him their warmest congratulations on his recent marriage.

W. W. Dings, the popular secretary of the Garetson-Greaseon Lumber Company of St. Louis, Mo., who, as announced in the last issue of the RECORD, will open a branch office for his concern at Chicago, has announced that he will be located in the Fisher building. He has secured accommodation at Room 1416 in that structure, and commenced operations about the first of the month. The Garetson-Greaseon Lumber Company, with headquarters in the Times building, St. Louis, Mo., and with mills in Arkansas and Louisiana, has had a steady and rapidly increasing business in Chicago during the past several years. Mr. Dings has been furthering this business very largely, and has catered notably to Chicago wholesalers and manufacturers until he found that he was compelled to spend so much of his time in Chicago that it would be more advantageous for him to locate here permanently. Mr. Greaseon will continue to maintain general charge of the manufacturing end of the business as well as that part of the trade pertaining to the St. Louis field, and the general headquarters of the concern will remain at St. Louis. Mr. Dings is well known to the hardwood trade not only in St. Louis but in the country at large, so that there will be few lumbermen in Chicago to whom he is a stranger. He is an active force in hardwood affairs and a most welcome addition to Chicago's lumber fraternity.

William Clancy, president of the Lumbermen's Credit Association of Chicago, returned a few days ago from a two weeks' automobile trip. On August 13, accompanied by his wife and two daughters, he left for the East, going by way of South Bend and Detroit. The party visited various eastern cities, going up into Canada and taking in Toronto. The trip home was made by rail, but the party covered 3,000 miles of territory without a breakdown. It is needless to say that Mr. Clancy had a most delightful trip.

John W. Dickson of the John W. Dickson Lumber Company of Memphis, Tenn., was a Chicago visitor on November 2.

J. H. P. Smith of the Hardwood Lumber Company recently located in Cincinnati, Ohio,



was in town November 2 on a business trip.

On October 26 the office of the Cardwell Mill & Lumber Company at Cardwell, Mo., was destroyed by fire. This concern's head office is at Decatur, Ind., where the president, R. K. Allison, resides.

Among other Chicago visitors on November 2 were W. W. Mitchell of Cadillac, Mich.; H. C. Crawford of the Lidgerwood Company of New York City, and Frank H. Whiting of the Whiting Lumber Company of Philadelphia, Pa., and Abingdon, Va.

W. A. Gilchrist of the Three State Lumber Company, Memphis, Tenn., was a welcome visitor to the city November 2.

## NEW YORK

Gordon C. Edwards of W. C. Edwards & Co., Ltd., and vice-president of the Canadian Lumbermen's Association, Ottawa, Can., accompanied by Frank Hawkins, secretary of the association, spent several days in town last week in the interest of association affairs.

Among the visitors in town last week were W. E. Terhune of W. E. Terhune Lumber Company, Pittsburg, Pa.; G. G. Barr, Beecher & Barr, Pottsville, Pa., and Lewis Dill of Lewis Dill & Co., Baltimore, Md.

S. E. Slaymaker of S. E. Slaymaker & Co. is on a business trip to the big spruce mills of his firm at Cass, W. Va., where business is reported excellent.

The Hueston Manufacturing Company has been incorporated in New York City to manufacture hardwood floors, trim, etc. The capital stock is \$10,000, and the incorporators are Wm. S. Hueston, Benjamin F. Bates and Winfred A. Kelly, all of Brooklyn.

Norris H. Norden, for many years one of the best-known selling representatives in the Metropolitan district, died October 31 at St. Luke's hospital, aged fifty-three years.

The first informal dinner of the Lumbermen's Club of New York occurred at headquarters, 6 West Twenty-fourth street, on the evening of October 20, and was well attended. The objects of this dinner was to give the members an opportunity for social intercourse after business hours, which is not possible in all cases during either lunch or business hours. The house committee, composed of C. O. Shepherd, M. W. Teufel and Nelson C. Holland, was right on the job with a fine little menu, good music and a hearty reception to everybody, which rounded out an exceptionally pleasant evening. It is planned to hold these informal dinners once a month, the next taking place November 17. The membership of the club is increasing steadily and now includes a representative number of wholesale and retail dealers of the district, together with a large associate membership from other cities. The club is filling a distinct social niche in trade circles, which will unquestionably be further increased as time goes on.

There was a meeting of the creditors of Soble Brothers, wholesale hardwoods, 1 Madison avenue, held October 19, in this city, against whom a petition in bankruptcy was filed some time ago, and judgment of bankruptcy entered. At this meeting the application of Soble Brothers for a discharge from bankruptcy was considered, and none of the creditors objecting, they were discharged therefrom.

The Mershon, Eddy, Parker Company has appointed H. W. Alexander to succeed W. D. Mershon, resigned, in the local management. Mr. Alexander has been representing the firm in southern New Jersey and Pennsylvania for some time and is an able and popular lumberman. Under his management the company will continue to render the excellent line of supplies and general service that has earned for it the present large eastern constituency.

H. F. Raybuck, who was formerly associated with the selling staff of C. E. Page & Co., Man-

hattan, has engaged in business on his own account at 169 South Eleventh street, Newark, N. J., where he will conduct a wholesale business in North Carolina pine, spruce and hemlock.

E. H. Barton of Barton, Thompson & Co., the large timber brokers of London, E. C., Eng., arrived last week for his annual visit to the States. Mr. Barton left almost immediately for western and southern mill points, where he will negotiate his year's supplies. Mr. Barton is a genial gentleman as well as an able lumberman, and we know that it is always a pleasure for the manufacturing and wholesale trade who are interested in the export trade to have a call from him.

George J. Barker of Barker & Co., Inc., Boston, and 18 Broadway, New York, was in town last week after just concluding an extensive trip to the Pacific Coast, on which he went as far north as Alaska.

John L. Kaul of the Kaul & Hall Lumber Company, Birmingham, Ala., accompanied by Mrs. Kaul, passed through the city last week en route home after an automobile trip through northern points.

O. M. Shepard of the local office of the Shepard & Morse Lumber Company, 17 West Forty-second street, has just returned from a brief vacation. H. B. Shepard of the company recently returned from Europe via Quebec.

Other visitors during the fortnight were J. M. Hastings, J. M. Hastings Lumber Company, Pittsburg, and the Davison Lumber Company of New York, en route home from a trip through the Ottawa district; E. V. Babcock, E. V. Babcock & Co., Pittsburg; John N. Scatcherd, Scatcherd & Son, Buffalo, and L. E. Reighard, secretary and treasurer of the Mt. Mitchell Lumber Company, Swannanoa, N. C.

S. E. Barr, local sales manager for the Lilly Lumber Company, hardwoods, 1 Madison avenue, has just returned from a business trip to southern and middle west mill points in the interest of business, which he reports as active. He says hardwood flooring seems to be in especially good shape at present.

On the night of November 2 fire totally destroyed the large lumber yards of the C. H. O'Neill Lumber Company, Jersey City, N. J., entailing a loss of \$40,000, fully covered by insurance. The company will rebuild at once.

## BUFFALO

The news in hardwood lumber is, of course, that Frank A. Beyer was elected county treasurer by a majority of 4,351 where all majorities were small and with some of his own party papers against him. He will try to be a lumberman a while, at least, before going into office.

"Yes, we shut down and went to work for Beyer," said one of the hardwood dealers last week, and they worked without regard to party or the work that they might have done in lumber if they had stayed at home. There is time enough for lumber now, when the election is over, for the trade is a little slack and promises to remain so till after the first of the year. It is quite commonly so and it does not appear to mean anything more than that buying had been pretty brisk and the consumers found that they could get along without taking in much more to inventory and they did not go after it. Stock that they especially want they take just the same.

The hardwood dealers have not got into line for regular meetings yet, for they have had too many outside things to do on the last day of the week and they have all done them with a will. There seems to be a large amount of such work in the city for the lumbermen to look after, and now that the exposition and the election are over some of them will go at the problem of better railroad terminals, hoping that the new legislature will help them, as the old one did not.

There is always business enough for T. Sullivan & Co., with Frank T. Sullivan in the East selling stock and the yards full of lake hardwoods and Pacific coast fir and spruce.

J. N. Scatcherd speaks of conditions as peculiar, for if the demand was really big there would be no stock in a short time, so it is not called so very bad if the demand is a trifle light, especially as it is sure to be larger soon.

H. A. Stewart has been back to his old stamping ground in West Virginia, getting out a lot of oak and other hardwoods for direct shipment to customers, and buying some cherry for the home yard. Good sales of poplar are reported.

The yard of O. E. Yeager has lately received liberal additions to its stock of hardwood, mostly from south of the Ohio, where the best stock in his line seems to be found. Plain oak is looking up.

The southwestern mills of the Hugh McLean companies are active this fall, cutting out mostly oak and trying hard to make the quartered stock show up enough to meet the demand for it. Hugh McLean is almost always selling stock on the road.

The yard of G. Elias & Bro. has just received two lake cargoes of mostly white pine and hemlock, which closes the lake season for the firm and insures a big stock of all of the many sorts of lumber that they always carry here.

F. W. Vetter has a nice wagon trade in hardwoods, and reports a big lot of that sort of orders on hand now, including factory stock and car orders, as all shops and woodworking mills are filled up with business this fall.

T. H. Wall went off on a hunting trip into Canada last week and forgot about the election, as it was about the only time he could get off. The office reports that the Memphis yard of the Buffalo Hardwood Lumber Company has over 1,000,000 feet of quartered oak in it.

The sales of the Standard Hardwood Lumber Company are made up chiefly of oak, chestnut and poplar, with white ash a good second. Birch is waking up and elm goes if you have any. The table mill is running strong and doing well.

A. Miller always breaks the record when he sets out for it, in yard or automobile. When the hardwood man went out into the country the other day to work for the election of Frank A. Beyer his auto made ninety-six miles.

## PHILADELPHIA

The Righter Lumber Company has recently engaged A. A. Bell, formerly of the Marbury Lumber Company, Marbury, Ala., as salesman to cover eastern and central Pennsylvania. A. J. de la Cova of this house recently made a trip to the South to look after some special interests of the company.

Owen M. Bruner of the Owen M. Bruner Company reports an acceleration in trading, a satisfactory influx of orders and a promising outlook. H. A. Prock of this house is on a buying trip in South Carolina. Mr. Bruner, with a party of eleven, recently participated in a jolly trip to the Egypt Mills club house, Pike county, where they remained several days enjoying a round of pleasurable entertainments. All pronounced it an exceptionally agreeable outing.

William A. Reed reports a gradually returning vitality in trading. He is convinced that by spring business will have reached a sharp activity.

Norman A. Perry of Robert C. Lippincott admits a comparative laxity in trading during the last fortnight, prices in some lines a little wab-bly; but on the whole he says business is about as fair as could be expected for this time of the year. He is hopeful of a brisk turn by spring.

John W. Coles says while he cannot report a rush in trading, some fair orders are coming in right along and the outlook gives decided

encouragement. He made a short trip recently through the southern lumber camps to get a line on the stock situation.

Wistar, Underhill & Co. report business well sustained and the salesmen busy in their respective territories.

Samuel B. Vrooman of S. B. Vrooman & Co. recently returned from an enjoyable trip to Montana.

Daniel B. Curll does not hesitate to pronounce business good. He has secured some very desirable orders of late and is consequently optimistically disposed as to the outlook. He has recently spent considerable time at the mill in Glen Ray, near Alderson, W. Va., in which he is interested. The plant there is working full capacity to get out orders, but it is difficult to obtain sufficient cars for shipping.

H. Billetter, manager Philadelphia branch of the Lumber Insurers' General Agency, has been very busy in the eastern field of late. He reports a sustained activity all along the line and is much pleased with the amount of insurance written up during the last month.

H. B. Tomb of the Tomb Lumber Company is much encouraged over the amount of business coming in. William N. Lawton, the popular sales manager of this house, is touring northern New Jersey and bagging good orders at satisfactory prices right along. The company's mill at Watoga, W. Va., is pushed to the limit, but unfortunately it is unable to obtain necessary cars to fill orders. W. A. Tomb, who has been quite ill during his visit to the mill, has returned home for a time to recuperate.

Among the recent visitors to the local trade are E. H. Wilkinson, Bristol, Va.; L. E. Reighard, Swamanoa, N. C.; James C. West of the Midland Lumber Company, Parkersburg, W. Va.; A. A. Wilson, Wheeling, W. Va.; Frederick S. Pyfer of the B. B. Martin Company, Lancaster, Pa.; Thomas J. Jamison and Charles W. Wainright of Norristown, Pa.; Claude S. Wetherill and Joseph Buckman of Doylestown, Pa., and F. S. Hepler of the Atlantic Lumber Company, Atlantic City, N. J.

H. K. Beecher of Beecher & Larr reports a little slide from the usual activity of late, but he looks for a quickening in all the lines soon.

On October 28 fire visited the large sawmill of the Saltkeatchie Lumber Company at Schofield, S. C., which is controlled by Schofield Brothers of this city, destroying the entire plant and causing a loss of about \$75,000. The many friends and patrons of the Schofield Brothers will be glad to learn that the works will be immediately rebuilt and the company in readiness to ship lumber in about four months.

The yard of the Charles H. O'Neil Lumber Company, Jersey City, N. J., was destroyed by fire November 1. The loss is estimated at \$100,000.

The Continental Motor Car Company, Philadelphia, was incorporated October 20, with a capital of \$10,000.

The Philadelphia Picture Frame & Moulding Company, Camden, was incorporated under New Jersey laws, October 26, with a capital stock of \$5,000.

The Elk Garden Company, Jersey City, N. J., obtained a charter under New Jersey laws October 26. It is capitalized at \$2,000 and will deal in timber and logs.

## PITTSBURG

Taylor & Crate, wholesale hardwoods, Buffalo, have been buying considerable hardwood lumber from Pittsburgh wholesalers lately. The Newell Bros. Lumber Company secured one of the best contracts of this kind.

E. V. Babcock of E. V. Babcock & Co. attended the monthly meeting of the National Spruce Manufacturers' Association at Philadelphia last week.

The J. R. Wheler Company of this city is

being incorporated by J. R. Wheler, Wilson H. Cralle, Thornton Jeffress and Will McLain, who have been identified with the firm of J. R. Wheler & Co. The new concern is being formed to increase the business of these interests.

Final losses estimated in the big east end lumber fire which occurred October 30 have been announced as follows: S. W. Means Lumber Company, \$90,000; R. W. McCall Lumber Company, \$30,000; United Planing Mill Company, \$25,000; Jones & Rodgers, \$1,000. The United Planing Mill Company is cleaning up its yards and stocking up again with lumber to replace the 400,000 feet of rough and dressed stock which was burned. It is probable that the other firms will resume business largely at the old plant also.

J. W. Reeves of the firm of Dean & Reeves of Fairmont, W. Va., and M. Limburg of the West Virginia Culvert Company are preparing to build a plant at Fairmont for the manufacture of spokes and handles and are ordering machinery. They will be ready buyers of second growth hickory or tough butts of red hickory and also locust timber.

A. J. Diebold of the Forest Lumber Company made quite an extended trip through eastern markets two weeks ago and returned much pleased with the outlook.

A. M. Turner of the Allegheny Lumber Company has been speeding around through West Virginia and other southern states and looking up stock and making new connections with the southern mills. He is confident that the market is getting in better form every day.

H. V. Curll Lumber Company announces that its mills at Glenway, W. Va., are running full time and that the new Glenray railroad, which will open up a big tract of timber near that place, is progressing finely. Mr. Curll reports the poplar market getting to a point where buyers will have to work hard to get any assortment of desirable stocks.

The Mead & Speer Company is doing a nice business in dimension hardwood, chiefly oak. Its new plant at Strange Creek, W. Va., is turning out a fine lot of lumber, a considerable part of which it sells in Ohio and the Middle West.

The Croft Lumber Company, which is controlled by the Kendall interests of this city, made its first run at Alexander, W. Va., two weeks ago, cutting 7,000 feet per hour. Its average capacity is 70,000 feet per day. This is the largest lumber plant in Upshur county, West Virginia, and will be fed by a twenty-mile railroad known as the Alexandria & Rich Mountain railroad.

J. W. Hulse, Pittsburgh manager of the Pennsylvania Lumber Company, reports trade improving and stocks of lumber at the mills diminishing. The company's shipments in September and October were fine. Especially in late he notes a shortage which is going to be extremely hard to satisfy.

The W. P. Craig Lumber Company is cutting 500,000 feet a day at its West Virginia plant. Its chief difficulty is to get cars to move out its lumber on time. The B. & O., C. & O. and Western Maryland are all short of cars and the situation is getting more aggravated in the Little Mountain state every day.

The Kinzua Lumber Company, which is operating at Morrison, Pa., has secured 5,000 acres of the most valuable timber land at Morrison Run, Hemlock Run, Watsonville and other adjacent points in Pennsylvania. The company is building a modern sawmill which will be ready to operate about December 1 and will have a large capacity. The principal owners are A. W. Hamm and J. H. Wickham of Kane, Pa., and C. A. Strong of Mt. Jewett, Pa.

A. C. Schuyler is making things hum in the newly organized hardwood department of the Railroad & Car Material Company. Mr. Schuyler knows the trade, hardwood and the business, and his efforts are going to put this concern right up to the front of hardwood wholesalers.

The Hertzler Lumber Company has been formed by Harry Hertzler, W. H. Crider and Peter Geesaman, all of Carlisle, Pa., and will have its headquarters in that city.

The McNitt, Hewitt Lumber Company of Bellefonte, Pa., has closed a deal with the Pennsylvania Match Company by which it agrees to deliver more than 4,000,000 feet of lumber to that concern in the next three years. The total amount involved in the deal is over \$100,000.

William R. Cornelius, one of the best known individual hardwood wholesalers in Pittsburg, assisted his friend, Floyd E. Longwell, manager of the Oneida (N. Y.) office of the National Casket Company, at his wedding to Miss Edith Snell, a popular young lady of Kenwood, N. Y. Mr. Cornelius has been picking up some excellent stocks in West Virginia and Kentucky recently and finds the hardwood business on the gain.

The Kendall Lumber Company shipped 712 cars of lumber from its plant at Crellin, Md., during the months of July, August and September. Its October shipments from this point practically made new records. The company is oversold along several lines and is doing a booming business.

Manager Brewster of the Sun Lumber Company of Weston, W. Va., called on the Pittsburg trade last week. His company operates a big planing mill at that point.

J. L. Kendall has been touring West Virginia recently in the interests of the Kendall Lumber Company, of which he is president. He finds high-grade poplar scarce, but plentiful in the low grades. All stocks are much depleted, he says.

A. M. Kinney recently booked an order for 400,000 feet of oak car stuff and also 127,000 feet of mine tipple stock, both to be delivered in the Pittsburg district. Mr. Kendall is starting a new mill this week down the P. & L. E., which will give him four plants cutting hardwood—mostly oak—within easy shipping distance of Pittsburg.

Frederick Siebert, one of the best known wagon manufacturers of Pittsburg, died at his home, 1301 Meyran avenue, on October 26. He came to Pittsburg in 1859 and for more than thirty-five years had been identified with the wagon business.

The Union Lumber Company of Warren, Pa., has sold to the Clear Lake Lumber Company and the Day Lumber Company of Seattle, Wash., 300,000,000 of standing timber in Skagia county, Washington, and a big operation will be started very soon. The timber is in one tract covering about 3,500 acres.

The R. J. Munhall Lumber Company announces that business is considerably improved and Mr. Munhall looks for prosperous conditions to prevail by the first of the year. The company does not anticipate any great gain in local building before spring.

The Pittsburg Hardwood Door Company announces that business is the best it has been for many months. Manager Schoville says that the firm is not working new business hard at present, as the shortage of lumber in the hardwood market makes it difficult to get stock. Many country consumers have lately doubled their usual orders, showing that building is coming up right along in the outside districts. Mr. Schoville says that the company has at present enough orders in its office to run its entire plant steadily for the next three months, and adds that "Hard business is not thought of in our office."

The car shortage is becoming every day more of a reality. The Pennsylvania lines have been away behind of cars enough to satisfy the lumber shippers. The B. & O., the C. & O., Norfolk & Western and Western Maryland have been especially backward, according to reports, in furnishing cars for West Virginia and Kentucky points and shipments there have been greatly delayed on this account. Wholesalers in this city complain that it is almost impossible to



get suitable cars for first-class lumber and that they have during the past week been obliged to accept cattle cars rather than to have their orders delayed longer in shipments. Thus the car shortage, they maintain, is going to bring the retailer and consumer to their senses in a very short time, and by January 1 wholesalers anticipate that there will be no more sentimental howling about extravagant prices charged for hardwoods.

Washington county, Pennsylvania, has discovered that its rocky soils are growing a species of the mahogany family. A writer in the Washington Observer has been gathering seeds enveloped in a bean-shaped pod and about as large as a lima bean, resembling that of the honey locust. Frequently there are a dozen seeds in one of these pods and they are very hard and of a deep brown or black color. Between Middle Run and Brown's Run on the Monongahela river there is quite a grove of these trees growing, which belong to Hon. H. J. Gilmore and Asbury Struble. Other small groves are found scattered through the Monongahela valley. Careful examination of the wood and seeds has been made by timber experts, who claim that this species of mahogany could be grown to excellent advantage in many parts of southwestern Pennsylvania.

On November 2 the city of Pittsburgh, by a decisive majority of about 8,000, voted to spend \$6,775,000 for municipal improvements. This includes the cutting down of the hump, additions to the filtration plant, raising the streets in the flood district and building of a garbage disposal plant and other large projects. Already ordinances are being shaped up to get the bonds in definite shape for market, and it is expected that work on the improvements will be started shortly after the first of the year. This bond issue in full means that an enormous quantity of timber and lumber will be needed for these particular improvements, but also that following these improvements there will be a tremendous amount of good building done, all of which will redound to the profit of the Pittsburgh lumber interests.

## BOSTON

William E. Litchfield has returned from a trip to Philadelphia and Washington.

C. O. Skinner of the C. O. Skinner Company, Boston, attended the launching of the "Frank M. Lowe" at Camden, Me., recently. This vessel was built especially for the lumber carrying trade.

The will of the late George Van Dyke was recently filed for probate. The executors and trustees are Thomas H. Van Dyke, a brother, West Stewartson, N. H., Judge Irving W. Drew of Lancaster, N. H., and George S. Lewis of Holyoke. They are authorized to continue the business. Mr. Lewis has been associated with the business for many years. The will creates a trust fund of \$50,000 for the benefit of his mother and sister. Substantial amounts are left to several heirs. Provision is made for five churches, each being left \$1,000. The residue of his estate is bequeathed in equal shares to his brothers and sister.

Building has been handicapped this season to considerable extent by the inability of contractors to get steel. Many new buildings are being planned and it is said that next season will open up with a large volume of business on hand.

J. W. Murray of Hartford, Conn., has leased the woodworking shop of the late Charles W. Shea. This is a well equipped plant and Mr. Murray plans to materially increase his business.

All of the lumber holdings of Adams, Burns Company, Ltd., at Bathurst, N. B., have been transferred to the Nepisiguit Lumber Company. Fred S. Morse of Springfield, Mass., is the managing director of the latter concern. The

A. Sherman Lumber Company of New York is also interested in the company.

The dry house of Blacker & Shepard, Cambridge, has been destroyed by fire. The house was full of hardwood lumber in the process of drying. The loss is estimated at \$3,000.

Haskett Wood, son of William H. Wood, has filed a voluntary petition in bankruptcy. His liabilities are placed at \$37,908.13, with doubtful assets.

The Massachusetts Wholesale Lumber Dealers' Association held its twentieth annual meeting Friday evening, November 5, at Young's Hotel, Boston. The various officers and committees made their reports. The subject of selling shingles by the bunch instead of by the thousand in this market was discussed. The guest of the evening was Mr. Ives, manager of the traffic department of the Boston Chamber of Commerce. The officers elected were: H. B. Fiske of the George McQueston Company, president; Frank W. Lawrence of Lawrence & Wiggin, vice-president; E. C. Hammond of the Edward J. Hammond Company, secretary and treasurer, and A. M. Moore, with William E. Litchfield, assistant secretary and manager. The executive committee is to be elected by the officers.

## BALTIMORE

Robert McLean, general manager of the Norva Land & Lumber Company of Wallaceton, Va., is home after several months spent abroad, principally in Scotland and England. He placed some attractive contracts while there and reports that he found conditions decidedly improved, especially with regard to poplar, which wood was bringing good prices and was being called for in large quantities. The improvement in prices is very noticeable, Mr. McLean states, and there is every indication that quotations will go still higher, as supplies are running rather low. He has now gone down to the mill of the Norva company, and will also visit his own operation on the James river in Virginia, where hardwoods are being produced. The plant is being run at its full capacity. Mr. McLean has lately placed large quantities of gum, which is being manufactured at Wallaceton. In the past week contracts for the delivery of 750,000 feet in Philadelphia and New York have been closed. Much of this gum is being used for interior finish.

The managing committee of the Baltimore Lumber Exchange held its monthly meeting November 1, President E. P. Gill occupying the chair. Only routine business was transacted.

G. W. Eisenhower of the Eisenhower-MacLea Company, dealer in hardwoods, has gone for several weeks to Asheville, N. C.

Miss Henrietta Thomas Lawton, a daughter of William T. Lawton of the mill firm of Joseph Thomas & Son, was married October 26 to John Thomas Morris of St. Mary's county, Maryland. Mr. and Mrs. Morris will reside with the parents of the bride.

R. E. Wood of the R. E. Wood Lumber Company of this city spent several days last week at Buffalo, and Williamsport, Pa. His company is about to build a hotel at its mill at Fontana, Swain county, N. C., the plans having been drawn by G. L. Wood, vice-president of the company. It is estimated that the timber supply there will last fifteen to twenty years, aggregating 200,000,000 feet, and that this length of time will justify the erection of the hotel. The structure will be two stories, with a front of fifty feet and extending back in two wings, separated by a court.

Charles I. James of the Pigeon River Lumber Company, at Mount Stirling, N. C., visited the plant ten days ago and found everything to be working satisfactorily. The mill is turning out about 80,000 feet per day and is kept running steadily.

Among the out of town lumbermen here last week was C. W. Manning of New York, who

stopped over on the way south. He intended to be gone ten days or more. Mr. Manning stated that trade in his section is improving and that the demand for hardwoods is on the increase.

John Cant of Cant & Kemp of Glasgow, Scotland, was in Baltimore last week. He has started on a tour through the West and South which will take several months. It is Mr. Cant's first trip to the United States, and he will give close attention to the business conditions here. He reported the lumber trade at home as showing considerable improvement.

Another foreign visitor here about the same time was Norman A. Wright of Leary & Co., London. Mr. Wright will also make a tour of the lumber markets of the country.

## CHARLOTTE

R. T. Lambeth of Thomasville, N. C., and associates from Virginia and York, Pa., have made arrangements to build at Thomasville the largest veneering plant in the state. The company will manufacture veneering for high-grade furniture and interior work and will market most of its output in the Middle West. Work on the plant will commence at once. The company will start business with a capital stock of \$40,000.

The Kinston & Carolina Railroad & Lumber Company line running from Pink Hill to Kinston, N. C., a distance of twenty-five miles, has just been sold to the John L. Roper Lumber Company for \$35,000 and the assumption of indebtedness amounting in the whole to \$100,000. The John L. Roper Lumber Company operates extensively in North Carolina and Virginia and is owned by the Norfolk & Southern Railroad Company.

Something like half a million dollar loss was sustained by owners of the plant of the Salkahatchie Lumber Company, located at Schofield, S. C. About 5,000,000 feet of lumber were burned along with the plant. It was the property of Schofield Brothers of Philadelphia. Amount of insurance is not known, but it is not thought it will cover the loss. Whether the plant will be rebuilt is not yet known. The company had been cutting timber along the Salkahatchie river for about two years and was doing a big business. It employed 300 hands and the output of the mill was 50,000 feet per day.

The plant of the Massie Lumber Company, located at Dovesville, S. C., was burned recently. The loss is estimated at \$25,000. About 150,000 feet of lumber, dry kilns and planing mill were burned.

R. D. Stinson, proprietor of a new shuttle block factory at Newton, N. C., is scouring the country for dogwood timber.

Extensive improvement to the lumber-drying plant is being made by the Weldon Lumber Company of Weldon, N. C. The addition will be equipped with six large dry kilns.

An interesting suit involving the title to about 50,000 acres of land lying in Graham county, N. C., has by order of Judge Ferguson been removed from the superior court of Graham county to the United States circuit court at Asheville, N. C. These lands are known as the Belding lands and there are already several suits pending involving title to the property.

A meeting of creditors of J. A. Forbes, an extensive sawmill operator of Eaglerock, N. C., has just been held. Liabilities of the bankrupt concern are stated at \$30,000, with assets of \$10,000.

In the case of G. F. Buell against the Kanawha Lumber Company, just heard by Judge Pritchard at Asheville, N. C., Receivers John H. Howard and W. H. Chadbourne reported that neither E. B. Freeman of Norfolk, Va., nor the Elizabeth Land & Lumber Company had complied with terms of the order by which the prop-



**A Little About Its History—The Importance of Its Hardwood Industry—The Source of Its Hardwood Supply—Transportation Facilities—The Immense Volume of Hardwoods Handled—Sketches of the Various Concerns—Illustrations of Office Buildings—Local Lumber Housing—Various Facts of Yards and Manufacturing Institutions**

When John Filson and his sturdy band of pioneers, a little over a century ago, made the first survey and platted the village of Losantiville, little did they dream that from that small beginning would grow the proud Queen City of the West. Never in the wildest flights of fancy could they have foreseen that in a hundred odd years would spring from their pioneer work the center of one of the richest commercial and manufacturing empires in the world, but such has been the result of their planning and building.

At a recent convention of the Ohio Valley Improvement Association, held in Cincinnati, statistics were presented by the field secretary of the National River and Harbors Congress which almost staggered belief, but the proof submitted was irrefutable. These figures demonstrate that the commerce of the Ohio valley, floated on the broad bosom of the Ohio river alone, annually exceeds in tonnage that of the five greatest seaports of the world combined. Cincinnati is the financial center and metropolis of this great Ohio river valley, and from the vast area its great and varied products are brought to her markets to be distributed throughout the entire world. From the forests of Virginia, West Virginia, Kentucky, Tennessee, North Carolina, Mississippi and Arkansas are brought the choicest varieties of hardwoods to be found in the entire country, while from the illimitable coal fields are annually

freighted thousands upon thousands of tons of coal.

Back in the early thirties two small sawmills represented the hardwood industry of Cincinnati. Today the hardwood interests of the Queen City are greater in proportion to the general volume of business transacted than in any other city in the United States. Cincinnati houses are credited with manufacturing and handling a grand total of over a billion feet of hardwood lumber annually.

Geographically, Cincinnati is most advantageously located, being the natural gateway between the South and the North. A vast virgin or semi-virgin area of timber wealth lies within easy reach of this gateway and it is through this route of transportation that a very large portion of the lumber and other products of the South move northward. Hence it is that Cincinnati is the natural distributing point which has grown from small beginnings in hardwood manufacturing and distribution to be one of the foremost hardwood markets in this country.

#### A VAST INDUSTRY

Few people, unless they have analyzed the situation carefully, have any idea of the vastness of the hardwood industry of which Cincinnati is the commercial center. The city has been known as a hardwood market for a good many years, but it is only within the last decade that the business has grown to great importance through the location of

well towards a hundred hardwood houses in that metropolis. Some of these institutions have their manufacturing plants at Cincinnati; others at various points throughout the South; others group their stocks at the gateway for distribution to the West, North and East. Involved in the varied hardwood industries of the city are numerous manufacturing plants producing finished manufactured products in the form of veneers, hardwood flooring, interior finish, dimension stock, etc.

Logically and commercially, Cincinnati has become the hub of the hardwood industry for a large range of territory. While some of the northern hardwoods from Ohio, Indiana, Wisconsin, Michigan and Canada are handled in Cincinnati, the great bulk of the business in that city is the manufacture and distribution of southern hardwoods. The heaviest bulk of this business is in oak and poplar, although the market is a foremost one in ash, basswood, beech, butternut, cherry, chestnut, cottonwood, cypress, elm, red and tupelo gum, hickory, black walnut, mahogany and other foreign woods.

#### CHARACTER OF THE TIMBER TRIBUTARY TO CINCINNATI

There is one feature that appeals strongly to lumber buyers and that is the character of the timber from which is manufactured the hardwoods that find a market through the Cincinnati gateway. The city's oak sup-

ply comes from the highest type of this wood that grows in the known world. The famous old-time white oak of Ohio and Indiana is reproduced in practically the same quality in Kentucky and Tennessee, in West Virginia and Virginia, and the prototype of the red oak formerly growing in profusion in northern Indiana and Ohio, southern Michigan and Wisconsin, is available for Cincinnati's lumbermen throughout the great lower Appalachian range, where it is known as mountain oak. This species, however, is of exactly the same botany and of equal character with the famous red oak of the more northern ranges of early lumber history.

Cincinnati has for more than half a century been the center for the manufacturing distribution of the magnificent yellow poplar of the Ohio valley, Kentucky and West Virginia and the more remote regions of Virginia and North Carolina. It is still the chief commercial center for this magnificent wood. Cincinnati's favorable freight rates enable it to reach out for sources of supply of southern white and red oak to all parts of the great Mississippi valley and no considerable amount of the oaks of that region are marketed by its dealers. In lesser, but still great quantities, is available the splendid chestnut of Kentucky, Tennessee and North Carolina; the hickory from a wide range of territory; the white ash from more remote southern fields, and during the last few years the city has developed as a center for the distribution of a large quantity of red gum and latterly is handling a good deal of tupelo. Certainly Cincinnati is a very catholic market, for there is scarcely a wood of commercial importance that grows in the United States, or for that matter in foreign countries, that cannot be found in a considerable quantity ready for immediate shipment in the various yards of the Cincinnati lumber contingent.

The hardwood export trade of Cincinnati is a considerable factor in the total of its annual handlings. Several houses located there do nothing but an export business; some in oak, poplar and ash, others in walnut and sundry other woods.

#### THE GREAT WATERWAY

The Ohio river is a tremendous factor in contributing to Cincinnati's success as a lumber market, as more than two hundred million feet in logs and lumber are annually floated down that stream from the timber tracts along the Ohio, Big Sandy, the Guyandotte, the two Kanawhas, the

Licking, Kentucky and Green rivers. Cincinnati owes a large share of its furniture, piano, carriage and wagon making factories to its favorable location with respect to sources of supply.

#### RAILROAD FACILITIES

While Cincinnati is the terminus of half a dozen great railroad systems, tapping on the east the rich forests and heavily wooded mountain slopes of Virginia and West Virginia; on the south, Kentucky, Tennessee, Alabama, Georgia and the two Carolinas, and on the southwest, Mississippi, Arkansas

New York Central Line (the Cleveland, Cincinnati, Chicago & St. Louis), the Louisville & Nashville, the Pennsylvania Lines (the Pittsburgh, Cincinnati & St. Louis), the Norfolk & Western, the Erie, the Cincinnati, Lebanon & Northern and the Chicago, Cincinnati & Louisville railroad. There are also numerous electric lines which materially increase and extend the facilities and conveniences in the movement of persons and freight from and into the city.

#### STATISTICS

The last reports available from the Chamber of Commerce show that in 1907 there were handled in the Cincinnati yards of the railroads 149,772 carloads of lumber, which represent a little less than 65 per cent of the actual lumber business transacted annually, as a large portion of the lumber sold by Cincinnati dealers is shipped direct from the point of manufacture to the ultimate wholesale consumer. During that same year by river 10,665,000 feet of lumber were shipped. The freight tonnage of Cincinnati in 1907 was approximately 25,000,000 tons.

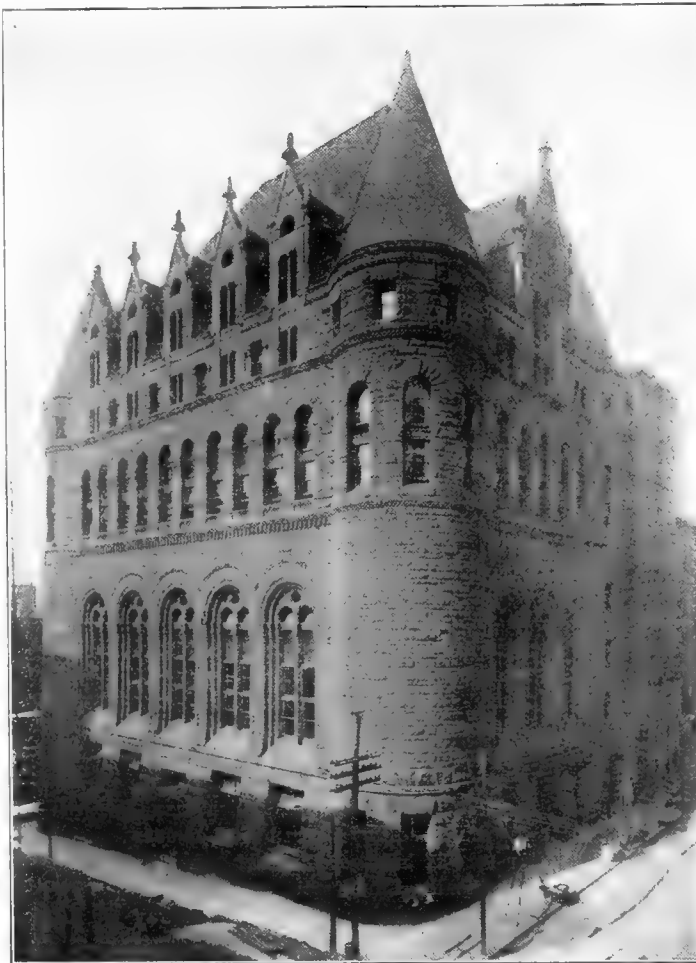
#### ALLIED BUSINESS ENTERPRISES

Outside of the woodworking institutions, which form a large portion of Cincinnati's manufacturing greatness, it also produces a vast quantity of tools and appliances that are dependent upon the lumber industry for their sale. One of the largest, if not the largest, manufacturer of woodworking machinery in the world is located in this city, the J. A. Fay & Egan Company, and there are more than a score of minor concerns making sawmill and sundry woodworking tools.

Cincinnati's receipts of manufactured iron and steel in 1907 were more than 572,000 tons, and the estimated value of machinery made in that city annually is more than twelve million dollars. Cincinnati, makes more than eighteen million dollars' worth of shoes; eighteen million dollars' worth of clothing; twenty-three million dollars' worth of soap, and ten million dollars' worth of furniture, office equipment and coffins.

#### A FINANCIAL CENTER

As a financial center Cincinnati stands high for strength and soundness. Its banking institutions have always been conducted along conservative lines and never in a case of financial depression has Cincinnati been a severe sufferer. The average annual bank clearances for the past five years have been in excess of \$1,250,000,000. The credit of her financial institutions is equal to the best in the land. As a demonstration of Cin-



CHAMBER OF COMMERCE AND ADJOINING MITCHELL BUILDING.  
THE LATTER CONTAINS OFFICES OF THE  
BAYOU LAND & LUMBER COMPANY.

and Louisiana, which overlap the rich sources of forest products, it is the only city in the land that has the distinction of owning a great trunk line railroad. This is the Cincinnati Southern, extending from Cincinnati 330 miles southward to Chattanooga, and is under lease as one of the main lines of the Southern Railway System, with branches penetrating to every section of this great southern empire of wealth.

The various railroad lines entering Cincinnati are the Baltimore & Ohio, the Chesapeake & Ohio, the Cincinnati, Hamilton & Dayton, the Southern Railway (the Cincinnati, New Orleans & Texas Pacific), the



CLIFF S. WALKER, PRESIDENT BAYOU  
LAND & LUMBER COMPANY



GEORGE W. HAND, SECRETARY-TREAS-  
URER BAYOU LAND & LUMBER COMPANY



FRED K. CONN, VICE-PRESIDENT BAYOU  
LAND & LUMBER COMPANY

cincinnati's prosperity, it may be mentioned that the savings per capita of population is greater than that of any city or town in the United States. In population Cincinnati

ranks fifteenth in the list of the great cities of the country. The census of 1890 gave her a population slightly below 350,000. These figures create a false impression of

the population of the region of which Cincinnati is the immediate center, as great villages and cities surround Cincinnati on all sides and really are an integral part of



UNION TRUST BUILDING.

CONTAINING OFFICES OF THE T. B. STONE LUMBER COMPANY, NEW RIVER LUMBER COMPANY, HARDWOOD LUMBER COMPANY, STEARNS LUMBER & COAL COMPANY, J. W. DARTING LUMBER COMPANY AND ST. JAMES CEDAR COMPANY.



FIRST NATIONAL BANK BUILDING.

CONTAINING OFFICES OF THE HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES, KENTUCKY LUMBER COMPANY, SHAWNEE LUMBER COMPANY, JAMES KENNEDY & CO., YALE LUMBER COMPANY, FRED BRENNER LUMBER COMPANY, SCHRADER & SKILES, LOUISIANA RED CYPRESS COMPANY.





W. A. BENNETT, BENNETT &amp; WITTE.

GEORGE C. EHEMANN, MEMPHIS MANAGER  
BENNETT & WITTE.E. J. THOMAN, SALES MANAGER BENNETT  
& WITTE.

the metropolis. No small portion of this contiguous population is on the Kentucky side of the river, where Covington, Newport, Bellevue, Dayton and a dozen smaller towns hold the residences of a large number

of Cincinnati's business men. As a matter of fact Cincinnati is the business center of a population of about 600,000, of which not more than 60 per cent reside in the corporate limits. Among the northern sub-

urbs is Norwood, which alone has a population of over 50,000.

The Chamber of Commerce of Cincinnati (a view of this magnificent commercial structure is shown in this article) is the

TRACTION BUILDING  
CONTAINING OFFICES OF THE MIDLAND LUMBER COMPANY AND RICHEY,  
HALSTED & QUICK.SECOND NATIONAL BANK BUILDING  
CONTAINING OFFICES OF GALLOWAY-PEASE COMPANY.



T. B. STONE, PRESIDENT T. B. STONE LUMBER COMPANY.



W. W. STONE, VICE-PRESIDENT AND TREASURER T. B. STONE LUMBER COMPANY.



W. T. JOHNSON, SECRETARY T. B. STONE LUMBER COMPANY.

base about which are grouped numerous allied commercial organizations, including the Business Men's Club, the Cincinnati Lumbermen's Club and sundry others. All of these institutions work in close har-

mony for increasing the commercial greatness of Cincinnati's business institutions.

#### The Hardwood Manufacturers' Association

A year ago there was located in Cincinnati

the principal office of the Hardwood Manufacturers' Association of the United States. This association numbers among its members the majority of the hardwood manufacturers of the entire southern coun-



MERCANTILE LIBRARY BUILDING.

CONTAINING OFFICES OF BLACKBURN & BOLSER AND W. H. & G. S. STEWART



PROVIDENT BANK BUILDING.

CONTAINING OFFICES OF S. D. STANSBERRY, REPRESENTING THE CHICAGO LUMBER & COAL COMPANY.





J. O. COLE, PRESIDENT C. CRANE &amp; CO.



H. C. YEISER, PRESIDENT NEW RIVER LUMBER COMPANY.



W. H. HOPKINS, TREASURER NEW RIVER LUMBER COMPANY.

ty and involved in their production are more than a billion feet of lumber annually. Of this institution, R. M. Carrier of Sardis, Miss., is president, and Lewis Doster is secretary, with headquarters at Cincinnati.

The association occupies handsome offices in the First National Bank building and from this point the work of the organization is directed. The organization also has a branch office at 1 Madison Ave., New York.

#### The Cincinnati Lumbermen's Club

Nearly all the hardwood houses of the city, both manufacturing and jobbing institutions, are allied with the Cincinnati Lumbermen's Club. This is an institution which



FIRST NATIONAL BANK BUILDING.  
CONTAINING OFFICES OF C. CRANE & CO. AND DOWD & HARRIS LUMBER COMPANY.



WESTERN METHODIST BOOK CONCERN BUILDING.  
CONTAINING OFFICES OF PENNELL & WILCOX.



W. E. DELANEY, GENERAL MANAGER  
KENTUCKY LUMBER COMPANY.



RALPH MCCRACKEN, SECRETARY AND  
SALES MANAGER KENTUCKY LUMBER CO.



C. C. BOYD, C. C. BOYD & CO.

is organized and incorporated not for profit, but for the purpose of advancing the inter-

ests of the Cincinnati lumber trade generally and of those engaged in lumber enter-

prises. The club attempts to harmonize various interests and secure united action to



GOVERNMENT SQUARE, WITH FOUNTAIN SQUARE IN DISTANCE. ON EXTREME LEFT ALLEN BUILDING CONTAINING OFFICES OF LELAND G. BANNING. ON RIGHT POSTOFFICE.



LELAND G. BANNING, ONE OF THE LARGEST HARDWOOD OPERATORS OF CINCINNATI.



EARL A. HART, SALESMANAGER FOR LELAND G. BANNING.



WILL S. STERRETT, PRESIDENT STERRETT LUMBER COMPANY.

make the tenets of the organization more forcible. Above all, it attempts to demand and maintain a high standard of commercial honor and integrity among those engaged in the lumber business in that vicinity. The result of the good work attained by the organization is daily manifest and there is no market in the United States today that stands higher for commercial uprightness than do the Cincinnati hardwood manufacturers and jobbers.

A brief history of this club, which has the welfare of the Cincinnati hardwood market as its prime inspiration, may not prove uninteresting at this time. The club was organized in May, 1896, and held its first meeting in the Burnett house. The first president was the late M. B. Farrin, who was followed in succession by W. A. Bennett, W. B. Wiborg, J. Watt Graham, T. J. Moffett, T. B. Stone, F. M. Possell, C. F. Korn, B. A. Kipp, I. M. Asher, T. J. Moffett for the second term, B. F. Dulweber, and the present incumbent, Cliff S. Walker. W. B. Hay served as secretary for the organization for seven years and he was succeeded by Ed J. Swayne, who was suc-

ceeded by Emil J. Thoman, who served for four years, and who in turn is now succeeded by W. S. Sterrett.

The charter members of the Cincinnati Lumbermen's Club were Bennett & Witte, the M. B. Farrin Lumber Company, A. V. Fuhrman, the Graham Lumber Company, Goodman & Wright, the T. B. Stone Lumber Company, Wiborg & Hanna, J. F. Taylor, L. B. Lewin, Frank Littleford & Bro., B. A. Kipp & Co., Bosken & Co., Charles F. Shiels & Co., Ferd Brenner, John Dulweber & Co., L. G. Banning, George Waters, Betts & Hines, W. H. Justice, E. C. Handley, X. Culbertson and R. N. Archer.

Today the club numbers among its membership more than three score of the lumber institutions of Cincinnati, which comprise the larger number of the important houses of the city.

The club took a prominent part in the building of the lumbermen's exhibit at the Paris Exposition of 1890, W. A. Bennett being chairman of the Executive Committee which carried out the enterprise and secured the financial aid necessary.

The club invariably sends delegates to

the annual meetings of all important lumber organizations and to any other conventions where it can be of service in assisting in the general good of the lumber trade.

The club has frequently been the host of the various lumber organizations and in 1899 entertained the annual convention of the National Hardwood Lumber Association. It also assisted in entertaining the convention of the Hardwood Manufacturers' Association of the United States, which met in Cincinnati in 1908.

As a municipal business body the club has always been in the front rank of all movements for improvement in hardwood conditions. It had delegates at the recent meeting of the Ohio Valley Improvement Association and also sent delegates to the Rivers and Harbors Congress at Washington.

Much good work has been accomplished by the Cincinnati Lumbermen's Club and from the character of its membership much more can be anticipated. The institution's pioneer work, involving the important subject of commercial morals in the hardwood industry, is well worthy the attention of



GENERAL VIEW OF EXTENSIVE HARDWOOD.



E. D. GALLOWAY, PRESIDENT AND TREASURER GALLOWAY-PEASE COMPANY.



MAX L. PEASE, SECRETARY GALLOWAY-PEASE COMPANY.



JAMES BUCKLEY OF BROOKVILLE, IND. CLOSELY CONNECTED WITH CINCINNATI TRADE.

all other hardwood associations, exchanges and clubs throughout the country.

A visitor desiring to make a tour of the hardwood institutions of Cincinnati, on arriving at the Grand Central depot, would adopt the most convenient plan of visiting the downtown concerns first. After a walk of five minutes from the depot he would find himself at the office of

#### Bennett & Witte

One of the best known lumber concerns in the country, making a specialty of hardwoods, is Bennett & Witte. The firm was organized Jan. 15, 1884. It first had an office on the Public Landing or river front, which was continued for four years, when it was moved to the Mitchell building, 9 West Fourth street. Here the firm remained until 1897, when it moved to its present quarters in the Western Methodist Book Concern building, 220 West Fourth street. The firm was originally composed of W. A. Bennett and Charles Witte. In 1896 Mr. Witte died, and Mr. Bennett continued the business under the original name. A few years ago George C. Ehemann, a young man

who had been in the employ of Mr. Bennett since 1889, was admitted to partnership with Mr. Bennett, but the style of the firm has remained the same. Mr. Ehemann has charge of Bennett & Witte's office at Memphis, where the firm has operated several years.

E. J. Thoman, sales manager of the firm, has been with Mr. Bennett since 1901. He is one of the brightest men in the hardwood trade. He served as secretary of the Cincinnati Lumbermen's Club for several years, but owing to the pressure of business was compelled to retire. He enjoys the supreme confidence of Mr. Bennett and is never so happy as when transacting the business of his employer.

A. W. Euler, manager of the export department and European representative of the house, puts in all his time touring Europe in quest of business. The concern's foreign trade has grown extensively in recent years, largely through the efforts of Mr. Euler.

Bennett & Witte are general hardwood lumbermen, with interests and stocks in various parts of the Middle West and South, handling vast quantities of oak and ash. They make a specialty of red gum for the export trade,

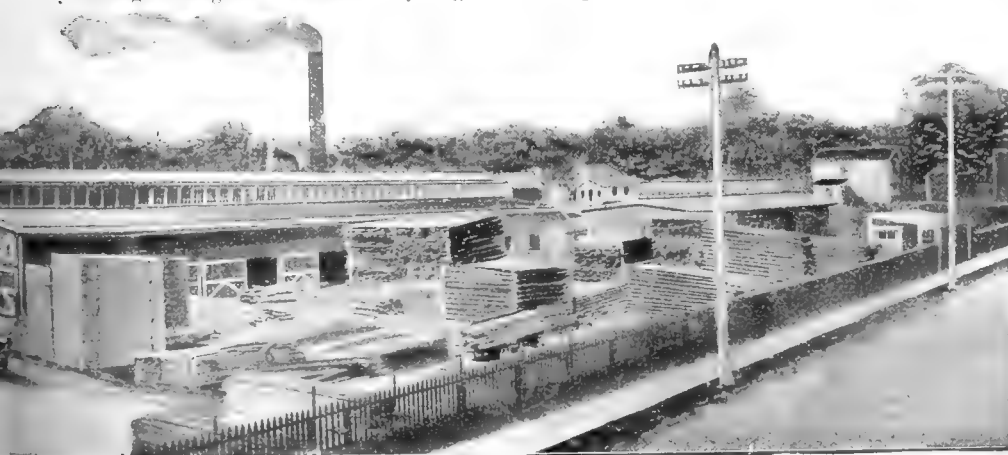
and ship vast quantities to Europe. Mr. Bennett is a believer in red gum and has always been an ardent supporter of the wood, being of the opinion that its qualities are not yet thoroughly understood by manufacturing consumers.

Mr. Bennett has been in the hardwood business since 1872 and is now classed as one of the veterans. As a business man, he stands in the front rank. He has served the interests of the hardwood industry in many capacities, attending association conventions, serving on important committees and filling various offices. He is a member of the Chamber of Commerce of several years' standing, and in 1908 was chosen its president. During his term of office he inaugurated many reforms, refusing the nomination for reelection in 1909.

Mr. Bennett is a man of strong character and prompt in his almost unerring judgment of men. Strong in his likes and dislikes, and while a faithful and true friend to those he admits to his favor, he is never discourteous to those who do not favorably impress him. He is strictly honest in all his dealings and has not the slightest tolerance for anyone who is crooked or shady in any way. Being asked why he always surrounds himself with Germans in his business, his characteristic reply came promptly: "Because I have always found them honest."

#### C. C. Boyd & Co.

A walk of five minutes from the offices of Bennett & Witte brings the visitor to the corner of Fifth and Race streets, and the Glenn building, on the fourth floor of which is located the office of C. C. Boyd & Co. Mr. Boyd is the oldest member of the hardwood trade in Cincinnati. He operates a band mill of about 10,000 feet daily capacity at North Bend, Ohio, and a veneer mill which was the first in the West, and which now runs three saws, with a capacity of 5,000



MILL FARRIN-KORN LUMBER COMPANY.





THOMAS J. MOFFETT, PRESIDENT MALEY, THOMPSON & MOFFETT



C. L. SMITH, SECRETARY MALEY, THOMPSON & MOFFETT.



CHESTER F. KORN, PRESIDENT FARRIN-KORN LUMBER COMPANY.

feet per day. The firm handles general hardwoods and specializes in sawed veneers.

#### The Bayou Land and Lumber Company

Leaving the office of Mr. Boyd, a walk of three minutes to Fourth street, brings one to the Mitchell Building, on the seventh floor of which is the office of the Bayou Land & Lumber Company, of which Cliff S. Walker is president; George W. Hand, secretary and treasurer; Samuel A. Conn, general manager of the land department, and Fred K. Conn, vice-president. The company handles a general line of hardwoods and operates a circular sawmill at Itta Bena, Miss., with a capacity of about 15,000 feet per day. It makes a specialty of red gum. President Cliff S. Walker is noted as a student of political economy, an advanced thinker, and is also president of the Cincinnati Lumbermen's Club.

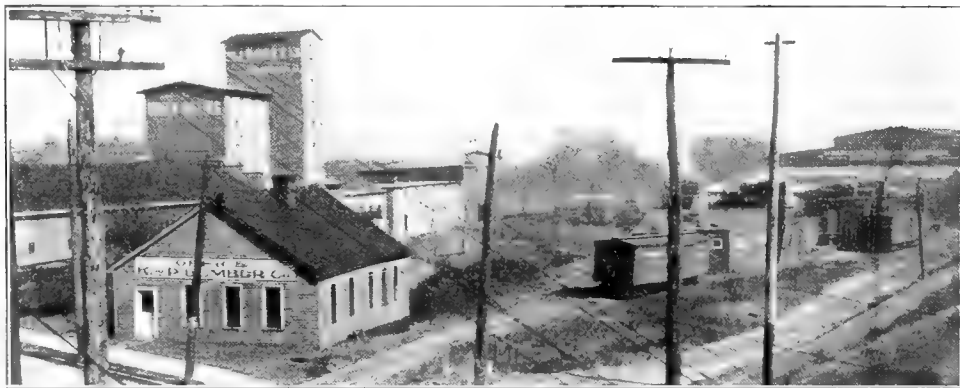
#### C. Crane & Co.

The giant hardwood institution of Cincinnati is the great manufacturing plant of C. Crane & Co., occupying a full mile of water front along the Ohio river, where

three big modern sawmills are located. At Covington, C. Crane & Co. have another large band mill and also have several smaller sawmill plants located in timber sections owned

Co. are to be found in the biographical sketch of Clinton Crane appearing in this issue of the RECORD.

The main plant of C. Crane & Co. is one



K & P LUMBER COMPANY'S YARD AT ST. BERNARD

by them where the timber is not available for floating. This season they also operate a mill at Ironton, Ohio. Fuller details of the great lumber operations of C. Crane &

of the show manufacturing sites of Cincinnati and a birdseye view of it, taken from the rim of Eden Park, is shown in one of the accompanying pictures.

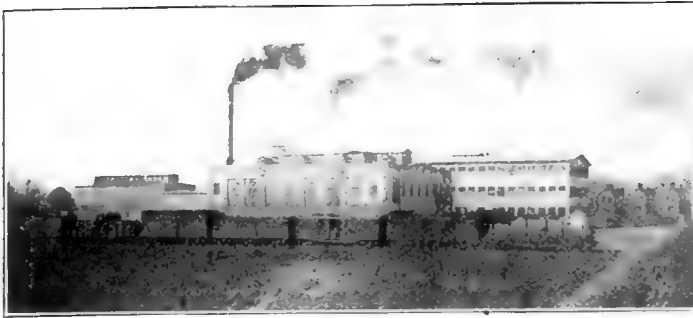


AERIAL VIEW OF FARRIN-KORN LUMBER COMPANY'S PLANT



OFFICE AND PART OF PLANT OF MALEY, THOMPSON & MOFFETT.





PLANT OF STANDARD MILLWORK COMPANY AT NORWOOD



OFFICE AND ALLEY IN YARD OF L. W. RADINA & CO.



YARD OF LOCKLAND LUMBER COMPANY AT LOCKLAND.



PLANT OF TALBERT-ZOLLER LUMBER COMPANY



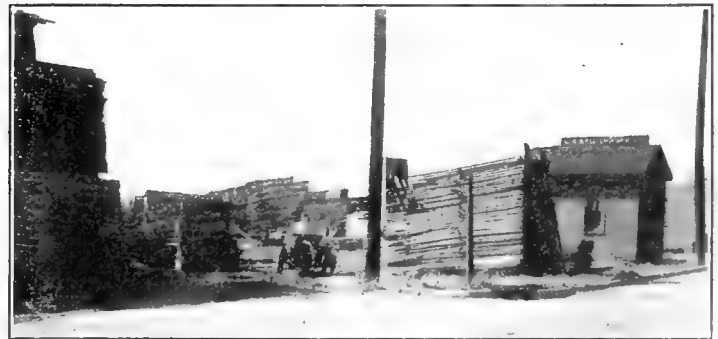
YARD, T. B. STONE LUMBER COMPANY.



VIEW IN YARD, CHAS. F. SHIELDS & CO.



VIEW IN YARD OF T. P. SCOTT & CO.



FRONT OF YARD OF R. HALL LUMBER COMPANY



OFFICE AND WAREHOUSE, OHIO VENEER COMPANY.



PLANT OF FEXTER LUMBER COMPANY AT NORWOOD



H. J. PFIESTER, PRESIDENT M. B. FARRIN LUMBER COMPANY.



W. J. ECKMAN, VICE-PRESIDENT M. B. FARRIN LUMBER COMPANY.



W. H. AMES, MANAGER OAK FLOORING DEPARTMENT M. B. FARRIN LUMBER COMPANY.

**The Sterrett Lumber Company**

Walking east on Fourth street a half block, we come to the Fourth National Bank building, on the sixth floor of which

**The Dwight Hinckley Lumber Company**

One floor below is the office of the Dwight Hinckley Lumber Company, of which Dwight Hinckley is the head. The com-

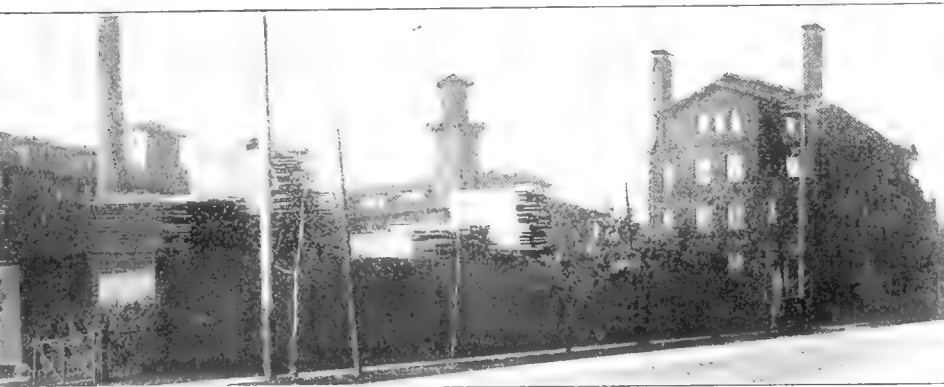
excellently arranged for the receiving and shipping of lumber.

**The Graham Lumber Company**

Crossing Fourth street from the Fourth National Bank, we come to the Fosdick building. On the fourth floor is the office of the Graham Lumber Company, which has the distinction of having as its secretary the only woman actively engaged in the lumber business in Cincinnati, who possesses a rare knowledge of the trade and is a thoroughgoing "lumberman." The president of the company is J. Watt Graham, and the secretary Miss M. S. Graham. The company handles a general stock of hardwoods, operating mills in Kentucky and Tennessee. It gives special attention to oak, poplar, chestnut and basswood. Fred Duling is the energetic sales manager.

**T. B. Stone Lumber Company**

At the northwest corner of Fourth and Walnut streets stands the Union Trust building, on the tenth floor of which is located the T. B. Stone Lumber Company, officered by T. B. Stone, president; W. W. Stone, vice-president and treasurer, and W. T. Johnson, secretary. The company operates



BALDWIN PIANO COMPANY AND PERRY LUMBER COMPANY'S YARD.

is the office of the Sterrett Lumber Company, of which W. S. Sterrett is president. The company handles general hardwoods and specializes in cypress, cottonwood and gum. W. S. Sterrett is secretary of the Cincinnati Lumbermen's Club.

pany specializes in cypress and yellow pine and operates the yards on McCullough street, in the East End, formerly owned by Goodman & Wright. The yards are well stocked and are located on the Pennsylvania railroad, and with switches and tracks are



UNLOADING DOCK AND DRY KILN, M. B. FARRIN LUMBER CO.



CORNER OF YARD, M. B. FARRIN LUMBER COMPANY.



INTERIOR OAK FLOORING WAREHOUSE, M. B. FARRIN LUMBER CO.



F. W. MOWBRAY, MOWBRAY &amp; ROBINSON.



E. O. ROBINSON, MOWBRAY &amp; ROBINSON.



L. W. RADINA, L. W. RADINA &amp; CO.

a mill of 25,000 feet daily capacity at Inverness, Miss., sawing gum, oak and ash; two mills of 25,000 feet capacity at Buckeye, Tenn., sawing oak, poplar and chestnut; also a yard at Hartsville, Tenn. It has a large yard at Hopkins and McLean avenue in this city. The company's line is general hardwoods, including yellow pine and cottonwood. It makes a specialty of poplar panel stock.

#### The Stearns Lumber and Coal Company

On the fifteenth floor of the Union Trust building is located the office of the Stearns Lumber and Coal Company, of which J. S. Stearns is president; W. T. Culver, vice-president and general manager, and R. L. Stearns, secretary-treasurer. The company's manufacturing is done at Stearns, Ky., where it operates a mill with two band saws and a gang saw, with a capacity of about 50,000 feet per day. A general line of hardwoods is handled. J. O. McCloskey is the local manager for the company.

#### The New River Lumber Company

On the eleventh floor of the Union Trust building are the offices of the New River Lumber Company, a recently organized and wealthy enterprise. The officers are H. C. Yeiser, president; C. F. Hofer, vice-president; J. E. Blaine, secretary; W. H. Hopkins, treasurer. The company owns 60,000 acres of timber land on New River and has installed the most approved machinery. At Norma it operates a band mill with three saws, with a capacity of 100,000 feet per day, while at New River its mill, equipped with a band saw and gang saw, cuts 50,000 feet per day. Spurs from the Tennessee railroad run up into the lands and the company has its own tracks through the timber, all logging being done by rail. The concern specializes in oak and poplar.

#### The J. W. Darling Lumber Company

On the sixteenth floor of the Union Trust building are located the offices of the J. W. Darling Lumber Company, of which J. W. Darling is the head. The concern began

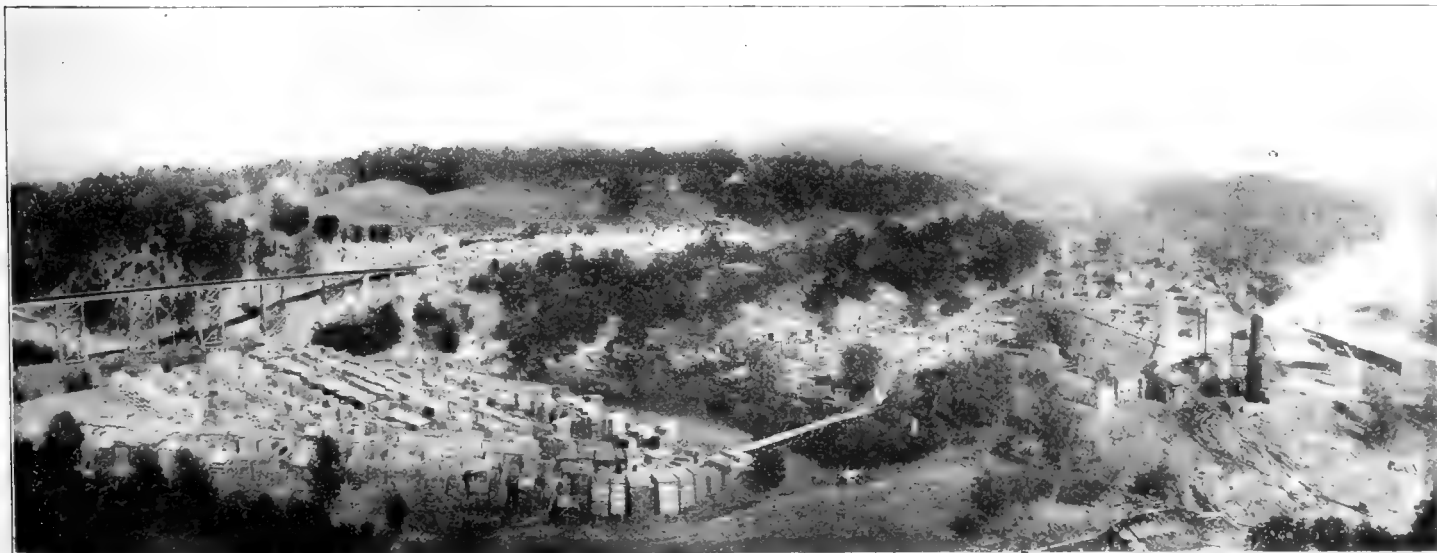
business eight years ago and makes a specialty of cottonwood and gum. It manufactures the greater part of the lumber handled, operating mills in Louisiana and yards at Joppa, Ill. R. C. Gilbert of the company looks after the sales department, while J. W. Darling attends to the buying, manufacturing and shipping.

#### The St. James Cedar Company

On the fourteenth floor of the Union Trust building is the office of the St. James Cedar Company, of Detroit, Mich., of which B. A. Scott is president. The local office is in charge of Arthur S. Dennis and Omar Farrell as managers. The company specializes in ties and wholesale lumber.

#### The Hardwood Lumber Company

The fourteenth floor of the Union Trust building is also the location of the offices of the Hardwood Lumber Company, of which J. H. P. Smith is president; W. P. Heyser, vice-president and treasurer, and H. F. Williams, secretary. The company handles all



BURNSIDE PLANT, KENTUCKY LUMBER CO.



S. W. RICHEY, RICHEY, HALSTED &amp; QUICK



J. WATT GRAHAM, PRESIDENT GRAHAM LUMBER COMPANY.



FRED DULING, SALES MANAGER GRAHAM LUMBER COMPANY.

varieties of southern hardwoods.

Leaving the Union Trust building, we cross to the southeast corner of Fourth and Walnut streets, and enter the First National Bank building, an eighteen-story structure. On the sixteenth floor of this building are located the offices of the Hardwood Manufacturers' Association of the United States, in charge of Lewis Doster, secretary.

#### Yale Lumber Company

In the same building are located the headquarters of the Yale Lumber Company, which were opened October 1, 1909. H. R. Stone is the resident manager, and M. H. Stone looks after the affairs at the company's plant at Yale, Ky., where it operates a double band mill with a capacity of about 40,000 feet daily. The concern handles general hardwoods, making a specialty of oak and poplar. It also operates a heading mill at Yale and does a heavy business in railroad ties.

#### Shawnee Lumber Company

On the fourteenth floor is the office of the Shawnee Lumber Company, in charge of J. C. Rash, with J. H. Hardwick and F. D. Shore as managers of the yellow pine division. This is the Cincinnati office of the

Brodhead-Garrett Company, with plant at Clay City, Ky. H. G. Garrett is president of these allied concerns. The company has a band mill with a capacity of 40,000 feet daily. It handles general hardwoods and operates mills on the L. & E. railroad and the Red river.

#### James Kennedy & Co., Ltd.

On the seventh floor of the First National Bank building are the offices of James Kennedy & Co., Ltd. The headquarters of the concern are at Glasgow, Scotland, and it operates yards and offices at London and Liverpool also. The Cincinnati office, which is devoted to buying, is in charge of Stuart Menzies. The concern handles general hardwoods, and specializes in wagon and dimension oak for export. The company was established in Glasgow in 1871 by James Kennedy, the governing director.

#### The Ferd Brenner Lumber Company

On the fifth floor of this building is the elegant suite of offices of the Ferd Brenner Lumber Company, of which Ferd Brenner is president; W. F. Best, vice-president; L. G. Banning, treasurer, and R. C. Witteck, secretary. The company always has on hand a well assorted stock of southern hardwoods, specializing in oak and ash and

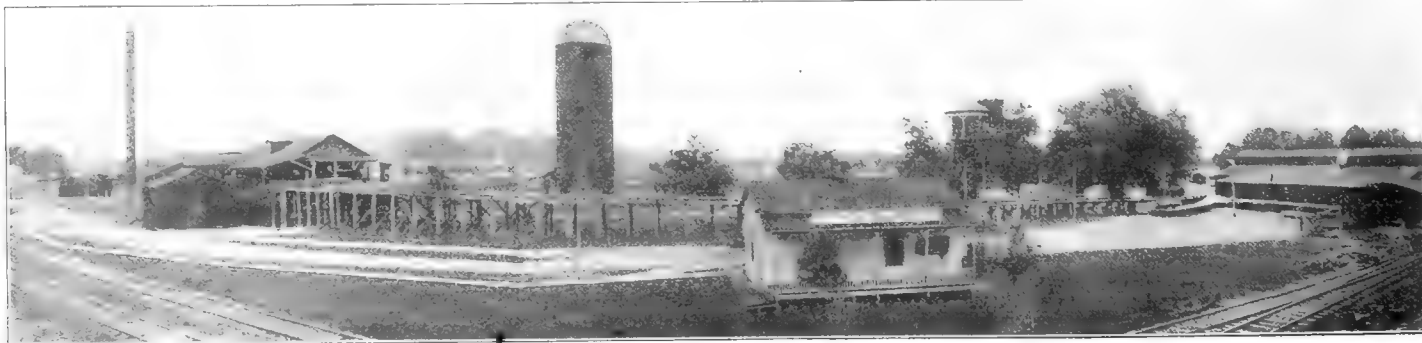
gum for export. It operates mills at Alexandria, La., and has offices and large yards at Salisbury, N. C. It has branch offices also in many of the leading capitals of Europe.

#### The Kentucky Lumber Company

On the tenth floor of the First National Bank building are the offices of the Kentucky Lumber Company, of which C. Minshall is president and treasurer; J. H. Keyes, vice president; Ralph McCracken, secretary and sales manager. W. E. DeLaney is general manager. The company operate a band mill at Burnside, Ky., of 50,000 feet daily capacity, and another at Williamsburg with a capacity of 40,000 feet daily. The company handles a general line of southern hardwoods and specializes in poplar. It has a local yard at Burns street and the C. H. & D. railroad.

#### Schrader & Skiles

On the same floor with the Kentucky Lumber Company is the office of Schrader & Skiles, formerly of Knoxville, Tenn., when they operated for nineteen years before coming to Cincinnati, locating there two years ago. They are general hardwood commission merchants. C. G. Schrader presides at the Cincinnati office.



WILLIAMSBURG PLANT, KENTUCKY LUMBER CO.





FERD BRENNER, PRESIDENT FERD BRENNER LUMBER COMPANY.



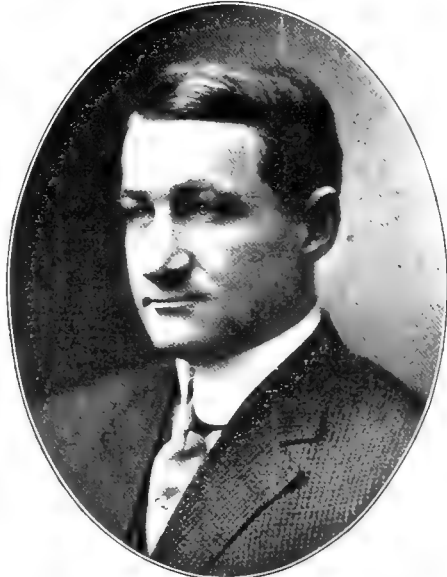
W. F. BEST, VICE-PRESIDENT FERD BRENNER LUMBER COMPANY.



R. G. WITBECK, SECRETARY FERD BRENNER LUMBER COMPANY.



FERD BOSKEN, OHIO VENEER COMPANY.



LEWIS FOSTER, SECRETARY HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.



JOSEPH BOSKEN, OHIO VENEER COMPANY.



H. G. GARRETT, CLAY CITY, KY., PRESIDENT SHAWNEE LUMBER COMPANY.



J. C. RASIL, CINCINNATI MANAGER SHAWNEE LUMBER COMPANY.



I. D. SHORE, YELLOW PINE DIVISION SHAWNEE LUMBER COMPANY.





C. CRANE & CO'S EXTENSIVE OPERATIONS LOOKING FROM THE RIM OF I

**The Louisiana Red Cypress Company**  
 on the eighteenth floor of the First National Bank building is the office of the Louisiana Red Cypress Company. The officers are R. H. Downman, president; F. H. Bolser, first vice-president; G. W. Dodge, second vice president; J. A. Hilliard, secretary and general manager. The company operates numerous mills with a daily capacity of 3,000,000 feet of lumber, 2,500,000 shingles and 1,000,000 lath; making a specialty of red cypress. The Cincinnati office is in charge of S. Earle Griffen.

## **Blackburn & Bolser**

on Walnut street, a half block north of the First National Bank building, is the Mercantile Library building, where on the sixth

floor is the office of Blackburn & Bolser. The company is officered by J. E. Blackburn as president; J. H. Bolser, vice-president; H. O. Kapp, secretary and treasurer. It handles general hardwoods and has yards at Mountain City and Shouns, Tenn. The local office is in charge of J. A. Bolser, vice-president of the concern.

## **Richey, Halsted & Quick**

Next door to the Mercantile Library building is the Traction building, on the seventh floor of which is the fine suite of offices occupied by Richey, Halsted & Quick. The firm is composed of S. W. Richey, L. D. Halsted and Walter Quick. They handle a general line of hardwoods and make a spe-

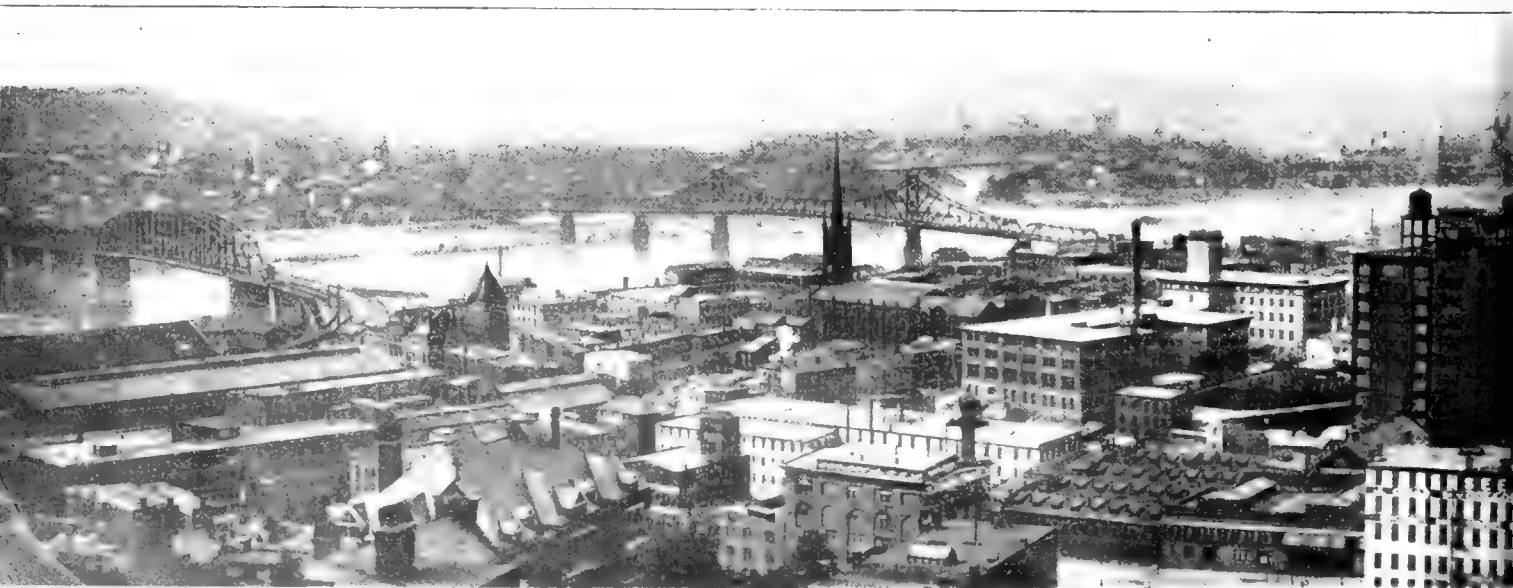
cialty of poplar and oak. Only high-grade lumber is handled by this firm.

## **Midland Lumber Company**

On the sixth floor of the Traction building are located the offices of the Midland Lumber Company, the officers of which are: M. Y. Cooper, president; F. H. Kinney, secretary; W. H. Flinn, treasurer and general manager. The company handles all lines of hardwoods and specializes in oak and poplar.

## **Illingworth, Ingham & Co.**

Crossing to the west side of the street after leaving the Traction building, we come to the office of Illingworth, Ingham & Co., exporters of hardwood lumber, on the sixth floor of the Johnston building. The office is



PANORAMIC VIEW OF BUSINESS DISTRICT OF



ARK, SHOWING OHIO RIVER AND KENTUCKY HILLS IN THE DISTANCE.

in charge of Edward Barber, who buys hardwoods for the English trade. The company has yards and mills at Leeds, England, with yards also at Goole and Manchester. The lumber is shipped to Manchester, Hull and Liverpool. The firm specializes in dimension stock for export, such as wagon plank and scantling cut to special sizes. The company also operates a branch at Clarksburg, W. Va., in charge of C. E. Gay.

#### Galloway-Pease Company

At a short distance from the Traction building is the Second National Bank building, at Ninth and Main streets, on the eighth floor of which are located the offices of the Galloway-Pease Company. E. D. Galloway

is president and treasurer; Max L. Pease, secretary, and W. S. Hope, sales manager. The company operates a circular saw-mill at Johnson City, Tenn., with a capacity of 50,000 feet per day; also a band mill at Poplar Bluff, Mo., of 35,000 feet daily capacity, which is devoted almost exclusively to cutting oak. The company handles all the southern hardwoods and specializes in sound wormy chestnut.

#### King & Trimble

At Sixth and Vine streets, in the Bell block, is the office of King & Trimble, successors to Gage & Possell, who for years carried on an extensive business with cypress lumber as a specialty. James King, for

many years with the original firm, is the head of the partnership. While specializing in cypress the concern also handles a general line of hardwoods.

#### Chicago Lumber & Coal Company

One square north of the Bell block, on Vine street, is the new building of the Provident Bank & Trust Company, on the ninth floor of which is the office of Colonel S. B. Stanberry, who represents the Chicago Lumber & Coal Company. The company specializes in railroad and construction timber. Colonel Stanberry is one of the active business men of the city and takes a deep interest in its welfare. He is a prominent member of the Business Men's Club.



CINCINNATI, LOOKING FROM MOUNT ADAMS



J. H. P. SMITH, PRESIDENT HARDWOOD LUMBER COMPANY.



W. P. HEYSER, VICE-PRESIDENT AND TREASURER HARDWOOD LUMBER COMPANY.



DWIGHT HINCKLEY, PRESIDENT DWIGHT HINCKLEY LUMBER COMPANY.

**Concerns with Out-of-Town Headquarters.**

There are other small yards and operators, among whom might be mentioned J. A. McEntee, agent of the J. M. Card Lumber Company, Chattanooga, Tenn., with office on West Eighth street.

The Cincinnati Poplar Company, which has recently moved its yard to Newport, Ky., across the river, with Thomas Orr, well known to the local trade, in charge.

E. V. Babcock & Co. of Pittsburg, Pa., operate a yard on Winton road, with Harry Mead in charge.

The Wilson Lumber Company of Toronto, Canada, has an assembling yard and depot at Winton place, on the Baltimore & Ohio Southwestern railroad.

No account of the Cincinnati hardwood trade would be complete without mention of James Buckley of Brookville, Ind., whose business is closely connected with the Cincinnati trade, and in which city he is a popular favorite. Mr. Buckley is a member of the Cincinnati Lumbermen's Club and never misses a meeting.

The visitor having completed the tour of

the downtown offices now takes a street car, and after a ride of twenty minutes arrives at the head of the local yards of the Cincinnati Southern railroad, where are located the yards and offices of

**The Asher Lumber Company**

Owing to the fact that the railroads coming from the hardwood regions of the South enter the city on the West Side, a large number of lumbermen have established yards along the lines of the railroads in order to have switching facilities into their yards.

Starting at the northwest end of the Cincinnati Southern terminals the yard of the Asher Lumber Company, which has the distinction of being the most recently incorporated concern in Cincinnati, is first encountered. The concern succeeds the Middle West Lumber & Tie Company, and has the following officers: I. M. Asher, president; C. J. Johnson, vice-president, and G. A. Roy, secretary-treasurer. The company has large yards with excellent shipping facilities; it handles all kinds of hard-

woods, making specialties of poplar and oak.

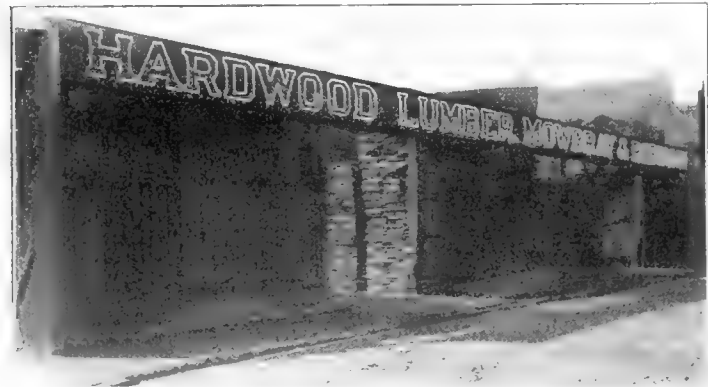
**T. P. Scott & Co.**

After leaving the Asher Lumber Company, a walk of three minutes along the line of the Southern tracks brings one to the yard of T. P. Scott & Co., at the corner of McLean avenue and York street. T. P. Scott retired early last spring, owing to ill health, and disposed of his interest to his son, Francis L. Scott, who is now sole proprietor of the business. Shortly after the change T. P. Scott passed over to the silent majority.

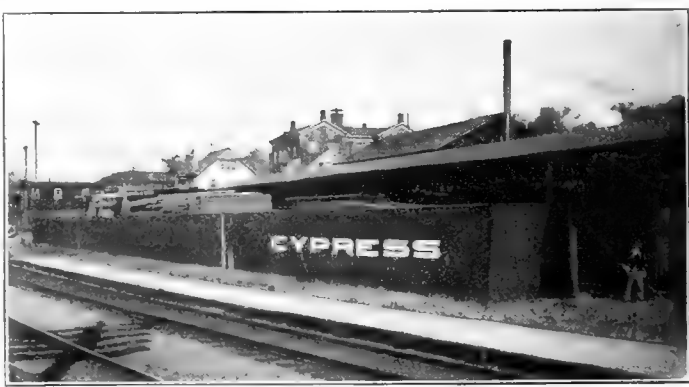
Francis L. Scott is one of the younger members of the trade and has been associated in business with his father at this point since 1901. He makes a specialty of general hardwoods for woodworkers, dealing in oak, poplar, ash, chestnut, etc.

**John Dulweber & Co.**

Crossing the tracks of the Southern Railroad and walking about two hundred yards brings one to the large and well-stocked yards of John Dulweber & Co., now owned



FRONT OF ONE OF THE YARDS OF MOWBRAY & ROBINSON



VIEW OF YARD, DWIGHT HINCKLEY LUMBER COMPANY.



J. W. DARLING, PRESIDENT J. W. DARLING LUMBER COMPANY



R. C. GILBERT, SALES MANAGER J. W. DARLING LUMBER COMPANY.



EDWARD BARBER, CINCINNATI MANAGER ILLINGWORTH, INGHAM & CO.

and operated by his handsome and smiling son, Ben F. Dulweber, one of the most popular and acute business men in the trade. The yard is located at Findlay street and McLean avenue, and is filled with a well assorted stock of oak, poplar, ash, hickory and general hardwoods. Mr. Dulweber is a firm believer in system, and the firm's office and yard are operated with clock-like regularity. The yards always present an appearance of business activity, being invariably lively even when most operations are dead.

#### The Freiberg Lumber Company

Crossing to the east side of the tracks, after leaving the Dulweber yard, we come to the mills and yard of the Freiberg Lumber Company, which covers an entire city block. The office of the company is located on Poplar street, near McLean avenue. Harry Freiberg is president and manager, and the company makes a specialty of

Cuban mahogany, which it manufactures into lumber and veneers. The mill contains a band saw, with edgers, trimmers, etc., and is well equipped with labor-saving appliances. In the veneer mill adjoining are veneer saws of the latest and most efficient type, and preparations are being made for installing slicing machinery. The company has the distinction of having brought to Cincinnati the largest cargoes of Mexican mahogany in the city's history. The yards also carry a selected stock of oak and Spanish cedar, with a line of general hardwoods.

#### Nicola, Stone & Meyers

One square south of the Freiburg mill is the big yard which Nicola, Stone & Meyers of Cleveland, Ohio, maintain at Cincinnati. George M. Morgan is manager of this local branch. The company carries a large stock of general hardwoods, specializing in poplar, oak and southern basswood. The branch was opened in 1900. The yards are equipped with switches connecting with the Southern railroad.

#### The E. E. Beck Lumber Company

Crossing to the west side of the Southern railroad we find the yard of the E. E. Beck Lumber Company, which has just added extensively to its yards and placed switches and sidetracks to facilitate the handling of business. The company is officered as follows: E. E. Beck, president and treasurer; Charles B. Stevens, vice-president; W. J. Pugh, secretary. The company specializes in poplar and hardwoods.

#### Ault & Jackson

Just across the street is the office of Ault & Jackson, surrounded by commodious yards. The partners in this concern are G. C. Ault and A. V. Jackson. The yards contain a heavy stock of hardwoods of all classes. The firm specializes in wide poplar.

#### Duhlmeier Brothers

Walking south on McLean avenue, we come to the yards and offices of Duhlmeier Brothers, consisting of C. F. and W. F. Duhlmeier, sons of W. F. Duhlmeier, one of the oldest furniture manufacturers in Cin-



PLANT OF OHIO SCROLL & LUMBER CO. AT COVINGTON, KY.



OFFICE AND SECTION OF YARD, FRANCKE LUMBER COMPANY.



BENJAMIN F. DULWEBER, JOHN DULWEBER & CO.



FRANK PUTTMAN, WITH JOHN DULWEBER & CO.



JOHN DULWEBER, JOHN DULWEBER & CO.

cinnati, now retired. It is but natural that these bright young men should specialize in the hardwoods used by furniture manufacturers, and besides a large stock of fine native hardwoods. They also handle mahogany. The Duhlmeiers are interested in mills at McKinney, Mo.; Kings Mountain, Ky., and Winchester, Ohio.

#### C. R. Hall Lumber Company

Continuing south along the railroad, a walk of five minutes brings one to Kenner street and the yards of the C. R. Hall Lumber Company, which claims to be the largest shipper of high-grade chestnut in the country, making a specialty of long chestnut for builders of hardwood interiors. The company has a branch office at Buffalo, N. Y. Poplar, oak, chestnut and other hardwoods make up the stock in the yards. Mr. Hall is one of the young men in the lumber business who have sprung rapidly to the front, but a few years ago being employed in the office of a local lumber manufacturing company. The downtown office of the company is in the Commercial Tribune building, on Walnut street.

#### The T. B. Stone Lumber Company

A stone's thrown from the location of the C. R. Hall Lumber Company is the yard of

the T. B. Stone Lumber Company, situated at the corner of Hopkins street and Dalton avenue, facing the tracks of the Southern railroad, from which switches and sidetracks cross the yards. The yards are stocked with hardwoods of all classes. The offices of the company are in the Union Trust building, at Fourth and Walnut streets.

#### L. W. Radina & Co.

A fence is the dividing line between the yards of the T. B. Stone Lumber Company and those of L. W. Radina & Co. L. W. Radina is another Cincinnati man who has forged his way from the ranks of the workers to the top round of successful lumbermen. Mr. Radina has associated with him his brother, Fred Radina. The firm deals in all classes of hardwoods and is classed as one of the most successful in the city. L. W. Radina is also interested in manufacturing enterprises.

#### Shrimpton Lumber Company

One-half block south of the Radina place of business is the yard of the Shrimpton Lumber Company, of which William E. Shrimpton is the proprietor. General hardwoods constitute the line of business, with poplar and oak as specialties. Mexican mahogany is also handled.

#### Chas. F. Shiels & Co.

A walk of one square west on Gest street brings one to the yards of Chas. F. Shiels & Co., the firm consisting of Charles F. Shiels and Joseph E. Shiels. These men are general dealers in hardwoods and specialize in stock for wagon and carriage manufacturers. Charles F. Shiels is a prominent member of the Cincinnati Lumbermen's Club and takes an active interest in all its affairs. The firm's yards are situated on the Cincinnati Southern railroad and are conveniently arranged for shipping.

#### George Littleford

On Richmond street, close to McLean avenue, is the yard of George Littleford. He handles general hardwoods and makes a specialty of lumber used by furniture manufacturers. Mr. Littleford is an active member of the Cincinnati Lumbermen's Club and one of the most popular men in the organization.

#### Fullerton-Powell Hardwood Lumber Company

Crossing the tracks of the Cincinnati Southern, after leaving George Littleford's yard, one comes to a large yard heavily stocked with hardwoods, a branch of the well known Fullerton-Powell Hardwood



CORNER OF LELAND G. BANNING'S BIG YARD.



WIBORG & HANNA LUMBER COMPANY'S MILL AT NORTH FAIRMONT.





C. R. HALL, C. R. HALL LUMBER COMPANY.



ALLEN SCHMIDT, FRANCKE LUMBER COMPANY.



E. C. BRADLEY, MANAGER CINCINNATI  
BRANCH FULLERTON-POWELL HARD-  
WOOD LUMBER COMPANY.



W. E. JOHNS, SECRETARY WM. A. PERRY  
LUMBER COMPANY.



FRANCIS L. SCOTT, T. P. SCOTT & CO.



NORMAN KENNEDY, JAMES KENNEDY & CO.



W. E. TALBERT, PRESIDENT TALBERT-  
ZOLLER LUMBER COMPANY.



JAMES A. ZOLLER, SECRETARY-TREASURER  
TALBERT-ZOLLER LUMBER COMPANY.



HARRY F. HENDY, HARRY F. HENDY & CO.



HARRY P. FREIBERG, PRESIDENT AND MANAGER FREIBERG LUMBER COMPANY.



JAMES KENNEDY, HEAD OF JAMES KENNEDY & CO.



STUART MENZIES, IN CHARGE OF CINCINNATI OFFICE JAMES KENNEDY & CO.

Lumber Company of South Bend, Ind. The local manager is E. C. Bradley. The yards are situated at the junction of the Cincinnati, Chicago & Louisville and the Cincinnati Southern, and are well located for shipping.

#### The Edwards Lumber Company

Within a stone's throw of the great Southern railroad bridge and the Eighth street viaduct are the new yards of the Edwards Lumber Company. The yards are at the terminus of the Cincinnati, Chicago & Louisville railroad, from which switches cover the yards. E. L. Edwards is president and treasurer and J. E. Tuthill vice-president and manager. A branch office is maintained at Dayton, Ohio. The yard is well filled with hardwoods, principally oak, poplar, chestnut and ash. The company makes a specialty of exporting hardwoods.

#### Leland G. Banning

At the entrance of the Eighth street viaduct is one of the largest and best stocked

hardwood yards in the city, containing an infinite variety of hardwoods of all dimensions. It is the yard of Leland G. Banning. The office is located in the Allen building, at Fifth and Main, in charge of Earl A. Hart, a lumberman of superior attainments. Jim Van Orsdel is sales manager. This is one of the best known of the uptown lumber offices. Leland G. Banning is known all over the lumber world as one of the largest and most expert operators in the trade. He is one of the foremost exporters of hardwoods in the country and has alliances in all the leading European lumber centers. He is at present making an extensive tour of Europe in the interest of business.

#### Western Lumber Company

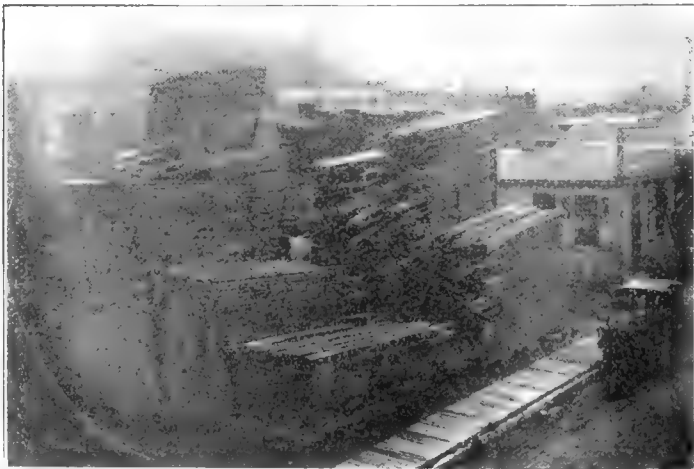
Before reaching the west end of the Eighth street viaduct, one sees over the railing on the south side the lumber yards of the Western Lumber Company. "Hardwoods," reads the sign which can be read from a great distance, and the company

carries a large stock of all kinds. The company is composed of Max Schmidt and Eugene Zugelter. It makes a specialty of finely figured quartered oak for furniture manufacturers.

#### Maley, Thompson & Moffett

At the west end of the Eighth street viaduct lies the mill, yard and office of Maley, Thompson & Moffett. The plant is one of the sights of the west side of the city, covering a large area of ground, with immense concrete buildings for the saw and veneer mills. In the rear is the large hardwood yard. The mill contains a large band mill and a full equipment of dimension machinery. In the veneer mill are several veneer saws and a huge slicing machine. The company manufactures mahogany and quarter-sawn oak veneers. It has a mahogany mill at Havana, Cuba, and also operates mills in Kentucky.

The officers of the company are Thomas J. Moffett, president; E. W. Robbins, vice-



CORNER OF YARD AND OFFICE, WESTERN LUMBER COMPANY.



OFFICE AND PART OF YARD, ASHER LUMBER COMPANY.



H. D. RIEMEIER, RIEMEIER LUMBER COMPANY.



G. H. RIEMEIER, RIEMEIER LUMBER COMPANY.



M. E. CUMMINGS, BUFFALO, N. Y., SALES MANAGER RIEMEIER LUMBER COMPANY.

president and manager; C. L. Smith, secretary. Thomas J. Moffett is one of the most prominent business men of the Queen City and is a member of the Chamber of Commerce, the Business Men's Club and is prominent in the Cincinnati Lumbermen's Club, serving on many of its most important committees and as its president. He is public spirited and takes great interest in all municipal movement for the betterment and improvement of the city.

#### Cincinnati Veneer Company

Among the important factors in the Cincinnati trade, a man who succeeded in building up three aggressive institutions before his Maker called him home, was Frank Unnewehr. His estate, with George Unnewehr as president and W. J. Afsprung as vice-president and general manager, is operating as the Cincinnati Veneer Company at 1251 West Sixth Street. This concern manufactures thin lumber of every description, Spanish cedar, mahogany and hardwood lumber. It has been operating at this point since 1898 and is the largest manufacturer of veneers and thin

lumber in the city. Under the title of the Frank Unnewehr Company the same interests operate a cigar and packing box manufacturing plant at Cincinnati, and under the name of the Bay Poplar Lumber Company they operate at Mobile, Ala., an immense plant manufacturing cigar box lumber.

#### Mowbray & Robinson

On West Sixth street, in the midst of the Big Four and the Baltimore & Ohio Southwestern railroad yards, is located the big hardwood establishment of Mowbray & Robinson. This firm handles more oak than any concern in this section, in both heavy and light stock. The picture gives but a faint idea of the yards, which cover an entire block in the rear streets, and are heavily stocked with poplar, oak and other hardwoods. The concern also makes a specialty of chestnut. The firm consists of F. W. Mowbray and E. O. Robinson, both of whom are popular with the lumber trade. Fred Mowbray has been in poor health for some time and is now sojourning at Hot Springs, Ark.

#### W. F. Galle & Co.

Although William F. Galle & Co. are located in apparently the most out-of-the-way corner of the West End, their yard is well known to the trade as one of the most prosperous in the city. The firm carries a general stock of hardwoods and specializes in the furniture lines. William F. Galle is the active head of the concern. The yards are located at 1262 Budd street and are near the approach to the Cincinnati Southern railroad bridge, and in a convenient place for receiving and shipping lumber.

#### Riemeier Lumber Company

In the heart of the carriage manufacturing district on the west side of Millcreek is the yard of the Riemeier Lumber Company, on property formerly occupied by the Cincinnati Hardwood Lumber Company. The concern is composed of H. D. Riemeier and G. H. Reimeier, both young men, full of energy. It makes a specialty of quartered and plain oak and carries a general stock of hardwoods. A branch office is maintained at Buffalo, N. Y., where M. E. Cummings is in charge as sales manager.



OFFICE AND CORNER OF YARD, DUHLMIEIER BROS



PLANT OF ACME VENEER &amp; LUMBER COMPANY



HARRY P. WIBORG, WIBORG & HANNA COMPANY.



JOHN P. HANNA, WIBORG & HANNA COMPANY.



W. E. HAY, RECEIVER FOR WIBORG & HANNA COMPANY.

#### The Queen City Lumber Co.

A square north of the Riemeier yard is the plant of the Queen City Lumber Company. This concern operates dry kilns, and does kiln-drying for the trade. The enterprise has never met with the encouragement expected.

#### Acme Veneer Company

Located at the corner of Eighth and Harriett streets, is the new three-story warehouse and factory of the Acme Veneer Company, of which Frank Sudbeck and H. Hartke are the proprietors. The company makes a specialty of all classes of veneers for furniture and woodwork manufacturers.

#### Ohio Veneer Company

In a district, absolutely devoid of yards or mills, in the west end of the city, fronting on Colerain avenue and extending through to the Miami and Erie canal, is the large plant of the Ohio Veneer Company, importers and manufacturers of mahogany and foreign woods. The company is composed of Ferd Bosken and Joseph Bosken, and makes a specialty of Circassian walnut, mahogany and all kinds of fine veneers. The concern also carries a large stock of plain rotary cut thin woods, sawed and



INTERIOR OF THE FIRST VENEER MILL IN THE WEST, OPERATED BY C. C. BOYD & CO. AT NORTH BEND, OHIO.



OFFICE AND CORNER OF YARD, RIEMEIER LUMBER COMPANY.



OFFICE AND VIEW OF YARD, NICOLA, STONE & MYERS CO.





I. M. ASHER, PRESIDENT ASHER LUMBER COMPANY.



C. J. JOHNSON, VICE-PRESIDENT ASHER LUMBER COMPANY.



G. A. ROY, SECRETARY-TREASURER ASHER LUMBER COMPANY.



MILL OF THE NEW RIVER LUMBER COMPANY AT NORMA, KY

sliced veneer. The yards are always provided with a large stock of hardwoods.

#### The Wiborg & Hanna Company

Situated in the extreme northwest section of the city, in what is known as North Fairmount, and right at the mouth of Millcreek Valley, are the large mill and yards of the Wiborg & Hanna Company. The mill is one of the most complete for the manufacture of thin-sawed lumber, drop-siding and interior-trim in the country, being equipped, without regard to expense, with modern machinery and labor-saving appliances throughout. The facilities for receiving and shipping lumber are unsurpassed anywhere. The company makes a specialty of red gum, besides popular and general hardwoods. It also operates sawmills in Mississippi. It is composed of Harry P. Wiborg and John P. Hanna. The company is at present in the hands of receivers, Edwards Ritchie, attorney, and William B. Hay, the noted mill expert, formerly with the M. B. Farrin Lumber Company, officiating in that capacity.

Mr. Hay says that the mill is doing well and is busy. Mr. Wiborg spends his time on the road in a very successful hunt for



OFFICE AND GLIMPSE OF YARD, B. A. KIPP & CO



OFFICE AND CORNER OF YARD, AULT & JACKSON





B. A. KIPP, B. A. KIPP &amp; CO.



CHARLES F. SHIELS, CHARLES F. SHIELS &amp; CO.



JOSEPH E. SHIELS, CHARLES F. SHIELS &amp; CO.

business, while Mr. Hanna is looking after the producing mills in the South. Under the present favorable conditions it will not be very long before the receivership will be lifted.

#### The Farrin-Korn Lumber Company

Continuing up Millcreek Valley one comes to the plant of the Farrin-Korn Lumber Company, of which Chester F. Korn is president and Paul Richardson, secretary-treasurer.

The plant is entirely new, having been rebuilt after a disastrous fire of a little over a year ago, and is a perfect model of up-to-dateness, electricity being the motive power. Each machine is operated by an individual motor, and as a consequence, shafting and belting are conspicuous by their absence. About fifteen acres are covered by the plant, which embraces flooring mills, lumber yard and a newly added box factory. The company also produces at its mill in Mississippi, oak, cypress and gum, and makes a specialty of the export trade. At the Cincinnati plant it manufactures oak flooring, moldings and trim, gum and cypress planing mill products, cigar-box lumber and milled furniture parts.

#### The M. B. Farrin Lumber Company

Across Station avenue, and adjoining the plant of the Farrin-Korn Lumber Company, is the mill of the M. B. Farrin Lumber Company, one of the most extensive manufacturers of oak flooring in the world, its product being known as "Century Oak Flooring" to the trade. The plant, like that of its neighbor, is along the line of the C., H. and D. Railroad, and switches and tracks penetrate every portion of the mill and yard, and a hundred cars could be conveniently handled by both companies at one time. The officers are H. J. Pfister, president; W. J. Eckman, vice-president; A. Metcalfe, secretary and treasurer. The company's great specialty is Century Oak Flooring and poplar. Its yards have large stocks of all classes of hardwoods. The plant is electrically equipped, the president being an electrical expert, and at one time electrical engineer of the city of Cincinnati. The power plant is a model for getting the greatest amount of energy for the coal consumed.

The same interests which control this company also operate the Southern Lumber Company at Valley View, Ky., which is officered by H. J. Pfister, president; D. L.

Farrin, vice-president; W. J. Eckman, secretary, and C. F. Korn, treasurer. The mill has two band saws and a gang saw, and has a capacity of 60,000 feet daily. It has four miles of booms in the Kentucky river.

#### Talbert-Zoller Lumber Company

A half-mile above the Farrin plant, along the line of the C., H. and D. Railroad, near its junction with the B. & O. Southwestern, lies the mill and lumber yard of the Talbert-Zoller Lumber Company. The company is officered by W. E. Talbert, president, and James A. Zoller, secretary-treasurer, with F. R. Gorbald as mill superintendent.

The company operates a single band mill, with a capacity of about 15,000 feet per day, and manufactures oak, poplar, walnut and ash. It has adjoining the mill a yard well stocked with hardwood lumber. In addition to the sawmill the concern operates a veneer mill of about 5,000 feet capacity per day, making a specialty of finely-figured quarter-sawed oak.

#### The Francke Lumber Company

A drive of a mile up the valley from the Talbert-Zoller plant brings one to the operations of the Francke Lumber Company on



OFFICE AND PART OF YARD, JOHN DULWEBER &amp; CO.



OFFICE AND FRONT OF YARD, E. E. BECK LUMBER COMPANY.



J. A. BOLSER, VICE PRESIDENT AND OFFICE MANAGER BLACKBURN & BOLSER.



J. O. McCLOSKEY, LOCAL MANAGER STEARNS LUMBER & COAL COMPANY.



S. EARLE GRIFFIN, MANAGER CINCINNATI OFFICE LOUISIANA RED CYPRESS COMPANY.



FRONT OF SHRIMPTON LUMBER COMPANY'S PLANT



OFFICE AND YARDS FULLERTON POWELL HARDWOOD LUMBER COMPANY.



OFFICE AND CORNER OF YARD EDWARDS LUMBER COMPANY



OFFICE AND CORNER OF YARD W. T. GALLE & CO.



OFFICE AND PLANT, CINCINNATI VENEER COMPANY



PLANT OF THE QUEEN CITY LUMBER COMPANY WHICH DRIES KILNS LUMBER FOR THE TRADE



PANORAMIC VIEW OF CINCINNATI FROM THE KENTUCKY SIDE.

the Carthage pike, in the town of St. Bernard. The company has an ample yard, with a band mill of 15,000 feet capacity per day. The plant is managed by Alex. Schmidt, and is operated as an assembling point for hardwood lumber which is shipped to the Francke Lumber Company at Berlin, Germany. The concern also conducts here a general lumber business, which is operated by Alex. Schmidt and A. Heidt. The plant makes a specialty of black walnut, plain and quarter-sawn oak, also ash and cherry.

#### The K. & P. Lumber Company

Situated on Carthage pike, in St. Bernard, a quarter of a mile east of the Francke Lumber Company, is the yard of the K. & P. Lumber Company. The officers are Max Kosse, president; P. V. Shoe, secretary; I. O. Wood, treasurer. The company makes a specialty of walnut and carries a general line of hardwoods. The concern operates a mill at Tallega, Ky., which has two band saws, with a capacity of about 40,000 feet daily. The yards of the company are conveniently located on the line of the Baltimore & Ohio Southwestern Railroad.

#### The Lockland Lumber Company

Continuing up Millcreek Valley about four miles above the K. & P. yards, along the tracks of the Big Four Railroad in the town of Lockland, one comes to the yards of the Lockland Lumber Company. The concern carries a general line of all classes of lumber. Its officers are E. R. Stearns, president; A. M. Stearns, treasurer, and D.

C. Snook, secretary. C. E. Thornell is yard manager. The yards stretch along the railroad tracks for half a mile and are convenient for receiving and shipping lumber.

#### The Standard Millwork Company

Crossing Millcreek Valley to the east, the visitor comes to the city of Norwood, and the first plant he sees is that of the Standard Millwork Company, which manufactures hardwood doors and interior trim. The officers are A. B. Ideson, president; C. H. Pease, vice-president; F. J. Bachelor, secretary. The plant has a capacity of 500 doors per day, and also manufactures sash and blinds. The concern makes a specialty of hardwoods. The plant employs 300 hands and is very busy at present working overtime.

#### The Dexter Lumber Company

On the east side of Norwood, at the corner of Montgomery pike and the Baltimore & Ohio Southwestern, is the plant of the Dexter Lumber Company, manufacturer of building and hardwood specialties. The company is officered by T. J. McFarlan, president, and A. L. McFarlan, secretary-treasurer. The plant is one of the oldest in the suburbs, the incorporated city of Norwood where this concern operates being a suburb of Cincinnati.

#### The Perry Lumber Company

Located in a most picturesque situation is the office of the Perry Lumber Company actually surrounded by Eden Park, with

flowers and trees on every hand. The officers of the company are Lucien Wulsin, president; A. P. Hagemeyer, vice-president and treasurer, and W. E. Johns, secretary. The Perry Lumber Company is affiliated with the Baldwin Piano Company, and has its offices with that concern. It makes a specialty of hardwoods and mahogany.

#### B. A. Kipp & Co.

Right in the heart of the business district of Cincinnati is located the yard of B. A. Kipp & Co., at No. 818 West Sixth street. B. A. Kipp, its smiling proprietor, is certainly one of the most popular hardwood lumbermen in the city. His yard is filled with high-class hardwoods for furniture and wagon manufacturers. He is familiarly known as "Honest Ben Kipp," and it is an actual fact that lumber delivered by Ben Kipp to any of the local consumers is never looked over, but unloaded and, if dry, is put right into the kiln. His grading and measurements are never disputed, but on the other hand, like a shrewd Scotchman, which he is not, he always exacts his due.

#### The Ohio Scroll and Lumber Company

Across the Ohio river from Cincinnati is the plant of the Ohio Scroll and Lumber Company, at the corner of Russell and Stewart streets, in the city of Covington. It is operated by E. C. Feuss and Charles Feuss, and makes a specialty of hardwoods and manufactures hardwood specialties for furniture manufacturers and wagon and carriage builders.



GENERAL VIEW OF PLANT AND YARDS, FREIBERG LUMBER COMPANY.

## HARDWOOD NEWS

Continued from page 36

erty of the Kanawah Lumber Company was sold to Freeman for \$62,000, and by him assigned to the Elizabeth Land & Lumber Company of North Carolina. An order was made by the court directing that they show cause why they do not comply with the terms on which the property was sold.

## NORFOLK

Lumbermen at present are giving much of their time to the annual convention of the Atlantic Waterways Association, which will be held in Norfolk on November 17-22. President Taft will visit the city at that time and undoubtedly will address the meeting.

E. M. Terry, secretary of the National Lumber Exporters' Association, was in the city recently making a thorough report as to the hardwood situation.

J. C. Walker, of the Dixie Lumber Company, Columbus, O., passed through the city on November 4 on his way to Rocky Mount, N. C., and several hardwood markets in this vicinity buying hardwood lumber for the Russell Wheel & Foundry Company of Detroit.

The National Wood Product Company of Michigan has started a large plant at Lamberts Point, a suburb of Norfolk, for the purpose of making hardwood butter dishes, plates, etc.

The Trexler Lumber Company of Allentown, Pa., with mills in Virginia, North Carolina and Tennessee, has opened offices in the National Bank of Commerce building, Norfolk.

The most prominent railroads are placing large orders for all kinds of standard cars in order to relieve the embarrassing situation which lumber people are finding by not being able to secure cars for shipment of lumber in time to fill orders.

H. R. Lennard, formerly with the Norfolk Hardwood Company, who recently went out of business, has opened an office in Norfolk and is doing a general hardwood business.

The Boice Lumber Company, formerly of Tennessee, has opened offices in our city with large piers at Lamberts Point. It has a capital stock of from \$50,000 to \$100,000 and deals especially and largely in export of manufactured hardwoods to Germany and England. It also embraces a large mill of the Boice Pleasant Lumber Company in North Carolina and two or three other plants.

The John L. Roper Lumber Company of Norfolk controls the Norfolk & Southern railroad and has just purchased the Kinston & Carolina Railroad & Lumber Company and has large lumber manufacturing interests at Kinston and Pine Hill, N. C.

## COLUMBUS

The report of the city building inspector for the month of October shows that the month was one of the best of the season. During the month 174 permits were issued, having an estimated valuation of \$386,885. For the corresponding month in 1908, 140 permits, valued at \$305,555, were issued. October has been surpassed by only March and June of this year. In June the permits numbered 184, with an estimated valuation of \$401,470.

W. L. Whitacre reports strength in all grades of hardwoods. He says that future prospects and the general market conditions are very bright.

D. W. Kerr, who had been with the Columbus branch of the Crosby & Beckley Company for a number of years, has associated himself with W. L. Whitacre in an important capacity.

H. W. Putnam, president of the General Lumber Company, reports a better demand for hardwoods from manufacturing establishments. He says that where orders were for one or two cars

a year ago, they are now for five, ten or fifteen carloads. Purchasers are now desiring more prompt shipment.

F. A. Wilson, recently attached to the General Lumber Company, left recently for Pittsburg and surrounding country to open new territory for the company.

C. H. Holden, representing the Pardee & Curtin Lumber Company of Clarksburg, Ky., was a visitor upon Columbus hardwood wholesalers recently. He reports a much better demand for the product of the company.

Reports carefully compiled from Ohio, West Virginia and western Pennsylvania show that contracts awarded for the week ending October 27 to be \$1,142,000, as compared with \$1,163,000 in the corresponding week in 1908 and \$890,000 in 1907. Since January 1 contracts awarded amount to \$81,271,000, as compared with \$59,716,000 in 1908 and \$64,021,000 in 1907.

Announcements have been sent out that the Chillicothe Lumber Company of Chillicothe, O., has been changed to the H. S. Adams Lumber Company. The announcement says there will be no other changes except in the name. Mr. Adams is secretary of the Union Association of Lumber Dealers, which will meet in Columbus, January 18 and 19.

John R. Gobey, head of J. R. Gobey & Co., left November 1 for Chattanooga and New Orleans on a business trip. He will check up the two-cent overcharge which has been declared illegal and the railroads will have to refund a large amount of money. Mr. Gobey is a large shipper from the southern states. He reports a scarcity in the supply of all varieties of hardwoods and says that prices are becoming stiffer. The only drawback now is the car shortage, which is affecting the trade from Michigan to Louisiana.

R. L. Gilliam, secretary of sales for the W. M. Ritter Lumber Company, left recently for a business trip to the mills at Mortimer, N. C., and by way of eastern cities back to Columbus. W. M. Ritter was called to Washington, D. C., and other eastern points on business. R. W. Horton, assistant in the sales department, says that the market is holding its own in every way. There is a stiffening in prices in several grades of hardwoods. While the higher grades have been in good demand, a good movement of the lower grades is also noted. The demand for the wide sizes of poplar continues strong and premiums are being demanded for that class of stock.

A. C. Davis, president of the A. C. Lumber Company, reports the market unchanged. Hardwood prices are holding stiff and there is a disposition to make advances in poplar and other varieties. The better grades of red and white oak are also in good demand. George B. Johnson, secretary, left recently for Baltimore, Washington, Newark, N. J., New York and Boston, to sell a large amount of stocks accumulated during a recent buying trip in the South.

General manager C. G. McLaughlin of the McLaughlin-Hoffman Lumber Company reports a better demand on the part of railroads and implement factories. He says there is also a good demand for heavy construction timbers. An improvement is noted in the yard trade and the general condition of the market is good.

F. Everson Powell of the Powell Lumber Company returned recently from a ten-weeks' trip throughout the West. He reports a lack of activity at the mills of the company.

M. A. Hayward of M. A. Hayward & Sons left recently for a business trip to Cleveland.

Hardwood shippers in Columbus are taking an active interest in the exposition to be held under the auspices of the Chamber of Commerce in June of next year. W. D. McKinney, commissioner of the industrial bureau of the Chamber of Commerce, has visited a number of cities and gained ideas to be followed in the Columbus show. The exposition is styled "Made in Columbus" and the idea is to exploit everything manufactured in Columbus and vicinity. Lumber

dealers who supply manufacturing establishments with hardwood stocks are greatly interested.

## CLEVELAND

One of the interesting events of the past week was the sawing up of the largest mahogany log in the world at the plant of the Martin Barriss Company in this city. It was a problem for the owners to determine just how to dispose of it. It finally had two big ends sawed off. Then two sections, six and eight feet long, were cut. These were sawed again in half and sent to New York for veneer purposes. The log was found to be sound throughout and to contain some excellent patterns ofrotch mahogany. The veneers which will be obtained will be at least thirty-six inches wide and of excellent design.

While going up a hill in a buggy near Cleveland a few days ago A. C. Klumph, manager of the Cuyahoga Lumber Company, had a narrow escape as did also his wife and two children, who accompanied him. An automobile which was ahead started to back down hill, frightening Mr. Klumph's horse. It began to shy and threw the occupants of the rig into the ditch. Mrs. Klumph was dashed against a tree and had two ribs broken, while Mr. Klumph and the children were all badly bruised. Mrs. Klumph will recover, but will be confined to her home for some weeks.

W. B. McAllister is executing the woodworking contract on the new \$4,000,000 Cuyahoga county courthouse and his plant is very busy. There is to be some elaborate wood carving done in the building by the Louis Rohrheimer Company, which has already started work on its contract. The building will not be completed for a year.

There still continues to come to Cleveland a great stream of lumber from upper lake ports. The carriers are all busy rushing stock to this market in anticipation of an early closing of navigation. Considerable hardwood is coming along with the other lumber, although Cleveland secures a good proportion of its hardwood from the South. It is expected that navigation will close about December 5.

E. M. Carleton of the Mills-Carleton Company upon his return from his honeymoon a few days ago was met by a delegation of fellow lumbermen at the Lumber Club and presented with a handsome mahogany table and two chairs. The presentation was made by George Myers of the Peters Mill & Lumber Company.

The Builders' Exchange, which includes in its membership most of the lumbermen of the city, will hold its annual meeting on November 10, when reports for the year will be presented and a board of directors elected. The exchange is sixteen years old and in a highly satisfactory condition, having a surplus of over \$20,000, which may be invested in a new building soon.

W. B. Martin of the Martin-Barriss Lumber Company is back from a trip to Boston by auto. He looked into the hardwood situation in the East and found it to be in a good condition. Mr. Martin reports business at the local yards of the company in good shape.

Three cars of fine mahogany have been received by the F. T. Peitch Company, a part of the new stock of mahogany which is being carried by that concern. There has been a perceptible increase in the use of mahogany for interior finish recently and the company decided to meet the situation fairly by having an extensive stock on hand.

The Advance Lumber Company reports a good call for hardwoods, its southern mills being worked to capacity. The furniture trade has been supplied with some good orders recently and other branches are also said to be requiring good-sized orders of hardwoods.

F. S. Graddon of the Pidgeon River Lumber Company of Mount Sterling, N. C., was a recent visitor in the city.

An increase of forty-one percent in the num-



ber and value of buildings erected during the first ten months of this year, as compared with 1908, is noted by City Building Inspector Lougee. The total for the first ten months of this year amounted to \$11,411,139, which is \$3,500,000 more than a similar period last year.

### CINCINNATI

The Business Men's Club of Cincinnati yielded to the request of the lumber fraternity that they be recognized in the official board of directors of the Business Men's Club and have nominated Chester F. Korn, president of the Farrin-Korn Lumber Company as one of the four directors to be elected. The Cincinnati lumbermen, many of whom are members of the Business Men's Club, are determined to elect Mr. Korn, although with his usual modesty he prefers to remain a private in the ranks.

It has been definitely ascertained that the New Independent Tie & Shingle Company of this city is a new name under which Ben Ryan is starting business again. Mr. Ryan has made several disastrous failures as far as his creditors are concerned in the past few years, so that mills should be very careful to get their money before filling any orders for this concern.

At a recent meeting of the Queen City Furniture Club it was announced that the Hardwood Manufacturers' Association of the United States would hold their convention in Cincinnati at the Sinton hotel on January 18-20, 1910, and that an invitation had been extended to 10,000 consumers of lumber to attend. As the furniture manufacturers are the largest consumers of hardwoods, it was decided to attend the convention as a body. President Onken named W. J. Sextro, Henry Francke and E. C. Feuss as the committee to arrange the regular ticket to be voted on at the annual election to be held the first Wednesday in December.

The Swan-Day Lumber Company of Clay City, Ky., is making arrangements to open up an office in Cincinnati.

Representatives were present at Cincinnati on October 19 at the meeting called by the associated organizations of Cincinnati. At this meeting the fallacy of the McCain statement on railroad matters was clearly proven and the convention adopted resolutions protesting against the railroads advancing freight rates and disturbing the general business of the country by any action along this line. It was clearly shown that the railroad companies have dropped this matter for the present and that there is now no likelihood of rate conditions being altered. This has been quite a big thing for the business interests of the country and E. E. Williamson, commissioner of the Receivers' and Shippers' Association of Cincinnati, is largely responsible for the fact that the railroads have finally given up this idea.

Hugh McLean of Buffalo, N. Y., spent a few hours in the city recently.

A number of Cincinnati capitalists have organized a half million dollar company to develop a tract of 12,000 acres of timber land in Colombia, South America. The concessions were secured through the consul-general of Colombia, who was also heavily interested in the projects. The timber is mostly hardwood, and sawmills to cut it will be installed at once. The company will be known as the Colombia Trading & Mining Company and will have a main office in New York City. Alfred H. Juettner is at its head.

E. E. Goodlander of the Goodlander-Robertson Lumber Company and C. R. Ransom of the Tenn., were recent very welcome visitors in Cincinnati.

It was reported in business circles of the Mill-creek valley that the Ritter Folding Door Company of Covington had closed a deal with the Ross estate for a factory site at St. Bernard. Steps have been taken toward the erection of a

plant just south of the Harkness & Corning Company's new home. The new improvement is to be ready for occupancy in several weeks.

The J. Dornette & Brother Company, desk manufacturers, has made a new departure, and is adding a line of sectional bookcases to that of its desk trade.

The secretary of the Rivers and Harbors Congress, Captain J. F. Ellison, has issued invitations to the members of the Ohio Valley Improvement Association to attend the convention to be held in Washington on December 8-10, 1909.

The Galloway-Pease Company, with its main offices in the Second National bank at Cincinnati, announces that it has purchased the output of white and red oak manufactured by the Quercus Lumber Company of Poplar Bluff, Mo. It is understood that the stockholders of the Galloway-Pease Company have purchased a substantial interest in the capital of the Quercus Lumber Company, which will enable the Galloway-Pease Company to secure large and sufficient quantities of red and white oak for years to come. Quietly this company is working its way to the front since its inception, seven years ago, in Detroit, Mich.

The St. James Lumber Company of Detroit, Mich., has opened an office in the Union Trust building, with Omar Farrell and Arthur S. Dennis in charge. The new departure is called the "hardwood department," and will carry at all times a complete line of southern hardwoods.

The Yale Lumber Company has opened offices at 1608 First National bank. The company quietly secured quarters and moved in on October 1. It operates mills at Clay City, Ky., and has hardwood interests at various other points, so that it is in good position to give its customers satisfactory service.

W. E. DeLaney of the Kentucky Lumber Company left for a short stay at the Williamsburg, Ky., plant of the company.

Chester F. Korn and Colonel Stanberry, both prominent lumbermen, are candidates for member of the board of directors of the Business Men's Club.

John J. Mertz, manager of the Greenville (Ohio) Lumber Company, was here looking after stock for future business.

Col. S. B. Stanberry of the Chicago Coal & Lumber Company has removed his offices from the Mercantile Library building to the new building of the Provident Savings Bank & Trust Company at Seventh and Vine streets.

Thomas Orr of the Cincinnati Poplar Company is mourning the death of his grandmother, Mrs. Dr. Thomas J. Orr, at the ripe old age of eighty-nine. Mrs. Orr was one of the pioneers of this city and died from the results of a fall at her home.

Among the lumbermen who have visited in Cincinnati during the past fortnight was D. O. McFarlan, head of the McFarlan Lumber Company of Mansfield, Ohio, and was credited to the buying visitors.

T. J. White, the western representative of Bennett & Witte, stopped over while on a sad mission to his former home in Ripley, Ohio, where he went to attend the funeral of his sister. Mr. White makes his headquarters at Moline, Ill.

H. J. Plumsteel, representing the Whiting Lumber Company of Philadelphia, Pa., was here talking to the lumber trade, with a view to the accumulation of hardwood stock for future sales to the builders and manufacturers of the great Quaker village.

E. L. Edwards of Dayton, Ohio, was in the city, where the E. L. Edwards Lumber Company is now operating a new and extensive hardwood yard at the foot of Eighth street, on the line of the Chicago, Cincinnati & Louisville railroad.

Walter McCabe of the McCabe Lumber Company of Newport, Tenn., dropped in the city to look over conditions and incidentally to dispose of a portion of the product of his plant.

B. F. Dulweber, who operates an extensive hardwood business in the west end, where he has two large yards along the line of the Southern railroad, returned last week from a visit to the mill owned by the John Dulweber & Co. firm at Irvine, Ky. Mr. Dulweber is one of the progressive optimists of the hardwood trade and always doing well. If there is any lumber to be sold you can always rely upon Ben Dulweber to be there with the goods.

C. L. Robinson of the St. Louis branch of the Chicago Coal & Lumber Company was in Cincinnati during the past fortnight and was well taken care of by Colonel Stanberry, the Cincinnati representative of that concern.

The St. James Cedar Company has added its name to the roster of lumber companies with offices in Cincinnati. It will be found on the fourteenth floor of the Union Trust building, with A. S. Dennis in charge. The company's headquarters are at Detroit, Mich.

Edgar Walker, formerly with the Francke Lumber Company, is now taking care of the books of the K. & P. Lumber Company at St. Bernard, Ohio.

Harry Wiborg of the Wiborg & Hanna Company, who is now the hard-working hustler for the road business for that company, was home for three days, covering Sunday, and is out again. Mr. Wiborg expressed himself as well pleased with the outlook, and said that the plant at North Fairmount was very busy, even going into overtime to fill out orders. Under the capable management of W. B. Hay, as receiver, the future looks rosy for the satisfactory settlement of the affairs of the company, which has been operated by the receivers for two years past.

Alex. Schmidt, manager of the plant of the Francke Lumber Company of Berlin, Germany, which is located at St. Bernard, Ohio, has closed down the mill, owing to the very light demand for the export trade. The plant has a fine stock of walnut, oak, ash and cherry manufactured and ready for shipment.

D. H. Moul, secretary and treasurer of the Ohio River Lumber Company at Ironton, Ohio, was a welcome visitor to the local trade during the past fortnight.

Sam E. Barr, sales manager of the Lilley Lumber Company of No. 1 Madison avenue, New York City, was in the city last week on a buying trip. After completing his business he left for Louisville, Ky. He reports improvement in the hardwood conditions in the East and an especially strong demand for good oak and chestnut.

W. W. Wheldon, manager of the Dimension Lumber Company of Foley, W. Va., was here recently, disposing of dimension stock.

C. R. Hall, who is evidently trying to become the chestnut king of the country, says that he handles more chestnut than any lumber concern in the country and will buy all the one's and two's that come his way.

Herbert B. Nields, chief salesman of the Little River Lumber Company at Townsend, Tenn., was here disposing of hardwoods to the local trade.

### TOLEDO

The season is proving one of the best ever known here in the line of hardwood building materials. Not only are building operations heavy, but the general class of residences have been of better quality, utilizing a large quantity of hardwood finish and flooring. The call for hardwoods for this purpose is still holding up total operations for October, amounting to \$231,195, as against \$199,465 last year. The value of new buildings erected during the first ten months of the year aggregated \$2,823,415, compared with \$1,793,548 in 1908.

A strenuous protest has gone up in this section against the proposed increase of freight



rates. The circulation of a pamphlet has led to the conclusion that a general raise of at least ten per cent is contemplated. Hardwood dealers here feel that the rates from southern territory are already exorbitant and any attempt to raise them will meet with decided opposition. A committee representing shipping interests was last week appointed at a meeting held in Cincinnati, to ask a hearing before the Interstate Commerce Commission.

Announcement is made that the Lake Shore Electric has completed the removal of its car repair shops from Fremont to Sandusky, Ohio. It is said the company will eventually manufacture its own cars at these shops, instead of having them built by car companies.

Miss Daisy Culp, daughter of a millionaire furniture manufacturer of Van Wert, Ohio, and Ross L. Brown, a mechanic, were recently married in Pasadena, Cal.

## INDIANAPOLIS

The Spencer Table Company of Marion has increased its capital stock from \$50,000 to \$100,000.

C. H. Comstock, vice-president and general manager of the Interior Hardwood Company, has returned from an extensive business trip in the Southwest.

N. Frank of the Southern Lumber Manufacturing Company of Nashville, Tenn., has been calling on hardwood interests in Indiana during the last ten days.

The factory of George P. McDougall & Son, which was burned recently, will not be rebuilt in this city. The company, which manufactures kitchen cabinets, will locate at Frankfort, where citizens have subscribed a bonus of \$100,000.

A. M. Jackson, a well-known local hardwood dealer, is making an extensive business trip through Kentucky.

During October building operations amounted to \$415,000, as compared with \$498,876. However, for the ten months of this year permits issued reached \$6,350,695, as compared with \$5,895,928.82 during all of 1908. It is believed the 1909 business in this line will reach \$7,000,000.

Mr. and Mrs. Claude Maley of Evansville are spending a few days at a sanitarium at Martinsville. Mr. Maley is a member of Maley & Wertz, hardwood manufacturers.

Adams & Raymond, veneer manufacturers, are running their plant full time. "Business is good. We are having all we can do and prices are satisfactory," said P. B. Raymond.

The Southern Lumber Company and the Central States Lumber Company, allied concerns, are erecting sixteen dwellings, to cost \$2,000 each, for investment purposes.

Figures obtained from the ten local automobile factories are to the effect that 20,000 automobiles will be manufactured in this city during the coming season. All of these companies are heavy users of hardwoods.

A representative of the Mahogany Interior Trim Company states that the plant is still running a day and night shift and that the company has a number of nice contracts in sight that will be closed soon.

H. G. Heilzeim of the Tremont Lumber Company, Tremont, La., has completed a business trip through southern Indiana, where he visited a number of lumbermen.

## EVANSVILLE

Bedna Young of Young & Cutsinger returned this week from Jackson, Tenn., having spent several days at the company's mill at that point. He reports everything moving along nicely at the new mill which was recently started.

Daniel Wertz of Maley & Wertz returned last week from Memphis, Tenn., where his firm

maintains a branch office with Sam Burgess in charge.

E. E. Bryan with the Farrin-Korn Lumber Company of Cincinnati left this week for Cincinnati after having spent several days in this market.

A voluntary petition in bankruptcy was filed recently in the federal court at Indianapolis by Edward R. Richmond, who has been engaged in the lumber business at Seymour, Ind. He stated that his liabilities were \$13,148.92 and his assets were \$8,339.29.

C. W. Talge of the Evansville Veneer Works returned this week from Jackson, Tenn., where he had been making plans for the erection of his new mill at that point.

Handle manufacturers report trade getting better, with good prospects for winter and spring business. Otto Schuttler of the Globe Handle Company says his plant is being operated on full time and that business is improving. President Frank Lohoff of the Evansville Tool Works, which company operates a large handle factory, states trade has been good for the past several weeks.

Otto Hill, who has been in the city for some time, was this week joined by his chief, S. P. Coppock of S. P. Coppock & Sons Lumber Company of Fort Wayne, Ind. Mr. Coppock says his firm is enjoying a good volume of business.

F. L. Donnell of Kennedy & Donnell, Morris, Ind., has severed his connection with that firm to represent Young & Cutsinger on the road with a full line of hardwoods, with headquarters at Indianapolis. Mr. Donnell, though a young man, has had a number of years' experience in the manufacture and sale of hardwood lumber from the stump to consumer. He also enjoys a wide acquaintance with the hardwood trade in the central and eastern states.

The Vaught Furniture Company, Parker, Ind., has been incorporated with a capital stock of \$80,000 to succeed H. C. Vaught Sons & Co., and will continue the manufacture of church furniture under the same management. The company's plant is fully equipped with modern machinery for the production of high-class work and has a capacity for the employment of 150 men. The firm now has on its books a large number of contracts for church furniture and the prospects are that the coming season will be one of the best in its experience.

The sawmill plant of the Wisconsin Chair Company at Mound City, Ill., and factory at Fort Washington, Wis., has been taken over by the Wisconsin Lumber & Veneer Company, a new corporation with a capital stock of \$300,000 fully paid in. The incorporators are J. R. Dennett of Port Washington and Fred A. Dennett of Sheboygan, Wis. The mammoth plant which was built in this city about a year ago will be operated under the same name as before.

Among recent visitors to this market were F. I. Nichols of the Nichols & Cox Lumber Company, Grand Rapids, Karl Faust with the W. A. Davis Lumber Company of Chicago and W. L. Paterson with the Central Veneer Works of Indianapolis, Ind.

Claude Maley of Maley & Wertz made the trip down from Indianapolis in his new touring car the first of last week, accompanied by his family and Henry Wertz of Edinburg, Ind. On the way down he encountered a scary horse driven by a farmer, and a country constable, with the usual results. The horse ran away, tearing up the buggy, and while it was no fault of Mr. Maley's, as the car was running slowly, they were detained by the constable and compelled to put up a cash bond. Outside of this, they had a delightful trip.

Maley & Wertz have been building a new office on the site of their old one at their mill in this city, the latter having become too small for their needs.

The R. A. Hooton Lumber Company, manufacturers and wholesale dealers in hardwoods and cypress, formerly of Terre Haute, Ind., has

opened up an office in the K. of P. building in Indianapolis, and their Indiana, Michigan and Wisconsin business will be handled from this office.

## MEMPHIS

The Lamb-Fish Lumber Company resumed operations at its big band mill at Charleston, Miss., November 8, but will not begin running its mill at Chancy, Miss. It has decided to discontinue operations at the latter point and will consolidate its entire plant at Charleston. This will include its band mill, bender plant, planing mill, dimension plant and box factory. The company is now running its box factory at Chancy on full time, but this will be removed to Charleston as soon as the lumber on hand at Chancy has been worked up. The company reports a very decided increase in demand for the output of this factory and says that it has enough orders to take up all the low-grade stock now on hand at Chancy. The company has about 1,300 acres under cultivation at present. It is clearing other lands now with the result that it will have about 2,500 acres under cultivation next season. John Dwyer, formerly with the Illinois Central railroad, but now traffic manager for the Lamb-Fish Lumber Company, is looking after this part of the work. The recent report that this company would throw open the line between Charleston and Chancy to general traffic is not correct. No traffic but its own will be handled. It does not care to come under the regulations of the Interstate Commerce Commission, and for this reason will confine its operations to its own business. No definite time has been set for the completion of this road, but the company has already begun work on it and it will push it to completion as soon as possible.

Anderson-Tully Company has resumed operations at its second large box factory and has increased the operating time of its other factory to thirteen hours per day as a result of a very decided improvement taking place in box circles. It has had to close down its band mill in Memphis because of the low stage of the water in Wolf river, and it has also found it necessary to discontinue operations at its biggest band mill at Vicksburg because of low water. The smaller mill at that point is in operation and will continue so. The factory of the Morgan-West Company, at Madison, Ark., is also running on full time. It is allied with the Anderson-Tully Company.

The Memphis delegation to the annual convention of the Deep Waterways Association has returned, and to a man they are enthusiastic over what was accomplished in the way of stimulating the movement for "Fourteen Feet through the Valley." The convention was largely attended and action was taken which indicated that the time had arrived for practical work to be done. This was forcibly brought out in the address of former Governor David R. Francis, and in a resolution which he presented calling for the appointment of a large lobby to go to Washington to attend the next session of congress for the perfection of plans looking to the improvement of the Mississippi and other waterways. Memphis sent a very large delegation to New Orleans, who took an unusual interest in the convention.

Bank clearings for October reached \$36,000,000, a gain of more than \$10,000,000 over the same month last year. The high price of cotton and the large business doing in the staple have helped to contribute to this excellent showing, but business men here say that the large movement of lumber has also been a factor in the big increase over last year. A prominent official of the Union railway is authority for the statement that he has never seen the time when local lumber companies were more active than at present. Birmingham is also to the front with

a splendid showing, there being a gain of more than \$2,000,000 for October as compared with last year and the gain since January 1 exceeding \$10,000,000.

Gibson & Whitaker, who have been operating a resaw and veneer plant in Memphis for some months, will install a band mill with edger and trimmer and will manufacture all kinds of hardwood lumber. The additions will be made as soon as possible.

Building operations in Memphis were of record proportions during October, reaching \$571,869, a gain of \$281,751 over the same month last year. This brings the total increase for the first ten months of 1909 to more than \$600,000 over the same time a year ago. There is marked activity in building circles still and November is expected to make a splendid showing in this respect.

The Citizens' Lumber Company has filed application for a charter at Covington, Tenn. The capital stock is \$10,000. The company proposes to take over the branch office of the Hines Lumber Company at Covington and to conduct a general lumber business, wholesale and retail. B. York of Memphis and W. A. Owen, J. A. Buckner and J. R. Swan, all of Covington, are the incorporators.

C. S. McCrosky of Huntington, Tenn., has gone to Jonesboro for the purpose of locating a box factory at that point, which will give employment to a hundred persons. The business men of Jonesboro are enthusiastic over securing this enterprise, which is regarded as assured.

The Michigan-Arkansas Lumber Company has been granted permission to do business under the laws of Arkansas. H. W. Cooley is state agent with headquarters at Jonesboro. The company some time ago bought a large tract of timber land in that state and proposes to establish a plant in Jonesboro. Its capital stock is \$150,000.

An acute car shortage is reported in Arkansas, especially along the lines of the St. Louis, Iron Mountain & Southern, Rock Island and St. Louis & Southwestern. The chief dispatcher of one of these lines states that the first named road is not able to supply more than 25 per cent of the demand for cars and that the second cannot supply more than 35 per cent. He also states that the St. Louis & Southwestern is badly behind in furnishing cars. The heavy movement of cotton is pointed out as being in some measure responsible for inability to get prompt service. The movement of lumber in Arkansas is on a very large scale and the lumbermen find themselves very badly handicapped by the unsatisfactory service. The local situation is all right and lumber shippers here are able to secure all the cars that are necessary, and reports from Mississippi also indicate that very little trouble is being experienced on this score. Arkansas appears to be in worse shape from the standpoint of railroad service than any other state contiguous to Tennessee.

C. L. Wheeler of J. W. Wheeler & Co., who has been spending some time with his son at Roswell, N. M., has returned to Memphis. Mr. Wheeler states that the big mill of the company at Madison, Ark., which was closed down about a month ago, will have to remain out of commission until the water reaches a considerably higher stage than at present.

The North Memphis Fire Protective Association is in process of formation for the purpose of devising better fire fighting facilities in the lumber district of North Memphis, and for the additional purpose of securing lower rates of insurance. The lumber district lies outside of the city limits of Memphis and the fire facilities have never been as good as desired. It is proposed to establish two large tanks at centrally located points in North Memphis and to have a complete sprinkler system. It is proposed to serve not only association members but also non-association members. The latter will of course pay a charge for the service.

A number of business men of Paragould, Ark., have recently purchased about 12,000 acres near Harrisburg, and propose to ship the timber from there to Paragould, where they will have their plant. The logging camp has already been established on the property and a large crew of men is engaged in cutting the right of way for a branch road which will run from the Iron Mountain, a distance of five miles, to this timber.

An authorized agent of the Business Men's Club of Jonesboro has received the signed bonds of a number of gentlemen who propose to establish a woodworking plant at that point, which will have a pay roll of \$50,000 per annum. The city has agreed to put up a bonus of \$3,000. The names of the gentlemen interested are withheld until all the details are perfected. The plant, however, is regarded as assured.

Mr. Long of the Long-Knight Lumber Company, Indianapolis, Ind., was a guest of the Lumbermen's Club of Memphis at its luncheon at the Hotel Gayoso last week.

It is the intention of the Leavitt Land & Lumber Company at Dermott to have its plant ready for operation by the middle of the month. It will have a capacity of 50,000 feet a day. The company will have eight miles of railroad and this will be extended from time to time as necessary. It owns a large amount of timber land in that section. E. J. Petteys, who has been with the company at Chicago for some years, will be superintendent of operations at Dermott and will remove from Chicago to that point.

C. R. Ransom of the Gayoso Lumber Company, who has been to the East and North on a selling trip, has returned to Memphis and reports that he found business good.

Mr. Fritchie of the Lamb-Fish Lumber Company, has recently returned from a business trip through the large cities of the North. Mr. Fritchie says that there is some improvement in business, but that there is a disposition on the part of consuming interests to buy only for more pressing needs.

J. E. Munal & Son are erecting a mill in New South Memphis and will cut for May Brothers. The plant will have a capacity of about 25,000 feet and will be completed soon.

Hugh Ford, for some time manager of the Akron (Ohio) factory of the Pioneer Pole & Shaft Company, has come to Memphis and will have charge of the timber department of the same company, of which he is a member. The change has been made on account of his health. He reports himself as highly pleased with the climate and water of Memphis and thinks he will like it here very much.

## NASHVILLE

More cedar timber was scattered on the streets of the city a few days since than was probably ever the case in the history of Nashville. Trolley wires, telephone and telegraph wires and even the great cables were swung on big cedar uprights. Recently a Kaybe avenue car jumped the track and ran into a post on the corner of Broadway and Sixth avenue, causing the post with its burden of heavy cables to come down. Almost instantly there was a crashing of heavy timber on a number of streets and heavily charged trolley and electric light wires writhed and popped on the ground. Some of the posts were worm-eaten, while others showed remarkable preservation, and these were eagerly gobbled up by the pencil factories in this section. The new poles erected were locust instead of cedar, as there are no more cedar posts in this section to be had now. Fortunately the accident occurred at midnight and no lives were lost. The damage done was between \$10,000 and \$15,000.

The Hermitage National bank, a newly organized institution in the city, of which W. J.

Cude, the well-known Nashville lumberman, is vice-president, has just issued \$50,000 in bank notes, the issue being duly signed by Mr. Cude.

Attorney-General Charles T. Cates has just rendered an opinion to Secretary of State Hal-lum W. Goodloe, in which he holds that so long as a corporation is qualified to do business in the state of Tennessee that it must make annual reports to the secretary and accompany them by the fee prescribed by law. This decision comes in the case of Harris & Cole Brothers, makers of interior finish of Cedar Falls, Iowa. The company formerly operated in the state and still owns some cutover timber lands, but has sought to relinquish its rights to operate after having secured the same. The attorney-general holds that the company, still having the right to operate in the state, must comply with the corporation act. The claim of the company was that to come within the provisions of the act a company must actually be engaged in business. The attorney-general held this claim to be without foundation in law, but at the same time he recommends that the corporation law of 1907 be so amended as to relieve just such cases as this in one of two ways, as follows: First, an amendment by which a foreign corporation could legally withdraw from the state and waive the authority conferred upon it to do business in the state; and, second, amend the corporations act of 1907 so that its provisions would not operate as to foreign corporations merely owning property in the state, yet not attempting to do business in the state.

At a bankrupt sale of the property of John M. Smith Lumber Company, A. L. Moore bid in the property for \$3,700. It consisted of a lumber shed 66 by 187 feet on Delaware avenue in West Nashville and a three-room office building.

The firm of John B. Ransom & Co. shows a substantial increase in business for October over the preceding month of September. During the past week or two this firm obtained the highest price in its history for quartered oak.

The Baker, Jacobs Company reports good business and increasing prices all the while, with a good demand for all grades of stock.

The W. J. Cude Land & Lumber Company reports that a large per cent of its orders are on low-grade stock. This is regarded as most favorable, for this class of stock has been for the most part a drag on the market.

Love, Boyd & Co. report the biggest business done in October since the panic and they expect a big month for November as well. They will run their country mills straight on through the winter. Over in Arkansas, however, they are having some trouble with the car question.

The Prewitt-Spurr Manufacturing Company is running its big plant night and day and reports business good. It recently captured first prize with its exhibit of cedar buckets and woodenware at the Tennessee State Fair and the exhibit of hardwood flooring. With 1,000,000 feet of lumber in the river and trade good it is running its big plant on full time.

A recent visitor to the city was John H. Baskette, formerly with Prewitt-Spurr Manufacturing Company in this city, but now in the woodworking manufacturing business in Helena, Ark.

A big timber deal has just been closed in Wayne county, Tennessee, in which the Lucas Land & Lumber Company of Waverly, Tenn., has bought of T. T. Dickson of Olive Hill and T. S. Hassell of Clifton, Tenn., the poplar and chestnut on some 19,000 acres in Wayne county. The consideration was \$65,000.

The storm which swept over the southern portion of middle Tennessee and northern Alabama a few days since did great damage to timber. Thousands of trees were either blown up by the roots or else broken off above the ground and shattered to pieces.

The new sawmill of W. E. Catchy & Co. at Burns, Tenn., has been put in place and large quantities of timber are being hauled into it.

A sale of 2,000,000 feet of lumber was made last week by the Standard Lumber & Box Company to W. P. Brown & Sons Lumber Company of Louisville. The deal was handled through J. G. Brown and John M. Smith, local manager for the Standard company at Dickson, Tenn.

Secretary of State Goodloe has granted a charter to the Unaka Springs Lumber Company of Sullivan county, capitalized at \$10,000. The incorporators are J. J. Hager, J. W. and H. D. Broce, S. L. King and John C. Anderson.

Cohn & Goldberg report a heavy lumber business and state that they are looking for it to continue all fall and winter.

A new mill supply company in Nashville is that of the Fickling Supply & Machinery Company of the Stahlman building, recently organized by W. H. Fickling, formerly of the Nashville Mill, Mine & Railway Supply Company. Mr. Fickling has secured several valuable agencies, among them being Atlas engines, Disston saws, Crescent band sawing machinery, and others.

Quite a delegation of business men from Mt. Pleasant have recently visited Nashville and attended public meetings at the Board of Trade rooms, putting before the citizens of the city a proposition to get a new railroad into Mt. Pleasant, one opening up new territory. John W. Love of Love, Boyd & Co., who is a live member of the Nashville Board of Trade, attended the meeting and signified a willingness to subscribe to the stock of the line.

The Davidson, Hicks & Greene Company has now almost finished the construction of its railroad in Fentress county connecting its big timber tracts with the Tennessee Central railroad. Mr. Davidson recently went to Colorado on a visit to his son. The concern reports business satisfactory.

Fire recently destroyed the large handle works at Sequatchie, Tenn., near Jasper, entailing a loss of about \$15,000, partially covered by insurance. About \$40,000 worth of timber and handles on hand was saved.

A recent visitor to the city was I. H. Scates, secretary of the Baltimore Builders' Exchange. Mr. Scates was the guest of Secretary T. H. Evans and other members of the Nashville Builders' Exchange and was loud in his praise of the evident growth of Nashville and the surrounding territory. Secretary Evans is working out a plan for an informal bureau at the exchange for the benefit of the building public. The new quarters of the exchange will be located in the Noel building after the first of the year.

John H. Watkins, a New York capitalist, and S. Granger Latta and State Senator Ernest Rice have bought from R. M. Hall, president and builder, the Dyersburg Northern railroad. The line is thirty-one miles long and runs from Dyersburg to Tiptonville, and the purchase price was \$316,000. The road runs through one of the richest timber sections in the state.

Charles Cohn, the Nashville lumberman, was recently honored with the election of presidency to the city council.

Death recently removed a prominent lumberman and manufacturer in this section in the person of William Davis Wade of Scottsville, Ky. Mr. Wade was the father of Mrs. John W. Love, wife of the well-known Nashville lumberman, and of Mrs. Thurman Dixon, also of Nashville. Mr. Wade was a representative of one of Kentucky's oldest and most prominent families. He is survived by a widow and four children.

### CHATTANOOGA

Mr. White, southern representative of Wistar, Underhill & Co. of Philadelphia, was here the past week. He was especially interested in first and second plain white oak and chestnut.

Mr. Duncan, southern representative of the Williamsport Hardwood Lumber Company of Williamsport, Pa., has been mixing with the millmen in this section for the last few days.

A. H. Woerhide of W. E. Kelley & Co., Chicago, Ill., was here a few days ago looking for wide poplar.

W. E. Berry, formerly of the Berry Lumber & Stave Company but now located at Crossville, Tenn., was here recently en route home from a business trip through Alabama.

The Alton Park Lumber Company of Alton Park, a suburb of this city, is a new concern to carry on a wholesale and retail lumber business. J. C. Lamar is general manager.

W. O. Harter, of the W. O. Harter Hardwood Company of Memphis, Tenn., was in town several days last week accompanied by Mrs. Harter, who has just returned from Europe. Mr. Harter has been quite ill for some time and is still hardly able to attend to business.

The railroad shops here are rushing their repair work to their fullest capacity and are using a large quantity of oak car timbers. It seems that they hardly get a car done until they have it engaged for a load. About 400 carloads of freight are handled locally in and out of Chattanooga per day. At this rate the repair shops can hardly more than furnish the demand here.

J. W. Stanfield, agent of the Belt railway, says their business is nearly as good as in 1907, and that the shipments of lumber are fully as good as any other manufactured article.

The Mountain City Cabinet Company is a new firm here, organized to manufacture hardwood mantles and office fixtures. It is doing a nice piece of work in quartered oak for the new city hall. W. B. Bender, formerly with the Lookout Planing Mill Company, is general manager.

The Odorless Refrigerator Company is running its plant to its full capacity. It uses a large amount of plain oak.

### BRISTOL

The new mill of the Croft Lumber Company at Alexander, Upshur county, W. Va., has been started and will turn out 70,000 feet of stock daily. J. Gibson McIlvain of Philadelphia, a prominent eastern hardwood lumberman, is interested in the new company, which has a large boundary of timber in that section.

The Paxton Lumber Company, of Bristol, has just started its new circular mill at Booneford, N. C., where it has purchased a good sized area of timber.

Chancellor Hal H. Haynes of Bristol, on November 4, entered an order dismissing the receiver in the case of the Allen Panel Corporation, on motion of J. N. Powell and others. C. L. Marshall was appointed receiver of the company two weeks ago, on application of C. B. Allen, former president of the company, and the action of Mr. Allen caused considerable surprise, as the financial difficulties of the company had been settled and it was reorganized. In his order the Bristol jurist decreed that Receiver Marshall should forthwith turn over to the officers of the company the entire assets and give an accounting. The assets include a big wood-working plant at Johnson City. The court decided that the relief sought by Mr. Allen could have been secured by a mandatory injunction from his court and that the order appointing the receiver would be vacated.

D. S. Darrow, representing the Gardner Wood Company of New York, was calling on the Bristol lumbermen this week and left some orders. He reports business moving along well.

The Rockcastle Lumber Company of Bristol this week started its new band mill at Meek, Ky., and will soon begin shipping from the new operation. B. B. Burns of the company has gone to Mississippi to spend a few days shooting quail.

H. M. Hoskins of the H. M. Hoskins Lumber Company is recovering nicely from typhoid fever and may soon be able to return to his duties.

J. A. Wilkinson has purchased a new boundary of timber in Mercer county, West Virginia, and will develop it. He has the utmost faith in the future of the lumber business in this section and is gradually increasing his holdings of stumpage.

George W. Peter of the Peter-McCain Lumber Company returned this week from a ten days' trip to Philadelphia. He says the business outlook in the East is good.

"The lumber business is showing great improvement in the South," said M. V. Richards, general industrial agent of the Southern System, who spent a day or two at his branch office in Bristol last week.

Mr. and Mrs. Fred W. Hughes announce the birth of a son. Mr. Hughes is manager of the Bristol office of Price & Heald of Baltimore, and is one of the best known hardwood men in this section.

News was received from New York last week announcing the arrest of Harry I. Soble, who formerly did business as a lumberman in Russell county, Virginia, not far from Bristol, where four indictments have been returned against him, charging fraud and the getting of lumber and money under false pretenses. Mr. Soble's friends allege that the charges against him are absolutely without foundation, and that when the matter is brought up for trial he will be exonerated. It is sincerely to be hoped that Mr. Soble has made no infraction of the law.

G. B. Kittle, representing the Lima Locomotive & Car Works of Lima, Ohio, and Mr. MacLean, manager of the southern department of the Berlin Machine Works of Beloit, Wis., with headquarters at Columbia, S. C., were recent visitors here.

Every car of the Norfolk & Western railroad, a local line of importance to the lumbermen, is now in service and the road faces a car shortage if the steady demand for transportation equipment that has characterized the past few weeks continues. Other roads in this section are up to their limit on cars and despite the fact that much new equipment has been received it is feared that a car shortage is imminent.

"The lumber business is getting in fine shape," said Mr. McCain of W. G. McCain & Sons, operating a large band mill in Johnson county, Tennessee. "At first we were inclined to believe that the increase was a spurt that would recede, but this theory seems already effectually disproved."

W. H. Bolling, a well-known lumber manufacturer of Galax, Va., has returned to his home after a visit to Bristol lumbermen.

The majority of the big mills in this section are running and will get in as much time as possible during the coming winter. It is predicted that the weather will be mild, at least until the first of the year. There is still much stock at the country mills to be hauled to the railroad. One Bristol lumberman says that he needs two hundred or more teams to get stock to the railroads in time for shipment before the approach of the bad weather that is bound to make the roads almost impassable.

An important deal was made last week when the Doss Manufacturing Company of Pocahontas, Va., bought a tract of 10,500 acres of timber in Scott county, Virginia, not far from Bristol, which it may develop before a great while. The timber is near the Carolina, Clinchfield & Ohio railroad and the Virginia & Southwestern.

The Bristol Door & Lumber Company reports business moving along well and a good demand for millwork. The company's band mill and big planing mill here are both running.

The Unaka Lumber Company, recently organized in Bristol, has just purchased a tract of timber and expects to begin operations soon.

E. P. Lewis of Morton-Lewis-Wiley Lumber Company of Grand Rapids is here on a visit to

his company's general offices. The company's band mill here has been closed down for some weeks, having completely exhausted its timber supply.

The band mill of the R. E. Wood Lumber Company at Buladeen, Carter county, and that of the W. M. Ritter Lumber Company at Hampton, both near Bristol, are getting in full time and are turning out much stock. Both have a large amount of timber in that section.

The Carolina, Clinchfield & Ohio railroad was this week completed to Spartanburg, S. C., from Dante, Va. This line penetrates a rich timber region and will be extended westward to Elkhorn City, Ky., and southward to the south Atlantic seaboard from Spartanburg. W. M. Ritter of the W. M. Ritter Lumber Company of Columbus, Ohio, is deeply interested in the new road, which has cost in excess of \$30,000,000.

## ASHLAND

J. H. Kester, secretary of the Southern Hardwood Company, has returned from an extended business trip through the South, buying lumber for his company. He advises business greatly improved in that section and says there is a scarcity now of the higher grades of oak and poplar in the South.

The Whisler & Searcy Company, Ironton, O., has begun sawing on its mill at Farmers, Ky., but has closed down the Ironton mill, having sawed out the present supply of logs. The company is expecting to do a large business at Farmers the coming year, and has a large amount of timber, which will enable the plant to run longer than usual.

Wm. Eckman, vice-president of the Licking River Lumber Company, in charge of the band mill and yards at Farmers, Ky., spent a few days at the company's office here this week. Its mill, which has been closed for two weeks putting in new boilers and doing general repair work, is again in operation and now ready for a steady run, as the company has enough logs to run it for eighteen months. The office reports the receipt of a great many orders and large shipments of stock.

J. L. Lytle of the J. L. Lytle Lumber Company, Pittsburg, Pa., called on our lumbermen this week. Mr. Lytle advises business very satisfactory.

The Reese-Kitchen Lumber Company, with general office here and a band mill at Wrigley, Ky., reports business very good. The mill is running in fine order and the company is putting on stick a large amount of very fine oak and poplar, which will be ready for the markets in a short time.

H. G. Irwin, of the Erie Lumber Company, Erie, Pa., spent a few days in the city recently. He gave encouraging reports for lumber business in his city and advised that his company is receiving a large amount of orders for both hardwoods and pine. The company owns and operates a large mill in the South, which manufactures largely pine and some oak.

The Yellow Poplar Lumber Company, Coal Grove, O., has its band mill closed at present, but is running its planing mill and yard crews on full time. The large concrete splash dam which is the largest of its kind in the world, is nearing completion, and will soon be ready for use. This dam is being built in the Breaks of the Big Sandy and will enable the company to splash logs through the Breaks most any time of the year. While the company has gone to great expense in erecting this dam, it will be a great money saver to it, enabling it to get the logs through the Breaks and to the mill at Coal Grove shortly after they are cut and before the sap is damaged, which was the case prior to this time, as the logs were quite often lunched above the Breaks and left there for years, until very high water floated them out.

C. E. Wilson of the R. G. Page Lumber Com-

pany is on a business trip through Ohio. The company reports business very satisfactory and the receipt of some very desirable orders in car and implement stock.

The Ashland Lumber Company is having a very satisfactory business in its planing mill and retail yards, having on hand more contracts than it is able to fill at present. The band mill is closed now, having sawed out the entire log supply, but the company advises it is busily engaged getting out new timber for next season's run.

## LOUISVILLE

The annual meeting of the Louisville Hardwood Club was to have been held Tuesday evening, November 2, but at that time, when the regular weekly dinner brought the members of the club together, it was decided to postpone the annual affair for two weeks. Tuesday night, also, was the evening of the election, and as most of the hardwood men were interested in its outcome they wanted to get out and see what happened. Mayor Grinstead, the Republican, had been picked as a winner of the mayoralty race by most of the hardwood people, but W. O. Head, the Democratic nominee, surprised everybody by winning easily. There's not a lumberman on the new administration, more's the pity.

It is likely that the annual election will not be as tame an affair as it was thought it might be. Though there was a general feeling at first that A. E. Norman, of the Norman Lumber Company, who guided the club through its first year, would probably be chosen to run things for another year, it looks now as if a good-natured rivalry may develop between his supporters and those of one of the other members. T. M. Brown of W. P. Brown & Sons Lumber Company is a hot favorite for the place, but he insists that he doesn't want it. Ed. L. Shippen of the Louisville Point Lumber Company, who is now vice-president, has also been mentioned, as has Edward L. Davis of the Edw. L. Davis Lumber Company. As a matter of fact, however, whether Mr. Norman or Mr. Brown or Mr. Shippen or Mr. Davis is elected, the club will have a good head, because you couldn't throw a rock into a crowd of hardwood men—and more especially Louisville hardwoodmen—without hitting a man who would make a good executive in most any position you cared to put him.

The reduction of rates out of Louisville into northern Illinois and Michigan has gone into effect, the date decided upon by the railroads being November 1. The Hardwood Club's Transportation Committee secured this reduction, and its members are correspondingly elated over it. The rate proposition will be thoroughly gone into during the next year, and it is likely that by studying conditions and comparing Louisville's situation with other cities the club will be able to secure other advantages for its members.

The general election November 2 knocked out most of the work that was to have been done on that day, at least as far as the hardwood men were concerned. Several mills shut down completely, these including C. C. Mengel & Bro. Company and the Edw. L. Davis Lumber Company. The Ohio River Sawmill Company operated with a small force, and the yards of the other companies were run with so depleted a force of men that comparatively little was accomplished. Business has been so rushing of late, however, that the hardwood men were really glad of a chance to breathe again.

Members of the Hardwood Club say that buyers are coming to the city now in larger numbers than ever before. This is attributed to the aggressive campaign of the club in calling attention to the advantages of buying in this market, which has put Louisville decidedly on the hard-

wood map. So successful has the club been in advertising the city as a hardwood market that its fall and winter advertising efforts will soon be put into effect again. Some of the out-of-town men who have been here lately are Sam E. Barr of the Lilley Lumber Company, New York; K. W. Hobart of Hobart & Co., Boston; Mr. Latham of the Monarch Lumber Company, Philadelphia; Mr. McParland of Chicago; John Smith of Dickson, Tenn., and others.

The Commercial Club, of which most of the Hardwood Club men are members, had a harvest home dinner two weeks ago, and owing to the oddity of the affair, everything that was served having a flavor of the soil and life on the farm, several of the hardwood manufacturers attended it. It happened on Tuesday night, and for a time there was a move in favor of abandoning the meeting of the club and going to the dinner in a body. This was finally given up, however, owing to the number and importance of the trade topics which are considered at meetings these days.

Much interest is being taken by the club in the convention of the National Hardwood Lumber Association, the annual convention of which will be held here next year. The new administration of the club will appoint committees which will start work at once, mapping out the scheme of entertainment and deciding on the various details—that must be considered in connection with the convention. The club intends to make the entertainment interesting and novel as well as elaborate.

Barry Norman, of E. B. Norman & Co. has installed water works at his plant on the point. He happens to be close to the river, and by putting in a pump and other necessary machinery he has eliminated a bulky water bill. He said that the saving in this respect will pay for the plant in two years. Thus it will be seen that while the river creeps up and floods Mr. Norman occasionally it is pretty useful at times also. The company's business is picking up right along. High-grade poplar is getting scarce, Mr. Norman said, and prices on it are stiffening. S. E. Booker, who looks after the box factory, said that business in that direction is picking up right along.

E. L. Shippen of the Louisville Point Lumber Company reported business as good. H. J. Gates of the company has been out of town on a business trip, in which he found the demand for lumber excellent. Mr. Shippen coincided with Mr. Norman's views as to the scarcity of poplar.

T. M. Brown of W. P. Brown & Sons Lumber Company said that business is so heavy that it is getting to be somewhat of a problem to take care of it. Prices are somewhat better, he said, especially with regard to plain oak. Although the lower grades of most items are still moving slowly, they are showing improvement. W. P. Brown, the retired head of the firm, was down from Indianapolis the other day, and John Smith of Dickson, the southern buyer of the firm, was up from Tennessee. Mr. Smith commented on the increasing scarcity and advancing price of timber. That ought to be a pretty good reason for advancing prices on lumber, according to Mr. Brown. J. G. Brown of the company is on the job, as usual and is keeping things moving, too.

R. E. Smith of the Ohio River Sawmill Company, said that the company is having trouble keeping up with its orders, and that business is flowing in from all branches of trade. In order to look after the work at mill points Mr. Smith was out of town most of this week. In order to improve the railroad facilities of the company's mill, the location of which is almost ideal, Mr. Smith said that an L. & N. switch is to be put in shortly. A Southern switch is already in operation. The company will probably erect a new office building before long. It is using temporarily the old residence which came with the land. The building is over fifty years old



and when erected was out in the woods five or six miles from Louisville.

Claude Sears of the Edw. L. Davis Lumber Company has been out on another scouting expedition. He usually returns with scalps dangling at his order belt. Business is good, folks at the company's offices said.

A. E. Norman of the Norman Lumber Company said that while business is not rushing it is picking up some and looks better than it did in October. Mr. Norman is much pleased with the work of the Hardwood Club, which under his direction accomplished many things of value to the local trade during the past year. His annual report will tell about some of them.

Clarence R. Mengel, president of C. C. Mengel & Bro. Company, said that the company has decided to put up a veneer mill, or mills, as it will consist of two buildings, the larger one of which will be 84x100 feet. The company has heretofore been sawing mahogany veneers, but the new plant will have slicing machinery. John B. Hutchings is the architect. Work on the new plant will probably begin in a few weeks, and it will be in operation by May 1, 1910. It will be built of wood. The machinery of course will be the chief item of cost, the total outlay being estimated at \$50,000.

Business with C. C. Mengel & Bro. Company is good. The demand is improving in all lines, the skyscraper people, the car construction companies and the furniture manufacturers all taking mahogany in volume. The Advisory Tax Commission of the state will meet November 15 at Frankfort for the purpose of framing its report on amending the tax system of the state. Mr. Mengel is a member of it and will make recommendations relating to the lumber and furniture proposition. He said that cars are getting scarce locally, as well as elsewhere. Other reports are to the effect that at mill points it is getting increasingly difficult to secure enough cars to take care of traffic.

C. C. Mengel, president of the Mengel Box Company and vice-president of C. C. Mengel & Bro. Company, is breaking into print right along. He was elected vice-president of the Pendennis Club, the exclusive social organization of this town, and was recently a member of the Board of Trade's delegation to the Lakes-to-the-Gulf Deep Waterways Convention at New Orleans. He has just been named by the Board of Trade as a delegate to the National Rivers and Harbors Congress at Washington, December 8. A special train will likely carry the delegates to the national capital. John B. Atkinson, a well-known lumberman of Earlington, Ky., was also appointed by the board. Mr. Mengel was a witness last week in the Brannin will case, a noted piece of litigation in which some of the most prominent people in Louisville are involved.

D. E. Kline of the Louisville Veneer Mills said that the volume of business at his plant was never larger. If prices were to assume their normal level, he added, the Thanksgiving turkey would by no means be out of reach. He said that a meeting of the gum veneer men will be held at Memphis November 12 for the purpose of discussing prices. He is of the opinion that the national convention next month will suggest a schedule of prices to the trade that will be considerably in advance of the present market prices.

The Bell-Coggeshall Box Company is one of those in town which received a rebate from the railroads as a result of the Supreme Court decision involving shipments on yellow pine from the South. It got \$3,300. Harry W. Embry, secretary and general manager of the company, said that cars are short and that at four mill points last month seven cars were the total received, when forty could easily have been used. This is depleting nearly all lines in the company's yards, he said.

James J. Hume of Muskegon, Mich., who, according to local newspapers, is "a millionaire

lumberman," passed through Louisville recently on his way to the South.

The Summers-Johnson Lumber Company has incorporated with a capital stock of \$10,000. It will do a general lumber business at Buechel, a small town near Louisville. J. W. Summers, H. B. Summers, C. A. Seaton, F. W. Curry, J. Fegenbush, T. S. Simpson, F. L. Johnson, J. H. Anderson, J. G. Hikes, Philip Graf and George H. Frey are the incorporators.

The Rockport Sawmill Company has incorporated at Rockport, a town in the western part of the state, with \$100,000 capital stock. Articles of incorporation were filed with the secretary of state at Frankfort.

The Traffic and Transportation Club, which includes several hardwood men in its membership list, has taken permanent headquarters at 128 South Fourth avenue.

A new railroad, said to be planned by the B. & O., is being surveyed through the eastern part of the state to West Virginia. The counties through which the survey is being run are Carter, Lawrence, Magoffin, Knott, Letcher and Perry. If such a line were built it would open up a fine timber belt containing poplar, walnut and oak in large quantities. As there are no streams close to this section the timber is practically untouched.

R. L. Thomas, the turfman, who was stabbed in New York by a jockey employed by him, is a lumberman of Winchester, Ky. He has large interests there.

Building is on a boom in Louisville, 221 permits being issued in October, representing \$428,964, as compared with 244 permits and \$254,695 for the tenth month of 1908. Several large structures were included in those issued last month.

The report of the Louisville & Nashville railroad for the first three months of its fiscal year shows a handsome gain over the same period of last year. Its operating revenues were \$12,138,000, compared with \$11,285,000 for last year, and its operating income \$4,410,000, compared with \$3,643,000 a year ago. According to the railroad commission, which is planning to assess all the railroads in the state, they all did a much larger business last year than in the preceding twelve months, showing a greatly improved condition of business.

One of the features of the November election in which the lumbermen and particularly the hardwood men were interested was the passage of the Bosworth-Wyatt amendment to the state constitution permitting the state to assist counties in building roads. It looks now, though no definite returns have been given out, as if the amendment carried easily. This will mean much to the lumbermen, who say that logging operations have always been hampered by poor roads. The state will probably begin where they are needed worst and where they will do the lumber business the most good—in the mountains.

The sawmill of the Falmouth Milling Company was burned at Falmouth November 3. The loss, according to press reports, was \$10,000.

The sash and door department of W. J. Hughes & Co., a local retail lumber company, was burned, causing a loss of \$75,000. The company will rebuild. The rest of its plant was not damaged, and it continued business the next day, aided by its competitors, who allowed it to use anything needed to fill up its orders. The loss, according to A. P. Witty, president of the company, was covered by insurance. The plant of the company is at Fourteenth and Maple streets.

### ST. LOUIS

Building operations for October, as compared with October last year, showed a considerable falling off. The aggregate of the permits issued by the St. Louis building commissioner, according to his monthly report, was \$1,206,694, or but little more than sixty per cent of the business

for October, 1908, aggregating \$2,280,050. As compared with September, the October figures do not show so badly, but even then a considerable decrease is shown, September having had \$1,784,059, against \$1,483,016 for the corresponding month last year.

The following is a report of the movement in lumber at this market during October: Receipts by rail during October, 1909, were 15,539 cars; during October, 1908, they were 11,510 cars, or an increase of 4,029 cars in 1909. Receipts by river during October, 1909, were 134,000 feet; in October, 1908, they totaled 90,000 feet, or an increase of 44,000 feet this year. Shipments by rail during October, 1909, were 10,125 cars. Shipments by rail during October, 1908, were 11,510 cars, or a falling off this year of 1,385 cars. Shipments by river during October, 1909, were 43,000 feet, as compared with 90,000 feet in October, 1908, a decrease of 47,000 feet.

The lumber inspected and measured by the Lumbermen's Exchange of St. Louis during October was as follows, as reported by Secretary A. H. Bush:

	Feet.
Oak	198,856
Quartered oak	84,448
Poplar	70,584
Cottonwood	46,107
Ash	107,108
Gum	72,207
Cypress	61,526
Maple	15,739
Yellow pine	6,808
Total	663,683

The following circular letter has been sent out to the members of the Lumbermen's Club of St. Louis. The meeting mentioned in the letter, which will be held on November 9, promises to be one of the most important as well as the most interesting of the year:

Your entertainment committee is very proud of its achievement in securing for the speaker of the evening and guest of honor at our next meeting, Tuesday, November 9, at the Mercantile Club, Mr. J. B. White, of Kansas City.

In deference to so prominent a lumberman as Mr. White and in appreciation of the efforts of your committee, it behooves every member of the club to be present at the meeting, and this advance notice of the event is ample to prevent conflicting dates of our members. Make a memorandum on your date tab to this effect.

There will also be committee reports and considerable business to transact. Very truly yours,  
J. B. KESSLER, Secretary.

Capt. White is connected with the Missouri Lumber & Land Exchange of Kansas City and his subject will be "Forest Conservation and the Merchandising of Lumber."

E. L. Page, manager of the hardwood lumber department of the Alf. Bennett Lumber Company, says business has been exceptionally heavy. The sales the company made during the past few weeks were frequent and many of them were for large amounts. Good prices were received for all the sales made. Some of the buyers for the company have placed good-sized orders for hardwood and thus the company is able to accommodate all orders received and to furnish quick shipments.

The company has recently considerably increased its selling capacity by the beginning of the operations of a new mill, just completed by the company at Campbell, Mo., and declared by competent lumbermen to be one of the best equipped mills in the state.

Mr. Page spent some time at the new mill, where he saw that it got a good start. The plant consists of a single band mill, edger, trimmer and all other necessary equipment of the most up-to-date type. It has a capacity of 40,000 feet of hardwood daily.

Business is reported as having been quite good at the Lothman Cypress Company, and E. W. Blumer, sales manager, says that prices are being well sustained. While some little trouble was encountered in getting in shipments from its mills, as every lumberman has, the mills are so located that the delay has not been serious enough to cause any worry to either the company or to the buyers. With the big stock carried in the local yards, it is not handicapped.



Owing to the transfer to Chicago of W. W. Dings of the Garetson-Greaser Lumber Company, Walter L. Jones, a buyer and inspector for the company in the South, has been promoted and hereafter will take charge of the local sales and will give particular attention to handling the railroad material end of the business.

After a visit to the mill in Mississippi, George H. Barnes of the George H. Barnes Hardwood Lumber Company has returned home. He says the car shortage will not hurt his business, as he is well supplied with lumber.

A satisfactory volume of business is reported by Richard J. O'Reilly of the O'Reilly Lumber Company.

A better feeling in the lumber trade is reported by John A. Reheis, president of the St. Louis Lumber Company. While business is not what it should be, the prospects are brighter than they were a short time ago.

Quite a nice business was done during the months of October by the Charles F. Luehrmann Hardwood Lumber Company. Nearly all classes of hardwood lumber were included in the sales made. There was a particularly good demand for oak, which is strengthening.

William L. Boeckeler of the Boeckeler Lumber Company says the volume of business that the company is doing is most satisfactory. Last month's sales were particularly gratifying. The trade in the out-of-town department was particularly good. Having a big stock of lumber on hand, it was able to supply the calls made with quick shipments.

Fifteen striking millmen from the Interstate Planing Mill & Lumber Company of East St. Louis were named in a temporary injunction granted last week by the circuit court at Belleville on application of the concern. The strikers were enjoined from interfering with workmen employed to take their places. The planing mill company represented that sixty of its employees went out October 22 because of its refusal to reinstate two men who were discharged and the posting of a notice that the plant would be an open shop hereafter. It was alleged that strikers were intimidating men employed to take their places by picketing the plant and the homes of the employees and threatened them, and that a mill hand had been assaulted by the strikers and has been in the hospital ever since.

For the second time in five days, incendiaries tried to destroy the lumber yard of the Claes & Lebnbeuter Manufacturing Company on November 3. The first blaze was started Sunday night, when it was kindled under one of the stacks of lumber. Prompt work by the fire department saved the yards. The last fire was started in a similar manner and resulted in \$100 damage.

## BIRMINGHAM

A slight improvement has been noted in the Alabama hardwood market, quotations on poplar showing gratifying improvement. Demand for this wood is growing stronger, and further advances are looked for. Gum ranges next in the activity, this class of stock moving freely. Oak is still dull.

An increase in hardwood output is noted. The mills handling hardwood exclusively are all working on full time and the yellow pine plants in cutting more pine naturally are turning out a larger per cent of the hardwood as a side line. In poplar and gum eastern markets seem ready to take care of the increased output, and other lines are likely to be affected by the general improvement.

Car shortage continues to be the one big feature of the entire lumber trade in Alabama, for not in two years has the congestion been more pronounced. Manufacturers from all over the state report trouble. The principal cause for the inconvenience is the fact that the cotton crop movement is now in full swing, and for several weeks will continue to claim the full

attention of the roads. The movement is officially estimated to be a little more than half finished, so that from now on some relief may be expected.

The Jefferson County Building Material Men's Exchange will hold its monthly meeting on November 11, with prospects for the largest attendance in the history of the organization. It will be the first meeting in the handsome new quarters of the exchange in the Chamber of Commerce building.

A. B. Cleneay, hardwood expert for the Oden-Elliott Lumber Company, has just returned from an extensive trip through southern Alabama. J. J. Elliott of this house has removed his home from Childersburg, Ala., to Birmingham.

Among recent hardwood men in Birmingham was E. Rotha of the Wildberg Lumber Company of Cincinnati.

## NEW ORLEANS

Not a little interest attaches to the announcement that New Orleans will probably supply several million cross ties for use in railroad construction in France during the next two or three years as a result of the activity of the Southern Trading Company of this city. Some time ago this company had been offered a large contract in France and shipped to that country a sample shipment of white, cow post and over-cup oak ties. These samples have proved to be satisfactory and the ties will be bought in America if the prices are satisfactory and in keeping with the views of the French purchasers.

The Grand Rapids Veneer Works, through its local agent, D. B. Alexander, has just closed a contract to install four large dry kilns for the F. B. Williams Cypress Company, which is building one of the largest and most up-to-date cypress mills in the South. The kilns will be on concrete foundations with brick and tile walls and tile roofs.

Announcement regarding the organization of the Opdenweyer-Fischer Lumber Company of New Orleans have excited much interest. Frank Opdenweyer, John Opdenweyer and C. B. Fischer are the incorporators. The new company will succeed the Opdenweyer Cypress Company and has recently purchased about 120,000,000 feet of standing cypress timber in St. Tammany parish from the Salmen Brick & Lumber Company of Slidell. The purchase price for the timber was said to be about \$600,000.

The second annual meeting of the Gulf Coast Lumber Exporters' Association was held at Mobile within the last fortnight, with representatives from all of the Gulf shipping centers in attendance. Many subjects relating to the exportation of lumber were discussed and it was decided to establish agencies of the association in European countries. London will be the headquarters for the agencies and branches will be placed in all the cities with which the members of the organization trade. The reports of the officers showed the organization to be in good shape and the prospects for the coming year to be bright. Officers elected were: Robert Hunter, Mobile, president; G. Eitzen, Pensacola, vice-president; J. O. Elmer, Mobile, secretary, and A. C. Ganahl, Mobile, treasurer.

Announcement is made that W. R. Montgomery will establish at Shreveport a large plant for manufacturing folding furniture.

The McCarroll Lumber Company has been incorporated at Hammond, La., and will establish a large plant there. It has a capital stock of \$40,000. James F. McCarroll is president and treasurer; Harry C. Page is vice-president, and Arthur T. Gomilla is secretary.

M. S. Hill and L. G. Wales have incorporated the Hill-Wales Lumber Company at Canton, Miss., with \$10,000 capital stock.

The Bowie Lumber Company in Assumption parish, this state, has purchased from the Hut-

tig-Moss Manufacturing Company of St. Joseph, Mo., that company's holdings, including about 75,000,000 feet. The consideration was \$390,000.

## MILWAUKEE

Milwaukee lumbermen were shocked by the sudden death recently of John J. Johnson, one of the best-known wholesale lumbermen in the city, formerly president and treasurer of the Johnson Lumber Company. Mr. Johnson passed away in the library of his home, presumably of heart disease. He was sixty-three years of age and had been engaged in the lumber business all his life, for the past fifteen years being in the wholesale business. A few years ago he retired in favor of his three sons, George T. Johnson, now president and treasurer of the concern; W. A. Johnson, vice-president, and T. V. Johnson, secretary.

E. A. Braniff, mill superintendent at the government reservation at Neopit, Wis., has resigned and has been succeeded by A. M. Riley of Rhinelander, Wis. Mr. Riley, until recently, has been superintendent and manager of the Atwood Lumber & Manufacturing Company of Park Falls, and is one of the best known logging operators of northern Wisconsin. His son, A. J. Riley, has received the appointment of logging superintendent of the reservation.

Following the action of the Mellen Lumber Company of Mellen, Wis., in purchasing additional timber holdings and lumber interests, the company has increased its capital stock from \$450,000 to \$1,000,000.

The Wisconsin legislative committee on water powers has completed its work of investigating the water powers, forest reserves and logging methods followed in the state and is now compiling its data at Eau Claire. At Cass Lake, Minn., it also investigated the method followed by the Weyerhaeuser interests in burning hardwood slash. The committee gained the impression that slash burning is most advantageous and not too expensive.

John Fountain, well known lumberman of Appleton, Wis., was a recent Milwaukee visitor.

The Gilkey & Anson Lumber Company of Merrill, Wis., has closed its mill and will dissolve partnership at once. L. N. Anson and his son George will purchase the Gilkey interests and after overhauling the sawmill will operate it. L. N. Anson & Son have extensive timber holdings that will keep the plant in operation for many years. Mr. Gilkey, who is heavily interested in the lumber business at Oshkosh, will later locate in the West, where he owns extensive timber interests.

The Wilson-Weber Lumber Company of Menominee, Mich., owning a line of yards in Michigan and Wisconsin, has sold its interests to the North Star Lumber Company of Minneapolis, Minn.

Knechtel & Trestek, loggers of Manitowoc, Wis., have secured a contract to log 5,000,000 feet of logs for the Long Lake Lumber Company of Forrest county, Wisconsin.

The Wilbur Lumber Company of Milwaukee has sold its entire plant at Beaver, Wis., including planing mill, 500,000 feet of lumber and a large amount of standing timber, to Nelson & Armstrong.

The story that has been going the rounds in Wisconsin newspapers that a discharged woodsman "shot up" the town of Goodman, the seat of the Goodman Lumber Company, has been denied by Robert B. Goodman of the company. The man simply attempted to discharge a gun in the offices of the company, but was intercepted and arrested.

Employment bureaus at Milwaukee and other Wisconsin cities are meeting with an unusual call from lumber companies for men to go into the northern woods this fall. The available supply of men is scarce and wages will be abnormally high.

The Beyer-Morner Lumber Company of Pren-tice, Wis., has been incorporated with a capital stock of \$5,000 by C. G. Beyer, A. E. Kaiser and E. E. Morner.

The Phoenix Manufacturing Company of Eau Claire, Wis., despite the fact that it erected an addition to its plant only a year ago, has decided to begin the erection in the spring of another addition to be devoted to the manufacture of logging machinery.

The Hatton Lumber Company of New London, Wis., has completed its season's cut at its sawmill and will begin the installation of three new boilers, each with a capacity of 150 horsepower.

The Baker-Zellmer Lumber Company of Oshkosh, Wis., has been incorporated with a capital stock of \$25,000 by R. C. Scobre, B. B. Baker and F. E. Zellmer.

The Adams Patent Wheel Company, manufacturer of a new patent wheel, spokes, handles, brackets, pins, etc., will establish a new plant at Cassville, Wis.

Wisconsin lumbermen and coopers have been interested in the announcement that the new sawmill of the Northwestern Cooperage & Lumber Company of Gladstone, Mich., has been placed in operation. The plant is one of the finest of its kind in the West.

The Kaukauna Lumber & Manufacturing Company of Kaukauna, Wis., has decided to install another department for the manufacture of sash, doors, windows, stairwork and veneer work. Work on a new addition is being rapidly completed and this will be equipped with new and modern machinery in order to prepare for the company's new field of manufacture.

The Mellen Lumber Company of Mellen, Wis., has purchased the Glidden veneer plant and the Nash Lumber Company of Shanagolden, Wis. The acquired holdings of the Mellen company now comprise three logging railroads and 100,000 acres of timber lands.

The sawmill of the Owen Lumber Company of Owen, Wis., has been closed for the season.

Joseph and John Wolfinger, the woodenware manufacturers and pea packers of Dundas and Brillion, Wis., are establishing a new \$30,000 woodenware factory at Eland. It will be completed in the spring and will employ seventy-five men.

The sawmill plant of the Kurz-Doweny Company has started cutting box lumber and will continue to run all winter. The construction of the main box factory will be started early in the spring and a force of new men will be employed. The plant now employs thirty-five men.

A new blower system is being placed in the plant of the Phoenix Chair Company at Sheboygan, Wis. The exterior work on the new boiler house is now being done and the new system will be in operation within a short while.

Great improvements have been made on the Heineman Lumber Company at Heineman during the summer. Among the improvements are two new engines and a new engine house. As soon as all the improvements have been completed the mill will be started up and the usual activities around Heineman will be resumed. S. Heineman, president of the company, said that the business outlook was very good and that his company was getting ready to do great work. The hemlock and hardwood business is still unsatisfactory, but improvements are noted monthly.

The C. A. Goodyear sawmill of Tomah, Wis., will soon be completed and the plant, which has been shut down since last May, will resume operations within a very few days. The mill will be ready to start on the completion of the electric power plant, which is to run both saw and planing mills, as well as furnish current for the city lighting and power system.

The sawmill belonging to George Ridder of Amery, Wis., has probably the oldest sawmill crew in the United States. The youngest of this crew is past sixty-five years of age and the oldest is nearly seventy. John Burns is the youngest member and William D. Thompson is the

oldest. The work is so well done that one would think much younger men than these were employed by the mill.

The D. J. Murray Manufacturing Company of Wausau, Wis., well-known manufacturers of logging and sawmill machinery, has nearly completed the erection of its new machine department. The remainder of the work and the work of erecting a new molding department will be resumed next spring.

### MINNEAPOLIS

Hamilton Broughton decided to stay with the Forbes-Everts Lumber Company, instead of going into the fruit raising business in the West. He has gone to the mills of the company at Van Buren, Mo., where he will get into the manufacturing end of the business.

F. A. Nolan, hardwood wholesaler of St. Paul, returned recently from a trip to the West coast. Mr. Nolan visited the Seattle fair and several of the West coast cities.

The Peterson-Moore Lumber Company, hardwood wholesalers of St. Paul, has moved its offices from No. 603 in the Manhattan building to No. 522 in the same block.

R. C. Schulz, with the Goodman Lumber Company, Goodman, Wis., was in Minneapolis recently on a business trip.

A committee of St. Paul members has in hand the preparations for the coming annual meeting of the Northwestern Hardwood Lumbermen's Association, which will be held in that city on Tuesday, December 7, to be followed by the annual dinner of the association in the evening.

### WAUSAU

The MacKinnon Manufacturing Company of Grand Rapids recently sold an order for 1,000 wagons to a jobber in St. Paul.

The A. H. Stange Lumber Company of Merrill is enlarging its dry kiln by adding two more sections. The kiln at present has a daily capacity of 100,000 feet. The company recently completed a large lumber shed, adding to its extensive facilities for handling all kinds of dry stock.

Joseph H. Stenger of Mendota, Ill., recently sold to Alfred J. Wroldstad of Waupaca ten forty-ies of hardwood lands situated in the town of Ainsworth near Antigo. The price paid was \$12,000.

B. F. Wilson, a prominent Wausau lumberman, has gone up into the Alberta country of Canada to look after timber holdings.

On May 16, 1906, the village of Auburndale suffered a severe loss from fire, which started in a pile of 1,200 cords of maple and birch wood belonging to the R. Connor Lumber Company. The wood was piled on the right of way of the Wisconsin Central railway and the fire spread from it to the village. As a result of the fire old line insurance companies paid \$60,000 insurance. Nine mutual companies also carried policies on some of the property and paid losses to the amount of \$10,000. Now these mutual companies have brought suit against the railway company to recover the amount each disbursed. They claim that the fire in the Connor company's woodpile started from a spark from one of the railway company's locomotives, and but for the company's negligence the fire would not have occurred.

George D. Booth has purchased the interest of his partner, C. E. Blodgett, in the Blodgett-Booth Lumber Company, with headquarters in Marshfield. He will hereafter conduct the business under his own name. The company recently sold a large tract of standing oak to the Upham Manufacturing Company of Marshfield, receiving \$28,000 for same.

J. W. McNally of Escanaba, a walking boss for the United Logging Company of Watersmeet,

was attacked a few days ago by a disgruntled employe in the camp office. After the latter had compelled him at the point of a revolver to write a check for \$250, Mr. McNally was beaten into insensibility.

The United States Steel Company has recently made additional purchases of timber lands in northern Michigan. It is the policy of the company not to cut any of its timber, but to buy, cut, what it needs for present use.

Carl Solberg of Philips was recently awarded a judgment of \$2,850 against the Robbins Lumber Company of Rhinelander. He lost two fingers while in the employ of that company and sued for \$8,000 damages. The judgment, if paid, will be paid by a liability company.

Clarence Suess of Ironwood, who sued the Stearns Lumber Company of Ashland for \$5,000 damages, was awarded a judgment of \$3,500 a few days ago. While in the employ of the defendant company he was severely burned by the bursting of steam pipes.

The R. Connor Company's mill at Stratford has closed for the season. The Brooks & Ross Lumber Company's mill at Schofield has closed until after the holidays. The company cut 30,000,000 feet of mixed woods the past season. The Barber & Stewart Lumber Company's mill in Wausau has closed until the first of the new year. The Alexander Stewart Lumber Company and the Jacob Mortenson Lumber Company, both of Wausau, are still in operation, but will close soon. The mills of those two companies and of the F. Schubring Lumber Company will saw stocks of hardwood as soon as good sleighing permits logs being hauled to the mill. The Underwood Veneer Company of Wausau will buy a large stock of logs this winter, as well as cut some from its own lands.

The Mosinee Land, Log & Timber Company has purchased of the Joseph Dessert Lumber Company 3,345 acres of hardwood lands, situated west of Mosinee. The lands, it is said, will cut 21,000,000 feet of logs. There are 200,000,000 feet of timber in that locality, including this tract.

The Wisconsin Fruit Package Company of Crandon is making extensive improvements. A building 86x100 feet, two stories high, is going up. The company is also building a water works plant and an electric light plant of its own. It is erecting a new office building and five cottages, the latter to be purchased by employees on monthly installments. The company will erect twenty-five of these cottages. With the completion of the improvements now under way the concern will be able to turn out 10,000 baskets per day, besides crates, berry boxes and furniture veneer; for the latter there is ever an increasing demand. The company started business six years ago, employing six hands. Now the force numbers ninety.

One thing which will interest all lumbermen, factorymen, manufacturers or employers of labor in Wisconsin will be the action taken by the legislature this winter towards passing an industrial insurance or employers' liability law. A legislative committee has been at work all summer in gathering data to work on and is yet at sea in its conclusions, according to Chairman A. W. Sanborn of Ashland. The chief difficulty of the committee is in formulating a plan of insurance which will not be burdensome to the manufacturer, and yet be a just recompense to the injured employe. Two plans are under consideration. One is to repeal all laws which give a manufacturer an opportunity of escaping an adverse judgment in a damage suit on the grounds of contributory negligence, and furnish a flat rate of insurance, a board of arbitration to settle disputes. The other plan is to assess all employers, the funds to be handled and disbursed by the state, after a board of arbitration has fixed the amount of insurance due the injured employe, or to the beneficiary if the employe be killed. Mr. Sanborn says he has ascertained that the mill and factory men of Wis-

consin have paid out more as judgments in suits with injured employees than they would have done had some form of industrial insurance been in force. The manufacturers are divided in favoring and opposing the passage of such a law.

Louis A. Maier has resigned as cashier of the First National Bank of Medford to manage the affairs of the Mellen Lumber Company, Mellen, lately organized, and capitalized at \$1,000,000.

At a recent meeting of the stockholders of the Edgar Veneer & Box Company it was decided to dissolve and return to each stockholder the money paid in. The company was capitalized at \$15,000.

A. J. Reicke has begun the reforestation of cut-over lands in Marathon county. He has set out 17,000 young trees up to date and will continue the work. The trees are planted in rows eight feet apart.

The Kandy Manufacturing Company of Grand Rapids has completed a large two-story addition to its plant. It was established four years ago and is one of the growing institutions of northern Wisconsin. The company recently imported a shipment of mahogany from Africa, for which it paid \$550 per thousand. The company manufactures all kinds of furniture and fixtures and makes a specialty of old English library tables. It has begun the manufacture of an iceless soda fountain.

### SAGINAW VALLEY

Work on the new flooring plant of the Hanson-Ward Veneer Company at Bay City is being vigorously pushed and the plant will be ready for business early in the winter. The company has timber sufficient to stock the plant for years. Mr. Hanson is also interested in the firm of R. Hanson & Sons and Salling-Hanson Company at Grayling and Michelson & Hanson at Lewiston. The Ward end of it holds 77,000 acres of timber property, estimated to contain several hundred million feet of hardwood.

W. D. Young & Co.'s sawmill and flooring plant are being operated day and night. A heavy business is being done for both the domestic and foreign trade and the company is turning out a fine brand of maple flooring.

Jobbers and loggers are about all in the woods. Owing to the short stocks of both hardwood and hemlock and the increased demand it is expected that every stick that can be made available will be cut during the winter. Lumbering is expensive, due to high wages and excessive cost of supplies.

Yuill Brothers' sawmill at Logan, on the Mackinaw division of the Michigan Central, has shut down. The firm has 5,000,000 feet of stock in the yard and will put in a large quantity of timber during the winter. They cut a large quantity of timber which comes to W. D. Young & Co. at Bay City.

Both the Kneeland-Bigelow Company and the Kneeland, Buell & Bigelow plants at Bay City are running full time, the first day and night and the latter days. These plants cut up fifty-five carloads of saw logs every day. The Kneeland-Bigelow Company is running four camps in Montmorency county and cuts its own logs, while the Kneeland-Buell & Bigelow plant is stocked by the Wylie & Buell Lumber Company. The latter company will put in 50,000,000 feet during the ensuing year, of which 22,000,000 feet will come to the Bay City mill, some 12,000,000 will go to Bliss & Van Auker at Saginaw and the remainder to various parties.

The Batchelor Timber Company at West Branch has made some improvements to its mill and overhauled it for the winter run. The output of this plant is about 12,000,000 feet.

The H. M. Loud's Sons Company of Au Sable some years ago purchased several thousand acres of hardwood timberland in Presque Isle county of Hoeft & Son of Rogers City. Some of this timber was damaged by fire and

logging operations have been started. It is expected that several million feet will be cut this winter.

The Island Mill Lumber Company and the Richardson Lumber Company at Alpena are tied up by reason of the action of the Alpena Power Company. All three of these plants are located along one side of a branch track of the Detroit & Mackinac railway, the Power company next to the main line. It is building a dam and claiming that the land on which the siding is laid and where it joins the main line belongs to it. The Power people tore up the track a week ago to make room for materials for building purposes. Now with rush orders on their hands the two lumber companies find themselves unable to ship out their stock.

### CADILLAC

The A. F. Anderson mill at South Boardman has cut 76,600 feet of hemlock lumber in one day's run of ten hours, and has averaged 70,150 feet of hemlock lumber per day for six days in succession. April 1, 1909, this mill sawed in ten hours 50,100 feet of hardwood lumber, mostly maple.

Eight miles of bounty roads will be built in Wexford county the coming year. These roads are made possible by the liberal contributions from the Mitchell Brothers Company, Cobbs & Mitchell, Inc., Murphy & Diggins and others. The county at large has appropriated \$15,000 for the coming year.

About 250,000 feet of timber has been cut from Marion Island by the owner for the purpose of establishing fire lanes to lessen the danger of fire. The contract for hauling this timber away has been given to Captain Emory of Bowers Harbor, where he will cut the logs into lumber at his mill. There is still considerable valuable timber on the island which will not be cut.

Justice S. Stearns, the millionaire salt and lumber man of Ludington, Mich., has been elected president of the First National bank of that city to succeed George M. Stray, whose stock, together with that of his son, W. H. Stray, constituted the controlling interest of the bank. Mr. Stearns will conduct his duties as president of the bank with that of his salt and lumber interests.

The railroads are taking an active interest in the work of preventing forest fires and employees of several roads have been discharged for removing apparatus used for preventing the spread of sparks.

One year ago Metz and other small towns were destroyed by the terrible forest fires and loss of life occurred. Today the majority of those driven from home are better off than before the fire. Metz has been rebuilt and is as thriving as ever and hundreds of acres of land have been cleared this season as result of the fires. Lumbering has been more extensive and much timber will be cut this season.

There is a movement on foot to have the Pere Marquette railroad build the so-called "Missing Link" in its system between Leota and Stratford. This question has been taken up by the Saginaw and Missaukee counties, as well as in the Traverse City district. Property owners offer the Pere Marquette free right of way.

Another movement has originated in Clare county to take up the present line between Clare and Harrison, and move it in order to take in Coleman, thereby tapping a rich farming district, eliminating many heavy grades and reducing the mileage by ten miles.

D. H. Day, chairman of the Grading Rules Committee of the Michigan Hardwood Manufacturers' Association, located at Glen Haven, Mich., has been made president of the Western Michigan Development Bureau. It is expected that this bureau will aid many western and northern towns in developing their resources.

The question of uniform grading of hemlock lumber is being discussed by many of the Michigan manufacturers, and a movement is on foot having that in view. With that end reached, the marketing of hemlock will not be so much a problem as at the present time.

Bruce Odell of the Cummer-Diggins Company is not only a good man for the lumber business but is an authority on the growing of alfalfa in Michigan. He has published a little pamphlet which will be of interest to anyone wishing to look into this matter.

W. W. Mitchell and wife, C. T. Mitchell and F. J. Cobbs and wife have returned from a month's trip to Oregon, Washington and other western states.

A. W. Newark, secretary of the Cadillac Handle Company, has returned from a trip to his lumber camps near Cross Village. Some of the finest birch timber in the lower peninsula is being cut near Cross Village and loaded on train and brought into Cadillac, where it is sawed.

Howard Edgerton of the Cadillac Handle Company and wife have returned from a trip to Cleveland, Ohio.

M. E. Thomas, sales manager of the Cobbs & Mitchell, Inc., and the Mitchell Brothers Company, is out on a three weeks' trip visiting the trade in the East.

Bruce Odell of the Cummer-Diggins Company has returned from a business trip at Kalamazoo.

Mrs. Frank Harding, wife of Frank Harding of the Wetzell Turning Works, died recently at Wetzell, Mich., and was buried at her former home at Allegan.

### DETROIT

Alden Oliver Carter, secretary of the Dwight Lumber Company, died on Wednesday, November 3. Mr. Carter was known in the hardwood trade from coast to coast. He was sixty-one years of age and although born in Chelsea, Mass., he spent his business life in Detroit. He resided at 66 Forest avenue in this city and is survived by his widow, a son and a daughter.

H. W. Hubbard, Jr., of Toledo, formerly associated in business with his father in Toledo, has become associated with the Advance Lumber Company of this city. Mr. Hubbard is temporarily quartered in the Hotel Pontchartrain.

Arthur Dennis of Cincinnati, a former Detroit lumberman, visited in Detroit last week and renewed old acquaintances. He is now connected with the St. James Lumber Company.

"Business is looking up and everyone is cheerful; improvement is shown in all branches since you called last time," was the cheering word handed the RECORD correspondent at E. W. Leech's big hardwood lumber yard.

The E. W. Leech team in the Lumber Bowling League is still clinging to the last place, but members of the team hope to begin climbing out of the cellar pretty quick.

C. R. Duggan of Tindle & Jackson spent several days out of the city last week on a business trip.

The steamer Parks is at the docks of the Thomas Forman Company on the Rouge river with a cargo of hardwood lumber from Alpena. The Forman mill is very busy and Mr. Forman says that business still continues to boom.

For the month of October building operations in Detroit totaled \$1,415,515, a good increase over the corresponding month in previous years. Permits were taken out for 363 new structures to cost \$1,206,100, as compared to 314 new structures in October, 1908. Permits for 87 additions were taken out, an increase of 25 over October, 1908. The grand total for the month represented an increase of \$301,685, or a gain of more than twenty-seven per cent over the same month in 1908.

The automobile trade is contributing largely to building operations in Detroit and vicinity as

well as helping the hardwood market because of the increasing demand for hardwoods used in the construction of automobiles. It is reported that the big Maxwell-Briscoe Company is to build a large plant in Detroit. The General Motors Company, the automobile trust, is busy in this vicinity, grabbing up factories right and left and making extensive improvements and building additions to the plants absorbed. The Carter Car Company and the Pontiac Buggy Company are the latest to fall into the hands of the trust. At Flint the big plant of the General Motors Company is nearing completion. The flooring of the plant will alone cost \$74,000. It is of concrete, in which two-inch hemlock planks are imbedded and one-inch maple is used as a finish.

The safe in the office of Hunton, Weeks & Co. was damaged by a burglar who was captured and turned out to be Jack Johnson, known all over the country as a counterfeiter. Johnson did not succeed in getting anything from the safe and was rounded up by the watchman and policemen before he could make his escape.

### GRAND RAPIDS

"Mahogany has advanced twenty-five to thirty-five per cent since early summer," says I. Preston Rice, president of the Rice Veneer & Lumber Company, "and the upward movement has not stopped. A shortened log crop in Africa, together with the increased demand, seems to account for the advancing market."

The Valley City Desk Company is building a lumber storage shed at its factory on Butterworth avenue, at a cost of \$3,000.

Three skilled workmen, former employees of the Royal Furniture Company, have organized the Sheraton Furniture Company and will engage in the manufacture of high-grade furniture at Grandville, occupying the plant of the Hammond Novelty Works.

Roy G. Harrison, former manager of the Grand Rapids Parlor Frame Company, has resigned and gone to Portland, Ore., where he will engage in the lumber business. The vacancy at the Parlor Frame plant has not been filled as yet.

Uptegrove & Beckwith, dealers in veneers, are erecting a warehouse on Court street, near Shawmut avenue.

The Leonard building on Ottawa street formerly occupied as a refrigerator and game board factory has been converted into a furniture exhibition building and all the space has been taken for the January exposition. The five uptown exhibition buildings will be filled with furniture samples and the show will be the largest ever made in this market.

The Grand Rapids Club held its annual meeting and dinner at the club house, Plainfield, November 3. "Billy" Williams, a well-known dealer in furniture and building supplies, was elected president and C. A. Phelps and John H. Bonnell of the Hackley-Phelps-Bonnell Company were chosen on the board of directors.

James Lynn of Chicago, buyer for the American Seating Company, was in the market recently.

Z. Clark Thwing, manager of the Grand Rapids Veneer Works, is in the South supervising the installation of dry kilns in a number of the large mills. He will return in about a week.

Walter N. Kelley, Traverse City, and A. F. Anderson, Cadillac, were among the visitors here during the past week.

The United States court has appointed B. B. Luten of the Grand Rapids Supply Company as receiver for the Cecil Ray Stave Company of Cecil Bay; liabilities, \$5,000; assets not known.

The Kalamazoo Interior Finish Company, Kalamazoo, is bankrupt and the court has appointed George P. Sweet of this city as receiver, with bond fixed at \$75,000. Louis Larsen, secretary-treasurer and manager of the company,

left Kalamazoo suddenly October 20 and no word was heard from him until this week, when Henry G. Dykhouse of this city, vice-president of the company, had a telegram from him sent from Denver, but offering no explanation except the statement that he must have been "off his trolley" and offering to come back and assist in straightening up things. Mr. Sweet, who has been in charge of the concern for several days, has examined the books and reports to creditors a shortage of about \$100,000 in the accounts,

the assets being approximately \$190,000 and the liabilities \$290,000. The company is doing a large business and it is expected the plant will be kept running. Several of the stockholders live in this city.

Ralph Hanchett of the Hanchett Swage Works, Big Rapids, who had charge of the company's exhibit at the Seattle exposition, is home for the winter, but will probably go West again in the spring. He likes the West and is something of a hustler himself.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

Every hardwood yard in Chicago is extremely busy. The yard men report that the present situation is very much like the early part of 1907. Nearly every yard is obliged to hire extra teams to keep up with the local deliveries.

There is a growing scarcity in firsts and seconds plain white and red oak, and poplar is particularly strong in the higher grades, and wide widths are scarce. It now seems almost sure that the car shortage is going to be severely felt during the next sixty days, as rail deliveries are already slow.

Out-of-town salesmen doing business in this market, report a strong demand with comparatively easy selling on desirable stock.

The furniture and interior woodworking factories are all busy and it is anticipated that there will be remarkably heavy orders placed for furniture during the big January furniture exposition.

Everything indicates a still stronger and increasing demand for every variety of hardwoods during the next few months.

### NEW YORK

The hardwood market at New York is firm, with considerable increased activity in oak and maple hardwood flooring, an increased demand for both thin and 3/8-inch parquet flooring. It is stated that in 2 1/2-inch maple flooring, the market is oversold several million feet, with all grades and sizes in good call. In consequence prices are exceptionally firm with an upward tendency. This activity is due to the decided increase in the use and demand for hardwood flooring in all classes of buildings and is a phase of the situation which is well worthy the attention of the hardwood flooring manufacturer from a business standpoint.

In good-grade hardwood lumber the market seems to be taking its full share under existing conditions. Stocks are not overplentiful and prices are firm. Low-grade hardwood is more plentiful, but the market is getting in better shape all the time and the outlook for an active and firm spring with a fair amount of winter business is looked for. As a whole, the price situation is firm, although in low-grade stock there is still opportunity for better prices.

### BUFFALO

There is no real difficulty with the lumber trade. If anybody gets in a hurry he is reminded that business is not up to its old pace yet, no matter what the newspapers may say, and lumber is not the first to recover from dull times. The fact that quartered oak is very scarce and poplar and elm are not much less so shows that there is none too much lumber and that the real difficulty in sight is that the supply will run right down just as soon as the demand is better or the producers stop to wait for it.

Buffalo is putting in a good stock of all sorts

of lumber for winter and is also in touch with all the rest of the lumber in the country, so that this will remain the chief lumber depot and especially of hardwoods in the East. All hardwoods are very strong and promise to remain so. The increase of Pacific coast woods in this market shows that it is stocks and not sales that are in need of pushing up.

### PHILADELPHIA

There is an improvement in the hardwood trading of late, but the volume of business is undeniably short of expectation. There was a perceptible lagging in buying during the fortnight which, however, has not materially affected prices. The good ends of poplar, chestnut and oak remain active. The condition of stocks at the mill and storage yard prevents any weakening in values, and as it is already a difficult matter to obtain adequate cars at the southern hardwood mills for shipping the accumulated orders, the result is an increase in prices. The demand for hardwoods in the eastern furniture factories, and for the carriage and automobile body makers, is better, and the scarcity of the woods most desired by these industries will undoubtedly considerably stiffen prices. In the low grades of hardwoods there has been no noticeable change, but the demand is gradually growing stronger and prices are holding steady.

### BOSTON

The undertone of the market for hardwood lumber is firmer. Demand, while showing a steady improvement, has not yet reached a point where dealers refer to it as active. The offerings of dry lumber of desirable grades from the manufacturers are small and the latter are much firmer holders. Chair manufacturers are doing a larger business and are in the market for supplies. Furniture manufacturers have been larger buyers and a good call is reported from the interior finish men. Yard trade has not been very active, but this is better than it has been and retailers' stocks are smaller.

The demand for quartered oak is good, with offerings small. One-inch, one's and two's, is firm at good prices. Plain oak is firm, with all grades in more inquiry. Walnut is in small offering. The demand for birch has fallen off. Cherry and elm are in moderate call. North Carolina pine is rather unsettled, due to the fact that some manufacturers are in need of orders and are willing to accept lower prices in order to secure them.

### PITTSBURG

Hardwood prices tend upward, and there has been nothing during the past two weeks to interrupt the increasing flow of business or to check the tendency toward higher prices and lower stocks. Mills are kept busy cutting lumber enough to supply orders that demand immediate shipment. In all the best grades of hard-



wood dry stocks at the mills are low. Pittsburg wholesalers, who have recently made a thorough inspection of the manufacturing plants in Pennsylvania, Ohio and West Virginia, claim that at no time in three years has there been so little first-class hardwood on sticks and in shape to ship as now.

Individually, most hardwoods are selling well. White oak probably leads the list in this respect. For car oak and dimension stock the demand is the best that it has been for three years and prices are excellent. Hardwood interior finish is in active demand and prices are quoted for short deliveries only. Maple flooring is selling better than during the summer. Hickory, ash and cherry are very scarce and Pittsburg wholesalers have had hard work lately to find enough to supply their orders. The use of beech in automobile bodies and also extensively in river and harbor work is proving the market for that wood much the best that it has been for years. Everything in poplar except culls is moving well and prices are coming up right along. The call for posts, poles and ties, and especially for mining stock in the medium and low grades of hardwood, is much better this month, so that many firms are working off large quantities of this sort of lumber at good prices.

### BALTIMORE

Encouraging reports are heard about the hardwood trade, and indications are that the improvement will continue until conditions are as satisfactory as that of 1907. The demand for stocks in the domestic market has been quite good and intending buyers seem to be in a receptive mood. Many of the big purchasers manifest a disposition to place orders. The yardmen still show hesitancy to stock up to any extent and the stocks of many dealers are not up to the requirements of a very active business. The prices bid have gone up until they nearly meet the figures of the shippers, and there is every prospect that the gap will be entirely bridged before long, as the home demand remains sufficiently active to absorb the output of mills and makes it more profitable to keep supplies here than to ship them abroad. A material change has taken place in poplar, which wood is sought after and commands a ready market. Oak, ash, chestnut and all the other woods in general use are affected by the improvement, and the tendency continues to be upward.

Among the new developments in the trade is the increasing use of red gum, which is being employed as a substitute for Circassian walnut with much success. The wood is said to take a fine polish and shows a beautiful grain. It was bought as an experiment by a furniture manufacturer here, and he has since made other purchases, the results attained being entirely satisfactory.

### CHARLOTTE

Marked activity has been noted in the hardwood lumber trade during the past two weeks. From manufacturing and logging centers of the Carolinas reports of heavy operations and excellent business come in. The railroads are heavy buyers and car manufacturers also are in the market for supplies. Furniture manufacturers of all classes report record-breaking business. Orders are pouring in and full time with full force of hands at all the state factories is the result. So far there has been little complaint of car shortage. Hardwood dealers of this city say their business is better than it has been for two years past and they look for continued heavy business during the winter and spring months. In all of the towns and cities there is an unusually large amount of building going on, resulting in an increased demand for all varieties of hardwoods and builders' supplies.

Prices have advanced, especially on certain of the finer grades of quartered oak, poplar, etc.

Numerous lumber railroads are in course of construction in this state, and when these are completed they will make available large stores of valuable virgin hardwoods of all kinds. Taken on the whole, the hardwood situation is all that can be expected and future outlook is good.

### NORFOLK

The hardwood mills report the outlook for business good and state that the last two or three weeks it has picked up considerably, especially oak and poplar. High-grade hardwoods are in greater demand than the cheaper grades. At present walnut is in better demand and has brought better prices than any wood in the foreign market. The main feature of the market is the firmness of prices on all hardwoods.

### CLEVELAND

Considerable improvement is noted in the hardwood business in this section during the past month. There has been an improved demand for all lines and the size as well as the volume of the orders is increasing. Collections are good, the banks are fairly free with their money for building loans and the structures are getting to a point where they are requiring large amounts of hardwood for interior finish.

The automobile trade is booming and there is a keen demand for wide poplar for body work. The vehicle trade generally is showing more vitality than it has for two years, while the furniture makers are beginning to place orders on the same scale they followed before the panic.

### INDIANAPOLIS

Hardwood lumber conditions have not been more satisfactory in two years than they are at the present time in this territory. All grades of oak are in steady demand, with prices slightly advancing. Poplar and hickory are improving, the latter due largely to the renewed activities in vehicle plants. Collections are said to be exceptionally good, retail dealers turning their stocks into money quickly. Industrial conditions are improving in all lines, which is having much influence on the hardwood trade. All of the veneer and hardwood plants are running steadily. All report the outlook for winter and spring trade is exceptionally good.

### CINCINNATI

There is more spirit displayed in the hardwood market at this time than has been noticeable at any time within the past two years. Every hardwood concern in Cincinnati is doing business, while some of the leading concerns are very busy. Many are now predicting a runaway market by the opening of the new year. There is a strong tone to the market for oak and prices are steadily advancing. There is an advance of from \$3 to \$5 predicted by the first of January. One local concern declares that orders for January and later delivery at current rates will be turned down.

New building operations have fallen off to some extent, but this is only natural at this season of the year. There still remains a large volume of buildings in process of erection to be completed and prospects are good for building operations next year. An improvement is noted in collections.

### TOLEDO

Hardwood prices show no signs of weakening. While the call from builders is expected to drop off somewhat, it will be more than counter-

balanced by the increased demand from the factory end of the business. Prices have advanced recently on maple flooring, which is scarce and hard to get. The better grades of poplar are in good demand, with limited supplies in sight. Oak is still taking the lead, both plain and quarter-sawn finding an anxious market. There is no question but what factories are increasing their operations very ma-

## TOO LATE TO CLASSIFY

For other Wanted and For Sale Matter See Page 76

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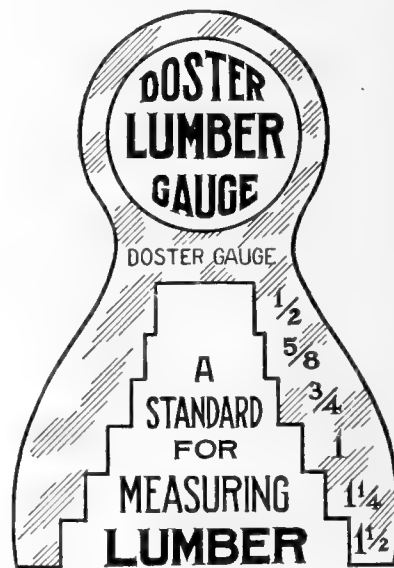
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terially, and each succeeding month is bringing a stronger demand from this field. Local stocks are in normal condition at present, and will go into the winter with few surplus stocks or shortages, if any. While dealers have bought conservatively, they have not ordered sparingly, and broken ends are well filled in. The box business is a trifle more brisk, resulting in a better market for all kinds of box materials. Basswood, used largely in this connection, is scarce, with high prices. On the whole, the business conditions and prospects are satisfactory and an air of optimism pervades the local market.

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past month and say prospects are very bright for a banner year in 1910. Some of the dealers are making arrangements for increased supply and all the local mills are running full time and several on an eleven-hour schedule. There has been trouble in some quarters in getting cars to take care of the increase in shipping, as the movement of grain and other products from this section has been heavy. Some of the local railroads refuse to allow their cars to be loaded for points beyond their rails, which is a hardship on the lumbermen.

Quartered oak is still in quick demand, and an improvement has been noticed in all hardwoods in the past fortnight. Walnut is not very active in this market. Poplar is improving, especially in one's and two's. Plain oak has not advanced much in price, but demand is somewhat improved.

### MEMPHIS

While there is complaint now and then that there is not as good a business as was expected at this time and that there is not a steady or even run of orders, the majority of the trade reports a better volume of business under way and conditions gradually getting more wholesome. Yarding interests appear to be in the market on a pretty liberal scale, but there is still a tendency among consumers to buy only for more pressing requirements. However, the fact remains that there have been such large shipments of lumber during the past few weeks that the supply of high-grade stock in most lines has been reduced, with the result that holders are inclined to ask stiffer prices. There is a good demand for all grades of plain and quartered oak with the exception of No. 2 common and prices are very firm. There is also some further improvement in demand for ash, and cypress is also going at a very satisfactory rate at the moment. The higher grades of gum and cottonwood are selling fairly well and notable improvement has taken place in the lower grades as a result of the betterment in box circles. There is plenty of low-grade stock, however, and prices are not showing any very pronounced improvement so far. The export situation is showing some signs of improving, there being a noticeable increase in the number of inquiries for oak and for some other hardwoods. Thin stock is selling pretty well abroad and there is a large amount of inch stock also moving to Europe at the present time.

A new development in the market is the increase in the number of inquiries for lumber for shipment after January 1. Manufacturers and wholesalers, however, are unwilling to enter into extensive engagements of this character. The prevailing view is that lumber will advance further and members of the trade here do not care to sell lumber ahead and have to make deliveries at lower prices than could be obtained on the same lumber after January 1. It is also pointed out that it is impossible to tell what the winter may bring forth in the way of logging conditions, and that those who enter into forward deliveries may have considerable difficulty in securing the necessary stock when the time comes for delivery of the lumber.

### NASHVILLE

Steady improvement is noted in the condition of the local hardwood market, about the only discouraging feature being the car shortage, which is declared to be getting worse all the while. A number of the railroads have recently placed large orders for lumber, which is taken not only as an evidence of good times but shows the effort on the part of the roads to try to remedy the car shortage situation as much as possible by building cars.

Hardwood prices are holding up right along, there being no slackness or letting down any-

where along the line. Plain and quartered oak, both red and white, are reported scarce, as is also wide poplar. These varieties, as usual, are bringing top prices. All the lower grades of lumber are reported to be moving. Ash, chestnut and gum are in fair demand. Hickory shows improvement. The cypress market is strong, as this kind of wood is very popular now for shingles, as well as other uses. Renewed activity is found among the boxmakers. There is plenty of birch and maple on hand, but these two varieties are not slow at that.

### CHATTANOOGA

Market conditions show some signs of improvement. High-grade stock is going without any trouble, while the lower grades are lagging a little, but inquiries for this stock have increased. Logs are plentiful and of a good quality, in fact far above the average. Millmen are saying that they will have no trouble in getting stock enough to run regular and some of them are running overtime. The demand for first and second plain white oak, good chestnut and wide poplar is far above the average. It is generally conceded that a car shortage in the near future is imminent.

### BRISTOL

The lumbermen here are now harassed by the probability of a car famine at an early date, if the increase in the shipment of lumber, growing out of improved conditions in the lumber trade, continue. The market is said to be in good condition by the Bristol lumbermen, while the mails are flooded with inquiries. Altogether the tone to business is entirely satisfactory and the almost unanimous prediction of the hardwood trade here is that 1910 will be a most prosperous year for the lumberman.

### LOUISVILLE

The hardwood market is considerably improved, the volume of business pretty nearly touching the high-water mark of 1907. In respect to the movement of lumber there is no complaint, and prices have stiffened perceptibly in several lines. High-grade poplar is getting scarce, and prices have already advanced on it. Plain oak is also moving well and is strengthening in price. Quartered oak is in demand as usual, and the lower grades are picking up somewhat. Nearly every item on the list is under call right now, as practically every branch of trade is buying in the old-time volume. Instead of having to go out on the road and dig up orders, the hardwood manufacturers and dealers are sitting in their offices now figuring on how to take care of the business. A car shortage, more evident at the mill points than here, is causing some uneasiness, but as yet it has not proved difficult to cope with. The mahogany market is in good condition and it is selling well, and veneers are also showing strength. The general situation is better than it has been in two years.

### ASHLAND

Prices remain firm, some grades being a little higher than two weeks ago. During the last ten days a large number of buyers visited this section and found a scarcity of dry stock, especially poplar panel stock and other high grades. The demand for No. 1 and No. 2 common oak is greatly increased in dry stock the last few weeks, there being considerable more activity in the furniture and flooring factories. More and larger orders are received for car material and construction oak. Railroads are placing contracts for switch ties for 1910 and every line of the lumber business is much better and greatly improved. Especially is poplar in great demand

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On August 14, 1909, at 1 o'clock P. M., will be offered for sale at public auction, on the premises of the Pennsboro Lumber Co., at Pennsboro, Ritchie County, West Virginia, all the real estate of the concern, including the plant thereon, as well as the personal property belonging thereto.

The sale will include the land on which the plant is located; the factory buildings, with machinery, fixtures, and all appurtenances; the lumber on the premises, the office furniture, supplies and fixtures, as well as divers other personal property, all in first-class condition. The property will be sold as a whole, or in small lots, to the highest bidder.

For further particulars address,

**THOS. J. DAVIS, Trustee**  
Pennsboro Lumber Co., Bankrupt  
**PENNSBORO WEST VIRGINIA**

and our manufacturers who make a specialty of this stock are receiving more inquiries and could book more orders than the stock they have on hand, at greatly advanced price. The lower grades of poplar are moving more readily at prices better. The manufacturers of this locality are much encouraged over the prospects and are optimistic over the outlook for 1910.

### ST. LOUIS

The hardwood conditions are not as good as they were a couple of weeks ago. While the difference is not great, yet it is noticeable. Shipments have held up fairly well considering the scarcity of cars. The delay in getting shipments from small mills with poor shipping facilities is more noticeable than the shipments from the larger producing points. Every dealer is complaining in regard to the slow movement of cars. The fine weather in the South, coupled with the high price of cotton, has caused a rush in cotton shipments and that has caused the trouble to sawmills desiring cars for hauling their products. The demand is mostly for the better grades of woods. There is also a special call for No. 1 common plain oak and quartered red oak, although cypress and wide poplar stock in selects and better are also in demand. White oak has fallen off in demand somewhat. The cause for this is probably because of the influence of prohibition, the latter having affected the cypress trade until recently. There is also an active demand for first and second grade red gum. The lower grade stock has also improved.

### NEW ORLEANS

Little change has manifested itself in the situation here during the last fortnight. Though the hardwood mills of this section continue operations, they are cutting mostly for an interior demand. European buyers are inactive and exports are light. The dealers do not look for any marked change in the situation for some time.

### MILWAUKEE

While the Milwaukee hardwood business is still very satisfactory, it is not as active as it had been for the past two months. The bulk of the orders for the building season have been placed and it is expected that conditions will now remain normal. The sash and door plants are now picking up stocks to meet only present requirements and are not preparing heavily for future business. The furniture plants are placing satisfactory orders in the better class of hardwoods. The box factories are meeting with a better business and consequently they are ordering fairly well. The lower grade stocks are in better demand than they have been for some time. The railroads are not buying extensively, except for repair purposes. Hardwood men are confident that while business will not be phenomenal from now on, yet the winter trade will be decidedly better than it was a year ago. General industry and business in Milwaukee is on a much sounder footing than it was a year ago and this is naturally reflecting favorably upon the lumber business.

The lower prices in yellow pine and hemlock have to a certain extent tended to lower hardwood figures. In general, however, the market has been holding its own. Oak is still in the lead. Basswood, poplar, ash and elm are in good demand. Maple has fallen off in demand.

### MINNEAPOLIS

Continued strength in the upper grades of all hardwoods handled in this market and advancing values in the lower grades of most woods about sizes in the market at this point. Birch shows the latest comparative strength

in the upper grades. The supply of birch has come the nearest to being adequate and as a result it went to the lowest comparative price when everything went off two years ago, and its recovery has been the slowest for the same reason. It is now gaining, however, and wholesalers predict it will reach \$40 for firsts and seconds before spring. The lower grades are not gaining as rapidly. Uppers in basswood are bringing good prices and there is a fairly good demand, but the lower grades are not as high comparatively, though they are strengthening. White and red oak continue staple and strong in price. They are not plentiful, and wholesalers are not urging customers to buy at present prices. Ash is good property, especially in the two higher grades. Odd work in the sash and door factories continues to call for finished grades.

### SAGINAW VALLEY

Every manufacturer and dealer is optimistic. Trade has improved steadily; there is a demand for every foot of lumber fit to ship, with the possible exception of beech, and a large quantity of the latter is going into the cooperage and basket business and there is evidence of an increased demand and better prices. Maple is higher and very active, with a prospective shortage in stock. Birch has also steadily advanced and the market for that commodity is strong. Basswood and ash are in short supply and are strong. All manufacturers report a short stock of unsold dry lumber, which is something unusual at this season in the year, and it presages a strong market during the winter. Thus far the railroads have been able to take reasonably good care of shippers, but there are apprehensions of a car shortage during the winter.

### CADILLAC

The condition of the lumber market in Cadillac today is practically the best that has been reported for two years. All of the mills are running full time with the exception of Williams Brothers Company, which has shut down for repairs and will start up again about December 1.

Hardwoods are moving fairly well and many inquiries are received. The hemlock market has not been as good in a long time. Flooring is not moving as freely as a month ago, but with the comparative low stocks of this commodity the conditions are good.

### DETROIT

The present feature of the hardwood market in Detroit and vicinity is a weakness in the price of basswood. One dealer is quoting prices showing a drop of \$3. Activity is shown in cypress lumber and the demand for oak and poplar still continues, with satisfactory prices prevailing. Great activity is still shown in the flooring trade, continuing the strong demand for maple. General market conditions are excellent.

### GRAND RAPIDS

The price of quartered oak has advanced somewhat. Plain oak is also firmer, with dealers trying to get more, though they have not generally been successful. There is a little falling off in the demand for Michigan hardwoods as the first of the year, or inventory time, approaches, and fewer large contracts are being closed. High-grade maple, firsts and seconds birch and No. 1 basswood are holding up stiff, while lower grades are easier. Some offers of No. 3 crating stock basswood at low prices are reported.

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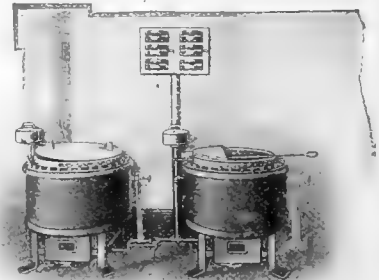
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Writerpress Company.	71

# WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.

MANUFACTURERS AND  
DISTRIBUTERS OF THE

## Finest Cherry and Mahogany

IN THIS COUNTRY  
—Correspondence Solicited—

# Wanted and For Sale -SECTION-

ADDITIONAL ITEMS ON PAGE 72

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Headings counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYEES WANTED

### WANTED—MILL FOREMAN.

One thoroughly conversant with hardwood flooring manufacture and capable of taking charge of large and going operation. None but experienced will be considered. When applying give full details regarding experience. Address "BOX 40," care HARDWOOD RECORD.

### WANTED.

Two hardwood lumber inspectors familiar with grades required by Eastern market. Give full particulars in first letter. Address "BOX 44," care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### WANTED—A POSITION

As salesman for hardwood concern: experience largely in manufacturing end. Permanent connection more desirable than present salary. Address "BOX 41," care HARDWOOD RECORD.

### COULD YOU USE A FIRST CLASS MAN

In your office? I would like a position as sales manager for a first-class hardwood lumber company operating its own mills. Age 25, and I have had seven years' experience in the lumber business, wholesale yard, retail yard, in the woods, and am now on the road traveling Canada, Michigan and parts of Indiana and Ohio. Salary to start, \$150 per month. For personal interview address "BOX 42," care HARDWOOD RECORD.

## LUMBER FOR SALE

### WE OFFER FOR QUICK SHIPMENT.

5 cars 5 4" No. 1 common Cottonwood.  
2 cars 4 4" firsts and seconds Cypress.  
Band sawn, dry, yellow stock. Write us.  
HEATH-WITBECK CO.,  
22d and Fisk, Chicago, Ill.

### FOR SALE.

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.  
1,000,000 feet 2" white oak common bridge plank, also timbers.  
Write for prices.

BLUFF CITY LUMBER CO.,  
Pine Bluff, Ark.

### FOR SALE

20 cars dry Walnut squares.  
10 cars 1" Walnut lumber, cull, common and better.

LANGTON LUMBER CO., Pekin, Ill.

## GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

35 M ft. 1x18" & wider, 1st & 2ds, red... \$35.00  
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap..... 32.00  
80 M ft. 1x6 to 12" 1st & 2ds, red..... 28.50  
50 M ft. 1x4" & wider No. 1 com., red..... 16.00  
340 M ft. 1x3" & wider No. 2 com., red..... 10.00  
200 M ft. 1x6 to 12" 1st & 2ds, sap..... 22.00  
96 M ft. 1x4" & wider No. 1 com., 1st & 2ds, sap..... 15.00  
200 M ft. 1x3" & wider No. 2 com., 1st & 2ds, sap..... 10.00  
24 M ft. 1x13 to 17" 1st and 2ds, tupelo... 32.00  
90 M ft. 1x6 to 12" 1st and 2ds, tupelo... 26.00  
35 M ft. 1x4" & wider No. 1 com., tupelo... 16.00  
100 M ft. 1x3" & wider No. 2 com., tupelo... 11.00  
200 M ft. 5/4 log run tupelo..... 17.00  
150 M ft. 4/4 red and sap, log run..... 16.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va..... 8c  
Baltimore, Md..... 15c  
Cincinnati, O..... 24c  
Philadelphia, Pa..... 16c  
New York City..... 20c  
Boston, Mass..... 23c  
Buffalo, N. Y..... 24c  
Pittsburg, Pa..... 21c  
Cleveland, O..... 24c  
Detroit, Mich..... 25c  
Reading, Pa..... 18c  
Harrisburg, Pa..... 18c  
Elmira, N. Y..... 23c  
Albany, N. Y..... 23c  
Dayton, O..... 26c  
High Point, N. C..... 9 3/4c  
Gd. Rapids, Mich.. 27c  
Chicago, Ill..... 28c  
Jamestown, N. Y.. 24c  
Richmond, Va..... 9c  
York, Pa..... 17c  
Utica, N. Y..... 23c  
Syracuse, N. Y..... 23c  
Springfield, Mass.. 26c  
Schenectady, N. Y. 23c  
Rochester, N. Y..... 23c  
Newark, N. J..... 17c  
Erie, Pa..... 23c  
Columbus, O..... 24c  
Binghamton, N. Y. 23c  
Toledo, O..... 25c

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges. AMERICAN LUMBER & MFG. CO. Pittsburg, Pa.

## BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock. A. B. GARROTT, Fort Madison, Iowa.

## FOR SALE—CANADIAN BIRCH

1 1/4, 1 1/2, 2, 3 and 4" thick. Seasoned stock. We can make prompt shipments. BRADLEY COMPANY, Hamilton, Ont.

## FOR SALE.

4/4 poplar boxboards 12-17", 2 cars.  
4/4 poplar 1sts and 2ds and panel, 18-23", 1 car.  
4/4 poplar 1sts and 2ds and panel, 20-24", 1 car.  
8/4 poplar 1sts and 2ds and No. 1 common, 1 car.  
5/8 clear poplar, 24-28" } 1 car.  
5/8 clear poplar, 28-31" }  
5/8 clear poplar, 31-40" }  
8/4 No. 2 common poplar, 1 car.  
4/4 clear hard maple, 14-30" wide, 1 car.  
CHARLES F. SHIELS & CO., Cincinnati, O.

## LUMBER WANTED

### WANTED

We will need during the next six months 3 to 5 cars 1x24 to 27" soft yellow poplar, 1sts and 2nds, panel and No. 1. Must be choice stock. Give us your best price for prompt cash and state time of delivery. AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

### WANTED—BLACK WALNUT LOGS.

500 cars Black Walnut logs, 10" and up; no hewing; shipping point inspection; prompt payment. GEO. W. HARTZELL, Dayton, Ohio.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds. CONTINENTAL PILING & LUMBER CO., 1205 Merchants' Loan & Trust Bldg., Chicago, Ill.

## WANTED—TO CONTRACT

For about half million feet 4/4 soft Yellow Poplar, 20 to 32" or wider, to average not less than 26 to 27". Must be strictly firsts and seconds and panel with nothing picked out. Delivery required from time to time during the next six months. Will pay spot cash.

Also might be willing to purchase several million feet of log run out of big logs. What have you to offer?

AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

## BUSINESS OPPORTUNITIES

### FOR SALE.

Large tract of hardwood timber, principally cottonwood, considerable oak, ash and gum, with 35,000 circular mill. Plenty of good houses, office building, tram road and cars, mules, loading dock and switch. Everything complete and in first-class condition for manufacturing. Mill logged by river and teams. Now running. In Oklahoma. Address "BOX 5," care HARDWOOD RECORD.

### FOR SALE.

Circular sawmill complete, new outfit; also teams and wagons; a going proposition. Will require \$2,000 cash. Will contract output and take balance on time.

J. T. MORGAN LUMBER CO., Paducah, Ky.

### CLOSE TO THE STUMP.

A woodworking plant at the junction of the "Soo" and Great Northern railways is offered for sale, or rent on easy terms, owing to the desire of the owner to retire.

The plant covers an entire block; main building 40x160 feet outside of engine room; finishing and packing rooms 36x80 feet and 40x80 feet; new 80-horsepower boiler and engine; dry kilns and office.

Plenty of hardwood timber supply at a low price.

A live furniture or woodworking man can secure a bargain and a splendid money-making business.

For full particulars address L. J. BROWN, Alexandria, Minn.

### WANTED.

A responsible party with a band sawmill to log and manufacture the timber on two sections of land lying 1 1/2 miles from Y. & M. V. R. R. in Washington Co., Miss. Oak and Gum proposition. We have option on timber and will turn timber over to mill man at cost price and buy all the lumber on grades. Address "BOX 43," care HARDWOOD RECORD.

## LOGGING EQUIPMENT FOR SALE

### FOR SALE

One No. 6 McGiffert Log Loader and Skidder in first-class repair; immediate southern delivery. Bargain price.

Address "BOX 9," care HARDWOOD RECORD.

## DIMENSION STOCK WANTED

### WANTED—DIMENSION STOCK.

We are in the market for several carloads of oak and hickory dimension stock.

ESTABROOK-SKEELE LUMBER CO., Fisher Bldg., Chicago, Ill.

## RAILWAY EQUIPMENT FOR SALE

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO., Atlanta, Ga.

## MISCELLANEOUS

### GRAPHOPHONE EQUIPMENT FOR SALE

Three Columbia graphophones practically unused, of modern type, in perfect order, including shaver with electric motor attachment. These machines for commercial dictation will effect an economy of about forty per cent in time.

The entire equipment will be sold at a bargain. Address "H. H. G.," care HARDWOOD RECORD.



# PERSONAL LETTERS

*Mr. Business Man  
Good Times  
Personal U.S.A.*

## The Writerpress

Makes it possible to send out from 8,000 to 10,000 **Personal Letters** daily. Not printed forms, but actual typewritten letters bearing the name of the recipient and having all the earmarks of a letter pounded out on the typewriter.

Multiply your best selling arguments by the number of names on your mailing list and the result is largely increased business.

By a new method possible only with the **WRITERPRESS**, names and addresses can be filled in on the **Writerpress** at the same time the body of the letter is made, doing away with the typewriter in making form typewritten letters.

## The Direct Inking Carriage

converts the **Writerpress** into a complete printing plant, enabling the business man to print his own office forms, quotations, price lists, filing cards, cost prices, advertising copy, etc.

Send for descriptive booklet and sample of work.

## The Writerpress Co.

410 **Writerpress Bldg.**, Buffalo, N.Y.



## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

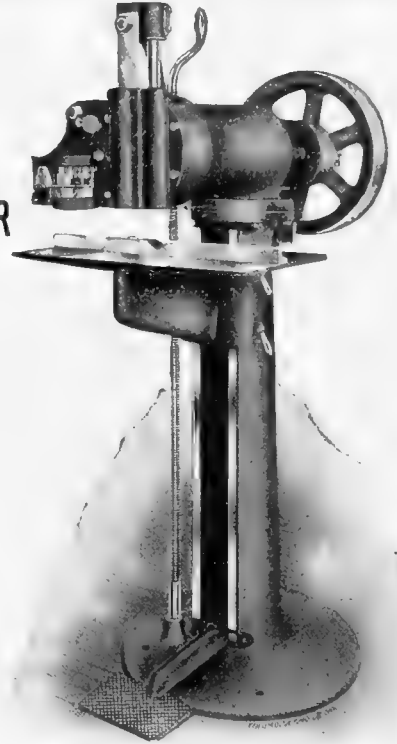
### "ADVANCE" CORRUGATED JOINT FASTENER MACHINE

Made in Different  
Types to Meet  
All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by



**Saranac Machine Co., St. Joseph, Michigan**

## BURN YOUR REFUSE UNDER YOUR BOILERS.

utilizing the heat to run your mill.

This enables you to dispose of it without expense, and permits you to

### SELL YOUR WOOD,

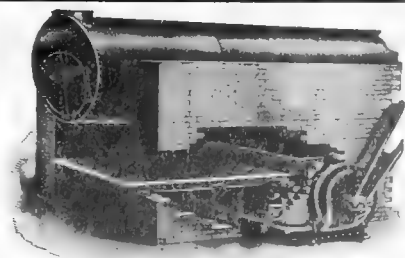
for which there is a large and rapidly-growing demand, at good prices.

### THE GORDON HOLLOW BLAST GRATE

gives as good results with wet, green or frozen sawdust as a draft grate gives with dry wood.—Equally efficient with wet or green slabs.—Generates from 25 to 50% more steam than an ordinary grate.—Gives you perfect control over your fire.—Makes you independent of the weather.—Saves labor in firing.—Lasts a lifetime.—Adapted for either ordinary furnaces or Dutch ovens, and for any number of boilers.

It often

PAYS FOR ITSELF IN ONE WEEK'S TIME.

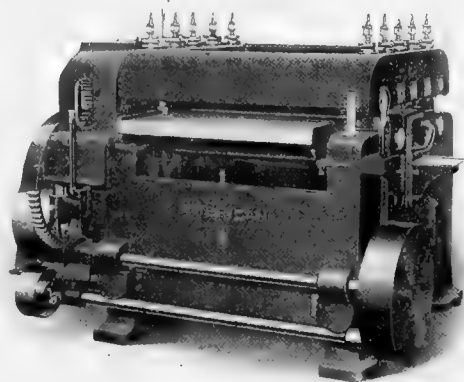


**GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICHIGAN.**  
(Please mention this publication.)

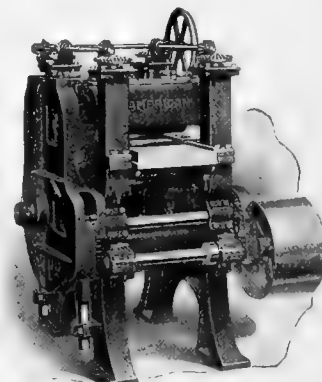


# American 12in. and 30in. Scrapers

Are you after results? That is what counts in the end, and the best results yield the most profit. That is what you want.



American 30in. Scraper.



12in. Scraper—Rear View.

The Best Results, the most profit. Write us and we will tell you how and why. Do It Now.

American Wood Working Machinery Co.

Executive Office : Rochester, N. Y.

Sales offices:

New York: 90 West Street  
Chicago: Fisher Building  
Rochester: 591 Lyell Avenue  
Portland, Ore.: First and Pine Streets

New Orleans: Canal-La. Bank Building  
Seattle: 401 White Building  
Spokane: Paulsen Building  
San Francisco: 58 Fremont Street

## WHO BUYS HARDWOODS?

### Do You Want the List?

The Hardwood Record supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of consumers of those materials throughout the United States and Canada.

Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured

Kinds, grades and thicknesses of Lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels.

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber **not** used are removed, and the cards are filed in alphabetical order between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete roster of the hardwood requirements of all users. and is an invaluable adjunct to the sales department of every manufacturer and jobber.

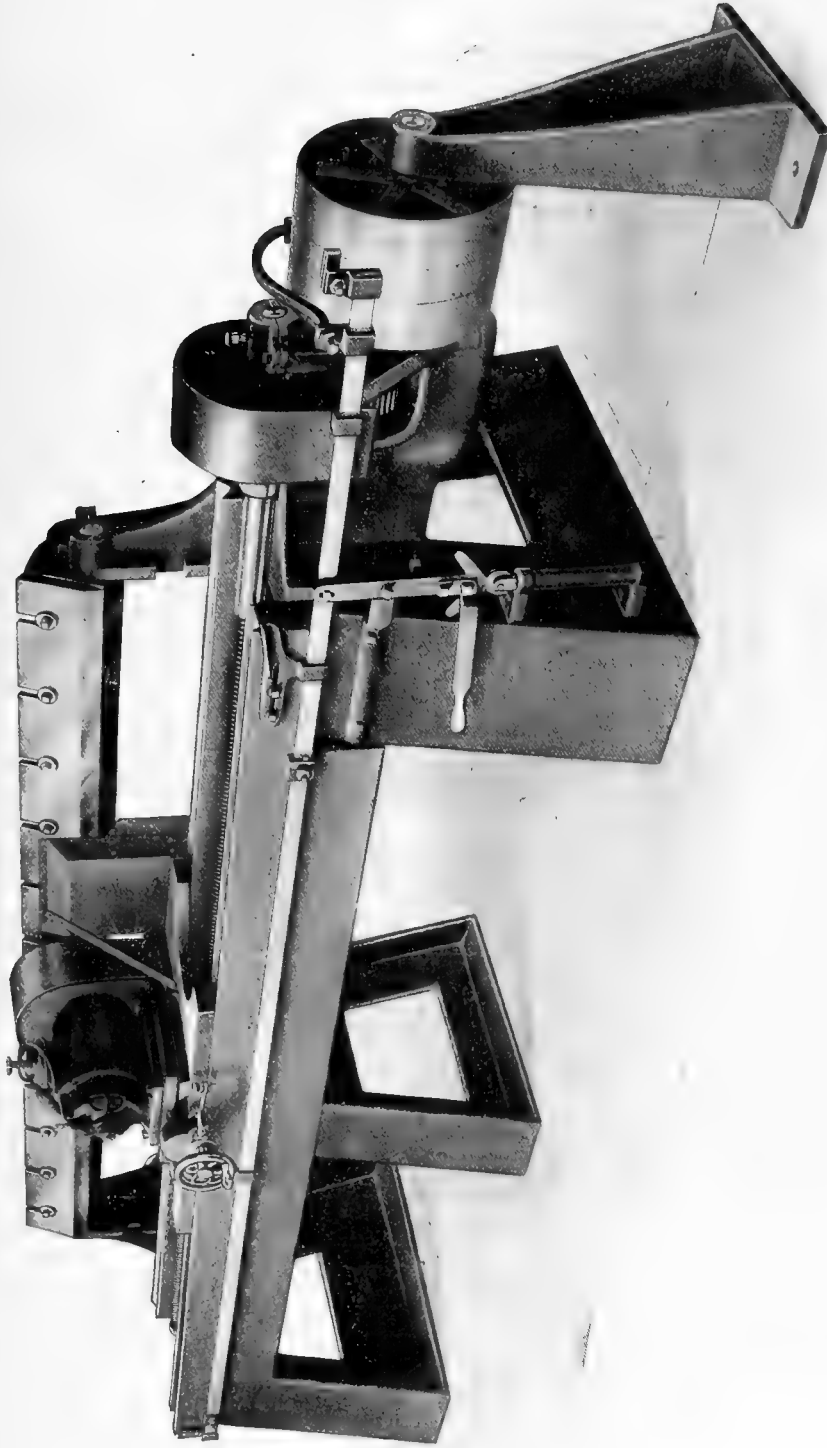
This service is free to all advertisers, save the patent index cards which show at a glance the kinds of lumber used by each concern, and which are sold at \$3.50 a thousand, the state guide cards costing 75 cts. a set.

Write us about this service.

## HARDWOOD RECORD

355 Dearborn Street

CHICAGO



## HANCHETT VENEER KNIFE GRINDER

Furnished in different sizes for knives of any length.

Cut shows Grinder for 100-inch veneer knives, with independent motor drive for emery wheel. Weight, 5,000 lbs.

**List Price, \$700.00**

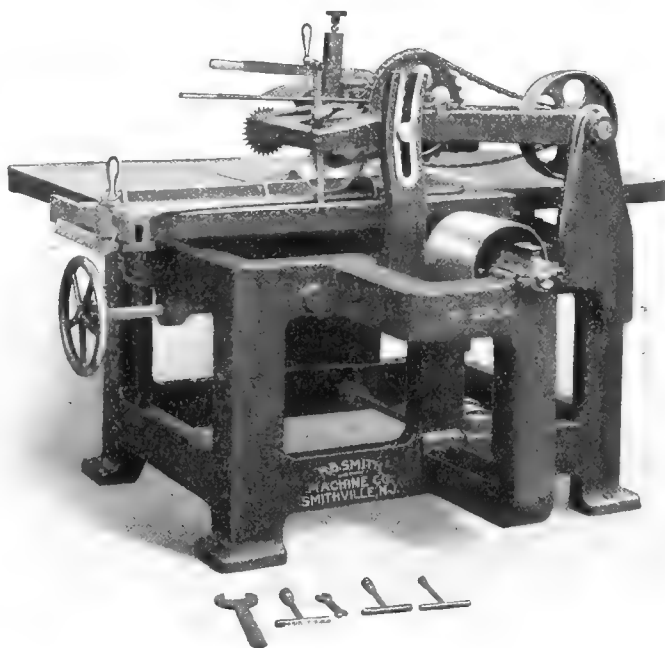
Furnished either with or without the motor drive for emery wheel, or all motor driven, as preferred.

Knives are held stationary and perfectly rigid, adjustable to any angle. Automatic feed for emery wheel carriage, to feed the emery wheel up to the knives at any speed. Smooth running, durable. Gives perfect finish to the knives.

**Hanchett Swage Works, Big Rapids, Mich.**

SEND FOR CATALOGUE No. 20—JUST OUT

# A Modern Self-Feed Rip Saw



(No. 336-A SELF-FEED RIP SAW)

The cut annexed is a rear side view of our No. 336-A Self-Feed Rip Saw which will drive a 24 inch Saw—The feeds are both front and rear, and the table, which is counterbalanced, adjusts up and down to regulate the depth of cut. The machine is strongly driven and may be belted from almost any direction.

A suitable countershaft may be furnished.

A smaller machine built on the same general plan.

Also more than 150 other Wood Working Machines.

Address for Circulars

**H. B. Smith Machine Company**

Smithville, N. J., U. S. A.

New York Chicago Atlanta Memphis

## LIDGERWOOD SKIDDERS

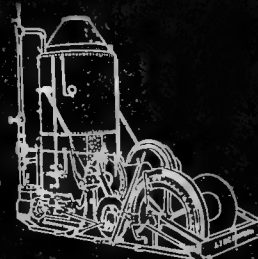
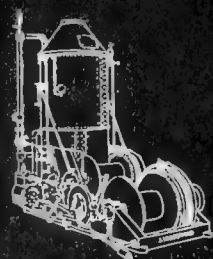
LIDGERWOOD MFG. CO.

LOGGING MACHINERY BRANCH OFFICES

ATLANTA SEATTLE

NEW ORLEANS AGENCY

96 LIBERTY STREET, NEW YORK WOODWARD, WIGHT & CO LTD



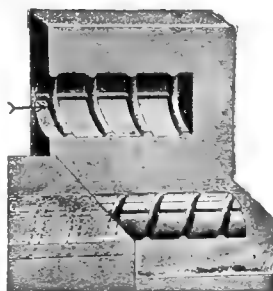
**"Phoenix"**  
**6-Foot BAND MILL**  
FOR HARDWOOD  
**Serves You Right**

Price Moderate  
Capacity 25,000 to  
30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire

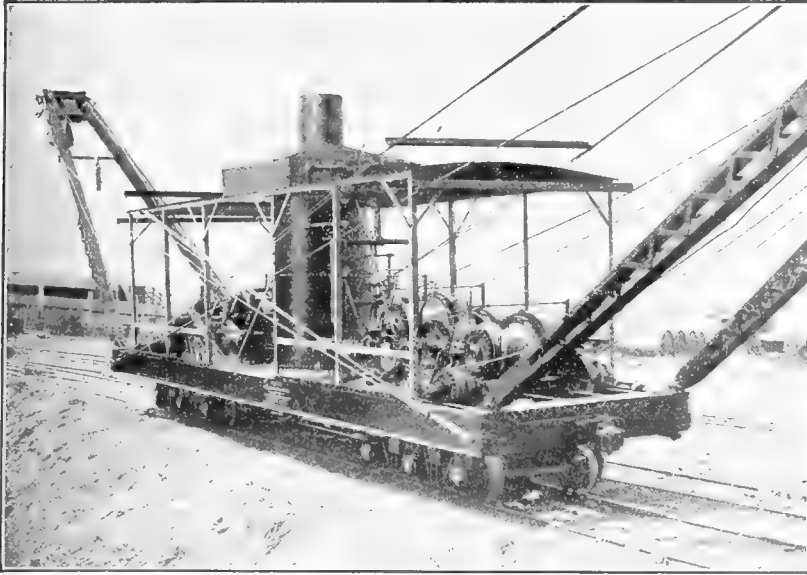
Wis.



**SPIRAL GROOVED AND BEVEL POINTED  
KILNED HARDWOOD DOWEL PINS**

The Spiral Groove holds the glue, and gives holding power similar to a screw. **Means better product.** Pins with good Bevel Point drive quickly, **means more output.** Only pin for Dowel Door Manufacturers.

Automatic Wood Turnings of all kinds.  
Samples and special discounts on application.  
**STEPHENSON MFG. CO., SOUTH BEND, IND.**



## RESULTS

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### CLYDE SELF-PROPELLING STEAM SKIDDER

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of the long haul as well as the short haul.

any machine is the **average** in all kinds of timber, scattered growth and from the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## CLYDE IRON WORKS

Sole Manufacturers of the

**MCGIFFERT AND DECKER PATENT SELF-PROPELLING STEAM LOGGING MACHINERY**  
**DULUTH, MINN.**

Branch Office and  
Warehouse  
421 Carondelet St.,  
New Orleans, La.

Branch Office  
501 Germania Bank  
Building,  
Savannah, Ga.

C-105



The Best Skidding  
Engines are none  
too good for the  
service demanded.

This is the prin-  
ciple that has guided  
our design and con-  
struction.

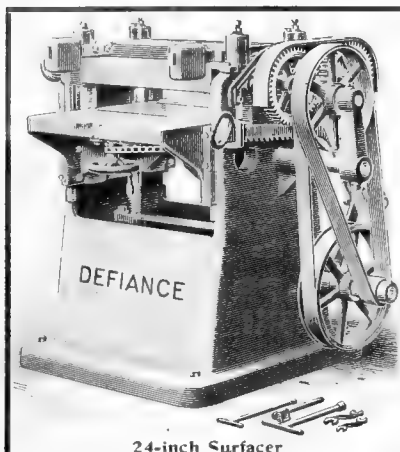
### RUSSEL COMBINED Skidders and Loaders

**LOGGING TOOLS**  
**LOGGING CARS**

Catalogs on Request

**RUSSEL WHEEL & FOUNDRY COMPANY**

**DETROIT, MICHIGAN**



24-inch Surfacer

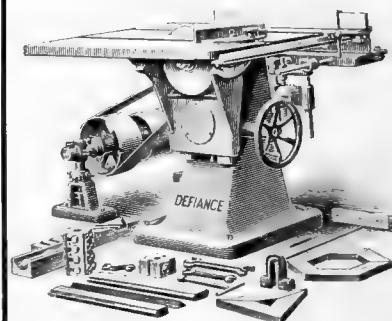
## "DEFIANCE" WOOD-WORKING MACHINERY

FOR MAKING

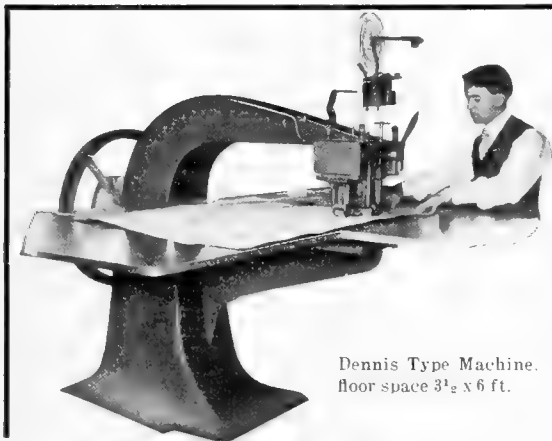
Hubs, Spokes, Wheels, Wagons, Carriages,  
Rims, Shafts, Poles, Neck-Yokes, Single-Trees,  
Hoops, Handles of all Kinds, Spools, Bobbins,  
Insulator Pins and Oval Wood Dishes.

INVENTED AND BUILT BY

**The Defiance Machine Works**  
DEFIANCE, OHIO



No. 8 Variety Saw.

Dennis Type Machine.  
floor space 3½ x 6 ft.

### JOINTING AND SETTING UP VENEER BY HAND IS A USELESS WASTE OF MONEY

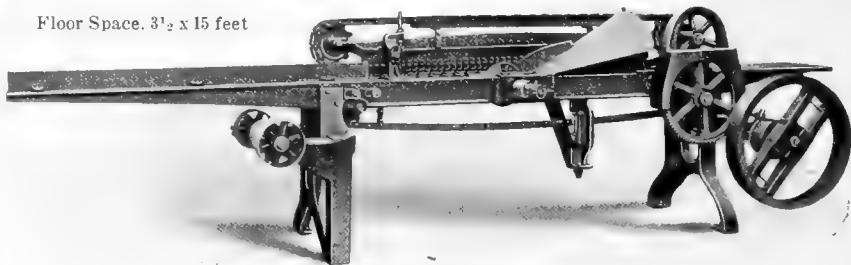
Our patented machines will set it up at the rate of 1,500 to 2,000 lineal feet of jointing per hour, and do it far better than can possibly be done by hand.

**Our Continuous Feed Veneer Jointer**, which edges and joints in one operation, has three or four times this capacity.

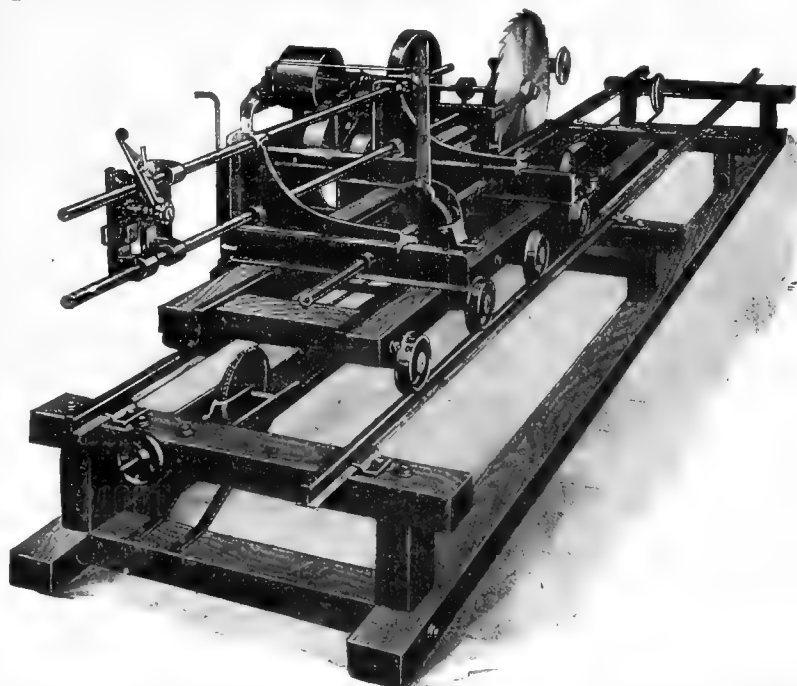
If interested in doing this work at a minimum of cost, write for full particulars.

**THE VENEER MACHINERY COMPANY, 602 Austin Ave. Chicago, Ills.**

Floor Space, 3½ x 15 feet



## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

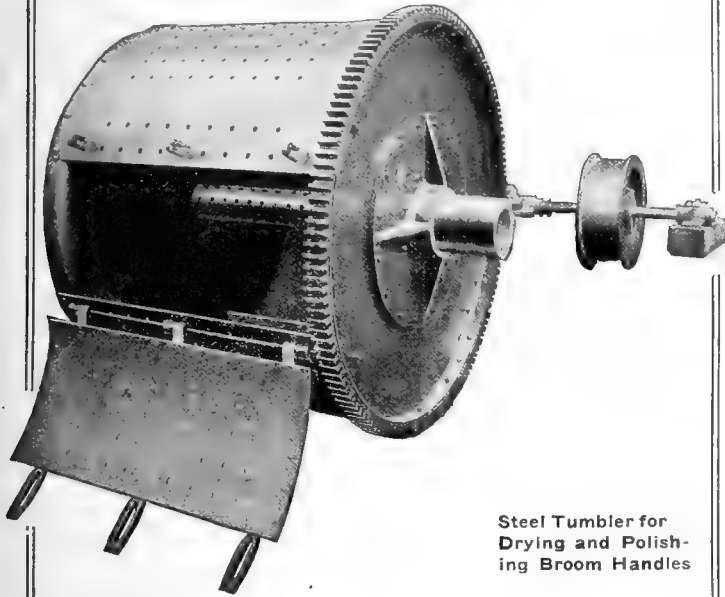
For further information, address:

**THE SINKER-DAVIS COMPANY, Indianapolis, Indiana**



## Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for  
Drying and Polish-  
ing Broom Handles

**CADILLAC MACHINE COMPANY**

Complete Line of Broom Handle Machinery

**CADILLAC, MICH.**

## "Dodge" Bearing Metal

The Peerless Leader of Our Complete Line of 10 Brands, Covering all Service Requirements



Best for all General Mill and Factory Bearings

Used in Our Plant for More than 20 Years

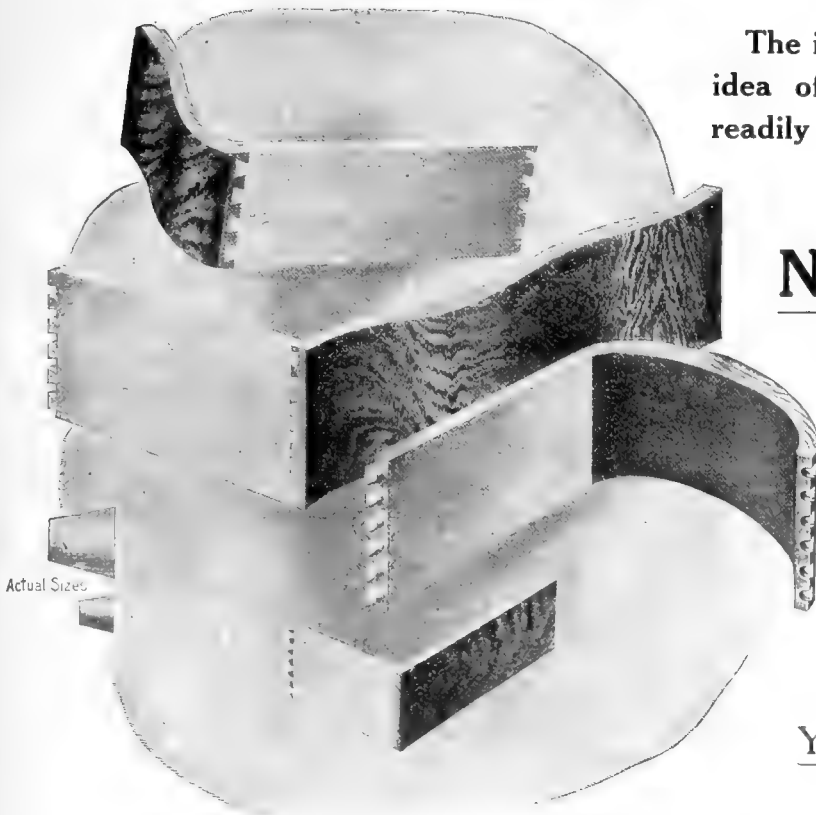
The Guaranty is Cast in the Bar.  
A Dodge Product—Why Say More?

ASK YOUR DEALER

**DODGE MANUFACTURING CO.**

Mishawaka, Indiana

Bearing Metals Department Sta. J-55



The illustration herewith will give you an idea of the variety of fronts that can be readily dovetailed on the

**J. A. FAY & EGAN CO.'S**

## New No. 201 Gang Dovetailer

This illustration, in two colors, forms the front cover of their new booklet, which describes and illustrates, with five cuts, their No. 201 Gang Dovetailing Machine.

You are requested to write for booklet.

**DOVETAILING**

414-434 West Front Street, Cincinnati, Ohio

# RED CEDAR BOARDS Genuine Aromatic Tennessee Stock

We have 200,000 feet of this, 1 inch to 2 inches thick, all grades.

Can ship quick by local freight or in straight cars.

Ask for our latest stock and price list showing ten million feet of dry lumber at prices which will interest you.

**Oak, Poplar, Chestnut, Ash, Hickory, Walnut, Etc.**

**LOVE, BOYD & CO.**

**NASHVILLE, TENN.**

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECY. AND TREAS.

## JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

### Hardwoods

Poplar, Gum, and Lynn  
Siding. Turned Poplar  
Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points, we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if any one can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

J. B. RANSOM, Pres.

McEWEN RANSOM, Secy.

R. T. WILSON, Treas.

## NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

### "ACORN BRAND"

OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

**- Delivered Anywhere**

**NASHVILLE, TENNESSEE**

FAST TRAINS DAY AND NIGHT  
ON THE

### MONON ROUTE

Excellent service between Chicago, LaFayette,  
Indianapolis, Dayton, Cincinnati, West  
Baden and French Lick Springs, Louisville

Standard electric lighted sleepers on night trains parlor and dining  
cars on day trains.

FRANK J. REED, G. P. A.

E. P. COCKRELL, A. G. P. A.

— CHICAGO —

City Ticket Office, 182 S. Clark St.

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## Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bldg., NEW ORLEANS  
1215 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

1009 White Building, SEATTLE  
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## PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

CHICAGO, ILL.

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

On the Square  
Our  
Figure is  
Great

## MEMPHIS SAW MILL CO.

Manufacturers

### Hardwood Lumber

Our Specialties

Thin Stock and Quartered Oak  
MEMPHIS, TENN.

A  
Sample Car  
Will Convince  
You

#### We Want To Sell:

12,000 ft. 4 1/4 1 & 2 Qtd. White Oak.  
25,000 ft. 4 1/4 No. 1 Common Qtd. White Oak.  
25,000 ft. 4 1/4 No. 2 Common Qtd. White Oak.  
25,000 ft. 4 1/4 No. 1 Common Plain White Oak.  
50,000 ft. 4 1/4 No. 2 Common Plain White Oak.  
35,000 ft. 5 1/8 1 & 2 Plain Red Oak.  
6,500 ft. 5/8 No. 1 Common Plain Red Oak.  
15,000 ft. 5/8 No. 2 Common Plain Red Oak.  
25,000 ft. 4 1/4 1 & 2 Plain Red Oak.  
50,000 ft. 4 1/4 No. 1 Common Plain Red Oak.  
75,000 ft. 4 1/4 No. 2 Common Plain Red Oak.

W. L. Crenshaw, Pres. J. W. McClure, Sec'y-Treas. T. M. Cathey, Vice-Pres.

## Bellgrade Lumber Company

Manufacturers and Wholesale Dealers

### HARDWOOD LUMBER



Offices  
276-278-280 Randolph Bldg.

Mill  
Bellgrade, - Mississippi

MEMPHIS. - - - TENNESSEE

#### We Want To Sell:

12,000 ft. 4 1/4 1 & 2 Sap Gum.  
200,000 ft. 4 1/4 No. 1 Common Sap Gum.  
500,000 ft. 4 1/4 No. 2 Common Sap Gum.  
12,000 ft. 4 1/4 Sap Gum Boxboards.  
12,000 ft. 5 1/4 1 & 2 Sap Gum.  
12,000 ft. 5 1/4 No. 1 Common Sap Gum.  
35,000 ft. 5 1/4 No. 2 Common Sap Gum.  
16,000 ft. 5 1/4 No. 3 Common Sap Gum.  
50,000 ft. 6 1/4 No. 1 Common Sap Gum.  
25,000 ft. 6 1/4 No. 2 Common Sap Gum.  
20,000 ft. 6 1/4 No. 3 Common Sap Gum.  
50,000 ft. 4 1/4 1 & 2 Red Gum.  
50,000 ft. 4 1/4 No. 1 Common Red Gum.  
12,000 ft. 5 1/4 No. 1 Common Red Gum.  
15,000 ft. 5 1/4 No. 1 Common Cypress.  
12,000 ft. 8 1/4 1 & 2 Cypress.  
13,000 ft. 8 1/4 Select Cypress.

## A. C. WEST LUMBER COMPANY

MEMPHIS, TENNESSEE

Half car 1 in. 1 and 2 Cottonwood 18 in. and up.  
Half car 4 in. 1 and 2 Poplar 10 in. and up.  
Half car 2 in. 1 and 2 Elm 10 in. and up.  
One car 1 in. No. 1 Common Ash  
One car 13 to 17 in. Gum Box Boards.  
One car 18 and up Gum Box Boards.  
One car 1 in. No. 1 Common Cottonwood.

We are in a position to manufacture from choice logs any item of a special nature in White Oak, Red Oak, Cottonwood, Poplar or Gum.

Prices will be furnished upon receipt of inquiry.

## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

Quartered White Oak				Also Plain Oak, Poplar, Ash and Other Hardwoods				Quartered Red Oak			
	1-2	No. 1 Com.	No. 2 Com.						1-2	No. 1 Com.	No. 2 Com.
1-2	13,560	.....	.....					3-4	2,400	400	.....
5-8	25,000	.....	.....					4-4	71,750	139,000	8,800
3-4	5,600	1,000	.....					5-4	53,152	21,630	.....
4-4	87,600	196,700	18,200					6-4	42,215	1,430	.....
5-4	36,700	29,600	.....					8-4	9,865	3,500	.....
6-4	23,900	16,400	.....					5-8	Log run	.....	25,000
8-4	27,400	8,400	.....								
Large Amount Strips 1 1/2 to 2 1/4 and 2 1/2 to 5 1/2				Send Us Your Inquiries							

MEMPHIS - - - - - TENN.

## The Webster Lumber Co.

SWANTON, VT.

WANT TO SELL

300,000 Feet 6-4 Red and Sap BIRCH

ALL GRADES

BONE DRY STOCK

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
and Malone and Newton Falls, N. Y.

New York Office:

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## A Great Opportunity

### LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber  
at low-grade price

For full information address

J. C. CLAIR, Industrial Commissioner,  
ILLINOIS CENTRAL R. R.

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# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock*, *Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

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Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

## C. P. CROSBY

## Wholesale Hardwood Lumber

Wisconsin Products Only

Birch, Basswood, Brown Ash, Soft and Rock Elm, Hard and Soft Maple, Birch and Maple Flooring

RHINELANDER, WISCONSIN

## "ROBBINS"

## Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed car—loads a specialty.

## ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

*Ingram Lumber Co.*  
WAUSAU, WIS.

ASH	BIRCH	} WRITE US FOR PRICES
ELM	MAPLE	
HEMLOCK	PINE	
BASSWOOD		

## WE CAN SHIP QUICK

150 M 1 in. No. 3 Common Basswood  
150 M 1 in. No. 1 Common Basswood  
1 in., 1½ in. and 2 in. No. 2 Common and Better Birch, on grades  
200 M 1 in. No. 3 Common Birch  
3 Cars 1 in. No. 3 Common Ash  
2 Cars 1 in. No. 3 Common Soft Elm  
2 cars 2 in. 1st and 2d Michigan Hard Maple  
1 in. and 1½ in. 1st and 2d and No. 1 Common White and Red Oak  
1 in. and 1½ in. Sound Wormy Chestnut  
PINE AND HEMLOCK CRATING OF ALL KINDS.  
WRITE FOR PRICES

**Cooper & Maxson Lumber Company**  
MILWAUKEE, WIS.

## RIB LAKE LUMBER CO.

HAVE A LARGE STOCK OF  
DRY BIRCH—ASH—ELM  
MAPLE AND BASSWOOD

Write Us a Letter

Rib Lake = Wisconsin

## The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

BUYERS OF  
ALL KINDS OF

HARDWOOD LUMBER



# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

## RICE VENEER & LUMBER CO.

GRAND RAPIDS, MICH.

### Big Stock Ready for Immediate Shipment

300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
325,000 feet Quartered Oak Veneers  
500,000 feet Mahogany Lumber, all thicknesses

Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

## YELLOW POPLAR

Our Veneers are

WELL CUT  
WELL DRIED  
WELL PACKED

And from selected logs

We are also Manufacturers of High Grade Built-up Work

**NATIONAL VENEER CO.**

Charleston, W. Va.

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

**GUM**

The Best Lumber You Can Buy.  
CAN YOU USE IT?

Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

**STAY WHERE YOU PUT IT**

You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

**IT IS RICH  
AND IT IS CHEAP**

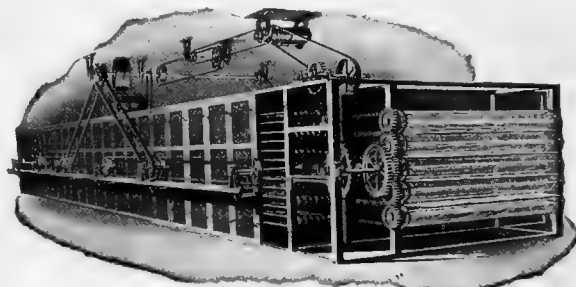
**Grand Rapids Veneer Works**  
GRAND RAPIDS, MICH.

## VENEER DRYER

"THE PROCTOR SYSTEM IMPROVED  
APRON CONVEYOR"

Objections to Roller Dryer overcome, because no clogging can occur.

Objections to old style Apron Dryer overcome, because no adjustment is needed.



**Grain Can Be Fed Either Way**  
**The Most Economical System in the World**  
**Built Entirely of Metal**

**The Philadelphia Textile Machinery Co.**  
Hancock and Somerset Sts., - Philadelphia, Pa.

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# VENEER

MANUFACTURERS

OF THE U. S.

## PENROD WALNUT AND VENEER CO.

KANSAS CITY, MO.

Manufacturers

Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS

Plain and Figured Long and Butt Wood

## Great Lakes Veneer Co.

ROTARY CUT

## VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## The Louisville Veneer Mills

MANUFACTURERS OF

## VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## Henry S. Holden Veneer Company

40 Market St., Grand Rapids, Mich.

Manufacturer and Dealer in Foreign and Domestic

## VENEERS

Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
Bird's Eye Maple—Birch and American Figured Walnut.

Prompt shipment guaranteed

Let us know your requirements

## Wisconsin Veneer Co.

High Grade Product in

## DOOR VENEERS AND CABINET STOCK

We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
and Birch in small dimensions

Rhinelander - Wisconsin

## Hoffman Bros. Company

FORT WAYNE, INDIANA

And Branch Mills

## QUARTERED OAK, POPLAR

And Other Hardwood Lumber

Mahogany, Quartered Oak and Other Veneers

Slice Cut and Sawn

## Veneers AND Hardwood Lumber

We can furnish anything you  
want in Sawn Veneer, Hardwood  
Lumber or Dimension Stock.

J. S. Houston & Co., 737-738  
Marquette Bldg., Chicago

## ROTARY-CUT BIRCH ROTARY-CUT PLAIN OAK

J. J. NARTZIK

Office and Warehouse  
1966-1976 Maud Ave.  
CHICAGO  
LOCAL AND CARLOAD SHIPMENTS

## National Veneer & Lumber Co.

Manufacturers of

## QUARTERED OAK VENEER AND HARDWOOD LUMBER

1635 W. Michigan St.

Indianapolis, Ind.

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

100 cars of 5-4 Log Run Sap Red Gum  
50 cars of 4-4 Log Run Sap Red Gum  
Plenty cars of 4-4 Graded Sap Red Gum  
100 cars of 4-4 and 5-4 Yellow Cottonwood,  
all grades  
5 cars of 4-4 Panel 18 in. to 22 in. Yellow  
Cottonwood  
15 cars of 4-4 to 8-4 Quartered White Oak,  
all grades  
5 cars of 4-4 to 12-4 Plain Red Oak  
15 cars of 4-4 to 16-4 Plain White Oak  
8 cars of 8-4 1s and 2s Cottonwood  
20 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

## THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri

## Williams & Voris Lumber Co.

MANUFACTURERS OF

## BAND SAWED HARDWOODS

All Thicknesses and Grades  
Let us quote you Prices

Chattanooga - Tennessee

## HOSHALL & Mc DONALD BROTHERS

MANUFACTURERS

## BAND SAWN OAK

## ASH AND GUM LUMBER

MILL: EOLA, LA. GENERAL OFFICE: 1108 HIBERNIA BLDG., NEW ORLEANS

ESTABLISHED 1883

## THE CYPRESS LUMBER CO.

APALACHICOLA, FLA.

MANUFACTURERS OF

CYPRESS  
ASH  
COTTONWOOD

# LUMBER

POPLAR  
SWEET GUM  
YELLOW PINE

18-in Cypress Shingles, Cypress Tanks, Flooring,  
Ceiling, Siding, Moulding and Interior Finish.

MILLS AND OFFICE:  
Apalachicola, Fla.

BOSTON OFFICE:  
88 Broad Street

## Otis Manufacturing Company

Importers and Manufacturers of

# MAHOGANY

NEW ORLEANS, LOUISIANA

## Climax Lumber Co., Ltd.

St. Landry, La.

Cocordrie Bayou Bandsawed

White and Red Oak

Ash Gum Cypress Hardwoods

## W. P. Craig Lumber Co.

Wholesale Hardwood and Building

Lumber

Empire Building, :: PITTSBURG, PA.

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## LIST OF HARDWOODS AT SEEBERT, W. VA.

In order to make room for other stock, we must move the following, on which we can name you attractive prices:

194,500-ft. 4-4 No. 2 Common Birch  
 415,000-ft. 4-4 Common and Better Maple  
 75,000-ft. 4-4 Common and Better Ash  
 4,000-ft. 6-4 Common and Better Ash  
 30,000-ft. 8-4 Common and Better Ash  
 34,000-ft. 8-4 Log Run Ash, Mill Culls Out  
 14,000-ft. 4-4 Mill Cull Ash  
 48,500-ft. 8-4 No. 2 Common and Mill Cull Cherry  
 160,900-ft. Log Run Beech, Mill Culls Out

**W. W. DEMPSEY,**

JOHNSTOWN, PA. - 18 Broadway, NEW YORK CITY

**Louisiana Long Leaf Lumber Co.**  
 Fisher, Louisiana

Diamond



Brand

**OAK FLOORING**  
 A GUARANTEE OF PERFECTION

**Keys-Fannin Lumber Co.**

Herndon, W. Va.

Manufacturers and Wholesalers

**Poplar, Oak, Bass, Hemlock,  
 Chestnut and Lath**

Write us for Prices

**OAK**

**TIES  
 TIMBERS  
 CAR STOCK**

**OAK** Lumber All Grades  
 Special Dimension Stock

**Forbes-Everts Lumber Co.**

MANUFACTURERS

Mills and Office

**VAN BUREN, MO.**

**Salt Lick Lumber Co.**

SALT LICK - - - KENTUCKY

MANUFACTURERS OF



**Oak Flooring**

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2 1/4 FACE NO. 1  
 COMMON PLAIN OAK FLOORING AT \$22 F.O.B. SALT LICK, KY.

**PARDEE & CURTIN  
 LUMBER CO.**

Manufacturers of

**West Virginia Hardwoods**

CLARKSBURG, W. VIRGINIA

**J. C. KIMBALL & CO.**

WHOLESALE LUMBER KNOXVILLE, TENN.

ALL  
 KINDS  
 OF

**OAK**

OUR  
 SPE-  
 CIALTY

Car Oak—Plain and Quartered

**Thistlethwaite Lumber Co.**

LIMITED

WASHINGTON, LA.

MANUFACTURERS OF

**Oak and Ash Lumber**

Band Mill and Office, Washington, La.



# MICHIGAN



FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

### Hardwood and Hemlock Lumber, Lath, and Cedar Shingles

### END DRIED WHITE MAPLE A SPECIALTY

## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

## RED BIRCH

Write us for delivered prices on any part of the following choice Upper Peninsula Red Birch. Every piece RED according to National Rules of Inspection.

47,000 feet 1 4 1sts and 2nds  
52,000 feet 4-4 No. 1 Com.  
15,000 feet 5-4 1sts and 2nds  
5,000 feet 5-4 No. 1 Com.  
27,000 feet 6-4 1sts and 2nds

6,000 feet 6-4 No. 1 Com.  
23,000 feet 8-4 1sts and 2nds  
2,000 feet 8-4 No. 1 Com.  
2,000 feet 10-4 1sts and 2nds  
11,000 feet 12-4 1sts and 2nds

### Nichols & Cox Lumber Co.

GRAND RAPIDS, MICHIGAN

## Manistee Planing Mill Co.

MANISTEE, MICH.

Manufacturers of High-Grade

### Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

## "Chief Brand"

### Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

## DENNIS BROS. SALT AND LUMBER COMPANY

GRAND RAPIDS, MICH.

One car 4-4 12 inch and wider Firsts and Seconds

### MICHIGAN HARD MAPLE

For Quick Shipment

## J. W. McCausey & Co.

Detroit, Michigan

Manufacturers of and Dealers in

### Lumber and Cross Ties

Send us your inquiries for  
Railroad Material



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## TINDLE & JACKSON

OFFER FOR IMMEDIATE SHIPMENT

8-4 Munising Hemlock.....1,000,000 feet  
 4-4 No. 3 Common Maple, Rail.....500,000 feet  
 8-4 No. 3 Common Maple, Rail.....100,000 feet  
 4-4 No. 3 Common Basswood, Rail.....100,000 feet  
 4-4 No. 3 Common Birch, Rail.....50,000 feet

4-4 No. 2 Common and Better Beech, Rail..35,000 feet  
 6-4 Log Run Beech, Rail.....50,000 feet  
 2x8, 8 to 16 ft. No. 2 Hemlock, Rail.....100,000 feet  
 2x6, 8 to 16 ft. No. 2 Hemlock, Rail.....50,000 feet  
 8-4 No. 3 Hemlock, Rail.....50,000 feet

Sales Office, 1009 Ford Bldg., DETROIT, MICH.

### VAN KEULEN & WILKINSON LUMBER CO.

GRAND RAPIDS, MICH.

WE WISH TO MOVE AT ONCE:

60,000 ft. 8-4 No. 1 Com. & Bet. Basswood. 150,000 ft. 8-4 No. 2 C. & B. Maple  
 20,000 ft. 6-4 No. 2 Com. & Bet. Basswood. 115,000 ft. 16-4 No. 1 C. & B. Maple  
 18,000 ft. 4-4 1st & 2ds Red Birch. 300,000 ft. 4-4 No. 2 C. & B. Beech

WILL MAKE PRICES RIGHT.

### Briggs & Cooper Co., Ltd.

SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH  
 12M FT. 5-4 1'S AND 2'S RED BIRCH  
 20M FT. 6-4 1'S AND 2'S RED BIRCH  
 15M FT. 7-4 1'S AND 2'S RED BIRCH  
 15M FT. 8-4 1'S AND 2'S RED BIRCH  
 25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
 60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
 15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE MAPLE  
 30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN. AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
 80M FT. 5-4 1'S AND 2'S HARD MAPLE  
 70M FT. 6-4 1'S AND 2'S HARD MAPLE  
 20M FT. 7-4 1'S AND 2'S HARD MAPLE  
 100M FT. 8-4 1'S AND 2'S HARD MAPLE  
 20M FT. 9-4 1'S AND 2'S HARD MAPLE  
 40M FT. 10-4 1'S AND 2'S HARD MAPLE  
 75M FT. 12-4 1'S AND 2'S HARD MAPLE  
 60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

### A. B. KLISE LUMBER CO., STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
 Hemlock—Water Shipment Only.

1,000,000 <sup>4</sup>/<sub>4</sub> No. 1 & No. 2 COMMON HARD MAPLE

### S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

### MAPLE FLOORING

SAGINAW, MICH.

### J. S. GOLDIE

CADILLAC, MICH.

Arkansas Yellow Pine  
 Michigan Hardwood and Hemlock

Correspondence Solicited Especially on  
 White Maple

### WE WANT TO SHIP, AT ONCE

2 cars 5-8 Log Run Beech.....2 cars 4-4 C. & B. Elm  
 3 " 6-4 " " " .....2 " 5-4 L. R. Soft Maple

SKILLMAN LUMBER CO., Grand Rapids, Mich.

### ENGEL LUMBER COMPANY BOX AND CRATING LUMBER

A SPECIALTY

GRAND RAPIDS,

MICHIGAN

### For Sale—ROCK ELM—prompt shipment

3000 ft. 4-4 No. 3 Com. and Bet. 80000 ft. 8-4 No. 3 Com. and Bet.  
 6000 " 5-4 " " " 30000 " 10-4 " " "  
 6000 " 6-4 " " " 65000 " 12-4 " " "

THE WOLF-LOCKWOOD LUMBER CO.  
 GRAND RAPIDS, MICH.

### LOMBARD & RITTENHOUSE

1036 MAJESTIC BLDG., DETROIT, MICH.

Manufacturers and Wholesalers of

Michigan Hardwoods and Hemlock

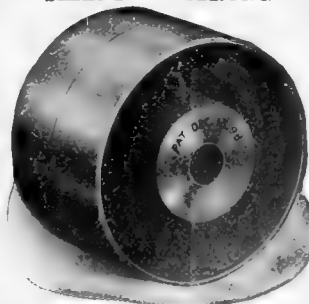
### Wilmarth & Morman (Nelson Patent) Loose Pulleys

SILENT

STRONG

SIMPLE

DURABLE



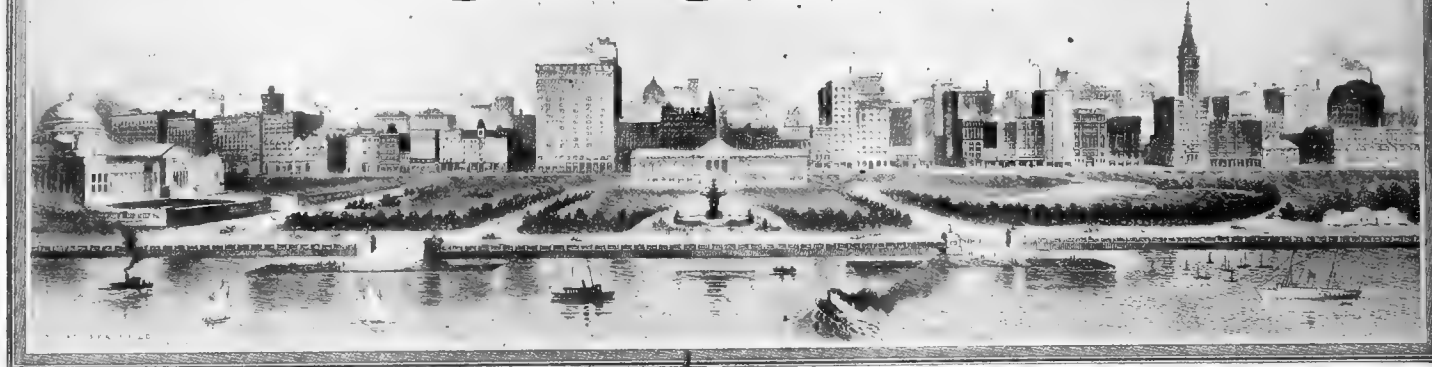
Durability proven by ten years of continued satisfactory service.

Saves oil, belts, time and expense of repairs. Sent on thirty days' trial to those who want to be shown. The cheapest loose pulley to use ever placed on the market.

Descriptive booklet and price list is yours for the asking.

Wilmarth & Morman Co., 594 Canal Street  
 Grand Rapids, Mich.

## CHICAGO



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**FRED D. SMITH****HARDWOOD LUMBER**

1337-1343 North Branch St. CHICAGO

**UPPER MICHIGAN HARDWOODS**

We manufacture our own Basswood, Ash, Elm, and Birch. Let us quote you our prices, also on Maple Flooring.

**THE CORWIN LUMBER CO.**

Phone Main 3069 539 Stock Exchange Bldg.

**Frederick Gustorf & Co.**  
**Wholesale Hardwood Lumber**

Southern Oak a Specialty

108 LA SALLE STREET

Telephone Canal 1355

Q. Y. Hamilton, Manager

**The Lumber Shippers' Storage and Commission Co.**

(Not Incorporated)

**SHIPPERS' AGENTS**Office and Yard:  
Throop St. South of 22d St.

CHICAGO

**Maisey & Dion**  
 22d and Loomis Streets, Chicago  
**Hardwoods**
**The Columbia Hardwood Lumber Co.**  
 Wholesale and Retail  
**HARDWOOD LUMBER**

Southern Hardwoods a Specialty

2048-2084 Dominick Street, CHICAGO

Nashville Yard: Foster St. & L. & N. R.R. Track,  
Nashville, Tenn.**E.A. THORNTON LUMBER CO.**

1103 Chamber of Commerce

**NORTHERN & SOUTHERN HARDWOODS****F. S. Hendrickson Lumber Co.**

1509 Masonic Temple, Chicago

 Cottonwood, Oak, Ash, Gum,  
 Cypress and other Hardwoods

WRITE US

**CRANDALL & BROWN**

3300 South Center Ave.

 Cypress - Yellow Pine  
 Oak and Poplar
**R. S. Bacon Veneer Co.**

Manufacturers

**VENEERS**

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CHICAGO

**MESSINGER HARDWOOD LUMBER CO.**

2539 ELSTON AVENUE, CHICAGO

WANTS TO BUY

OAK, POPLAR, QUARTERED OAK, BASSWOOD

**THE**  
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Tel. Canal 1688 and 1693

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**HARDWOOD LUMBER**

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Paving Blocks, Cedar Posts, Yellow Pine

**W. B. Crane & Company**

Established 1881

**HARDWOOD LUMBER, TIMBER AND TIES**

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 Office: Yards and Planing Mills  
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Mills at  
Fulton, Miss.
**STARTLING FACTS ABOUT**  
**WALKER BRAND BIRDS EYE MAPLE VENEER**

- |                            |  |
|----------------------------|--|
| 1 It's the only veneer cut | 5 Even in thickness                          |
| 2 1/4 inch thick           | 6 Reasonable in price                        |
| 3 It will not sand thru    | 7 Eyes solid as a board                      |
| 4 It will stay White       | 8 Stock of 2 million on hand all of the time |
| 5 Flat as a sheet of paper | Wire for Samples or Phone Hyde Park 33       |

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**Hardwood, White and Yellow**  
**Pine, and Hemlock Lumber**
**Veneered Tops and Panels**

Facilities: Largest factory (2 acres floor space) in the world.

25,000 acres of our own hardwood timberland.

Every Panel Guaranteed

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THE GREATEST HARDWOOD MARKET IN THE WORLD

## NOTHING ELSE

...JUST....

## Choice Tracts of Timber

I save you money and assure you safe and profitable investments.

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Tel. Main 3772

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Manufacturers and Dealers in

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In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

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## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

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(Successors in Chicago to OTIS MANUFACTURING CO.)

### FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian

**MAHOGANY**

Lumber and Veneers

2256-2266 Lumber Street

**DOMESTIC VENEERS**

and Glued-Up

Panel Stock

CHICAGO, ILL.

## WISCONSIN HARDWOODS

We make a specialty of

**Basswood and Birch**

Let us quote you especially on

**Red Birch**

MINNEAPOLIS LUMBER CO. MINNEAPOLIS, MINN.

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Let us quote you when in the market for

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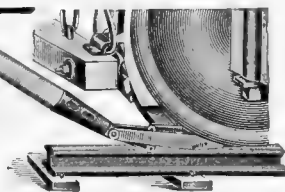
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MOVING RAILWAY LOGGING CARS

BY HAND POWER

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1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## Bird & Wells Lumber Co.

Manufacturers of

### Wisconsin Hardwoods

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**THE..... Watchman's  
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possess more patented meritorious features than any other device. Every clock produces a different record, which is the only correct system. Approved by all underwriters. Send for circular No. 6.

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It will be to your interest to write us

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ST. LOUIS, - - MO.

## Hardwood Lumber

Manufacturers and Dealers

## BERTHOLD & JENNINGS

Manufacturers and Dealers in

## Oak, Gum, Cypress, Etc.

Wagon and Implement Stock  
Railroad Stock

Lumbermen's Building

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## JULY STOCK SHEET

1st and 2d Plain White, 4=4 only

1st and 2d Plain Red, 4=4 to 8=4

Red Gum, - - 4=4 to 6=4

Sap Gum - - 4=4 to 6=4

Gum Box Boards

All Dry Ready for Quick Shipment. Wire or  
Write for Our Prices

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Wright Building - ST. LOUIS, MISSOURI

## DRAKE-CONGER LUMBER CO.

Successors to

R. E. DRAKE LUMBER CO.

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## Hardwoods and Yellow Pine

We can quote you prices on anything you  
use and will furnish the grades bought.  
Good woods and prompt shipment.

1206-7 Fullerton Building,

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## Himmelberger-Harrison Lumber Co.

## Red Gum Specialists

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Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS

## LUMBER

YARD TRADE A SPECIALTY

## Massengale Lumber Company

Wholesale Dealers  
and Manufacturers of

## Hardwood Lumber

ST. LOUIS

Write us for prices on Oak, Ash, Poplar and Cypress

## Hardwoods for Immediate Delivery

Prompt Shipment is more than a trade  
phrase with us—it is an actual fact. If  
you use the telegraph (our expense) we  
can answer your inquiry, quote you,  
sell you and ship the lumber all in two  
days' time—sometimes the same day.

## O'NEIL LUMBER CO.

King's Highway and Manchester Ave., St. Louis, Mo.

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IRONTON, OHIO

Manufacturers of

### W. Va. White Oak

### LONG BILL OAK A SPECIALTY

FINE STOCK OF

### Bone Dry Band Sawed Material

## BONE DRY LUMBER

We have 3,000,000 feet of Oak, Chestnut and Maple, 1 inch and thicker, all running good lengths and widths, upon which we would be pleased to quote prices.

INQUIRIES WILL BE APPRECIATED

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Manufacturers and Wholesalers of

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IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS & TRUST BLDG., COLUMBUS, OHIO

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MANUFACTURERS OF

### Poplar and Hardwoods

ROUGH AND DRESSED

MOULDINGS AND FINISH

POPLAR SIDING A SPECIALTY

**IRONTON, OHIO**

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CLEVELAND OHIO

SIXTH FLOOR CUYAHOGA BUILDING

DESIRES YOUR INQUIRIES FOR HARDWOODS AND YELLOW PINE

## THE POWELL LUMBER CO.

6"x6" up to 24"x24" **TIMBERS** 10' to 70'

**OAK, YELLOW PINE, DOUGLAS FIR**

A Full Line of Hardwood Lumber  
COLUMBUS, OHIO

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WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY

CHARLESTON :: :: :: :: :: WEST VIRGINIA

## McLaughlin-Hoffman Lumber Co. WHOLESALE HARDWOODS

Pine Hemlock Cypress

Will contract mill cuts for cash

206-207 Shultz Building

COLUMBUS, OHIO

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

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## We Want to Move

THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.



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WHERE THE BEST HARDWOODS GROW

## J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## MALEY & WERTZ

Manufacturers of Famous

## Indiana Hardwoods

Five Band Mills

Evansville, Indiana

Board of Trade  
Building

Indianapolis, Ind.

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

## Finely Figured Quartered Oak

Evansville, Indiana

## EZRA RHODES NORTHERN and SOUTHERN HARDWOODS

South Bend, - - - - - Indiana

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Manufacturers and Wholesale Dealers

POPLAR, OAK, CHESTNUT, WALNUT, ASH

Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

THE PRATT-WORTHINGTON CO.

Crofton, Ky.

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER  
but the BEST LUMBER PAPER published

## C. A. SCHENCK & COMPANY

PISGAH FOREST, BILTMORE, N. C.

## Timber Cruisers

Write for Catalogue, please.

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

## Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg.  
CHICAGO

Mention this Paper.

116 Nassau Street  
NEW YORK CITY

**ON A GUARANTEE** of a "square deal" and prompt service the following Buffalo dealers solicit your patronage.

"We have the goods"

## T. SULLIVAN & CO.

50 ARTHUR STREET

WE WANT TO SELL:

120,000 ft. 1 in. No. 2 Common Brown Ash  
50,000 ft. 1 1/4 in. Common Brown Ash  
50,000 ft. 1 in. No. 3 Common Brown Ash  
500,000 ft. 1 in. log-run Chestnut  
Full assortment 1 in. to 3 in. Gray Elm.  
300,000 ft. 1 in. Maple 1sts and 2nds and No. 1 Common

## SCATCHERD & SON

886 ELLICOTT SQUARE

Well Assorted Stock of Dry Hardwood Lumber Always on Hand

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## STANDARD HARDWOOD LUMBER COMPANY

1075 CLINTON STREET

Have 6 Million Feet Dry Stock Ready to Ship

## ANTHONY MILLER

893 EAGLE STREET

All Kinds

**HARDWOODS**

Good Grades

## ORSON E. YEAGER

932 ELK STREET

WANTS TO BUY

10 Cars 4-4 No. 2 Common and Better Quartered White Oak  
5 Cars 4-4 to 8-4 No. 1 Common and Better Chestnut  
20 Cars 4-4 No. 1 Common and Better Plain Red and White Oak

## Pascola Lumber Co.

1051 ELLICOTT SQUARE

**HARDWOODS**

[Let Us Figure On Your Wants

## G. ELIAS & BROTHER

955-1015 ELK STREET

We are now offering special prices on such thicknesses

**ASH**

and grades as we have a surplus of. Write us.

## HUGH McLEAN LUMBER COMPANY

940 ELK STREET

All Varieties of Hardwood. Quartered White Oak Our Specialty

## BUFFALO HARDWOOD LUMBER COMPANY

940 SENECA STREET

We Want to Sell

DRY STOCK PILED ON MEMPHIS YARD FOR PROMPT SHIPMENT

300,000 ft. of Ash from 1 in. to 4 in. thick  
1,200,000 ft. Plain White and Red Oak, 1 in. to 4 in. thick  
950,000 ft. Cypress, from 1 in. to 2 in. thick

## FRANK W. VETTER

1142 SENECA STREET

All Kinds

All Thicknesses

**HARDWOOD LUMBER**

Good Grades Prompt Shipments

## I.N. STEWART & BRO.

892 ELK STREET

We are in the market for all kinds of Hardwoods. Those desiring to buy **CHERRY** will do well to write us

# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK.  
SPECIALTY

## Kitchen &

Ashland, Kentucky

## Company

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F. S. FISH, 1st Vice-President, South Bend, Ind.

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# Lamb-Fish Lumber Co.

MANUFACTURERS

## OAK, ASH, COTTONWOOD, GUM AND CYPRESS

Main Offices: 718 to 725 Memphis Trust Building, Memphis, Tenn.

THREE BAND MILLS:

Charleston, Miss. Chancy, Miss. Winston-Salem, N. C.

OUR SPECIALTIES:

Vehicle Stock and Box Shooks

# GILCHRIST-FORDNEY CO.

## Everything in Mississippi Long Leaf Yellow Pine

Mills: Laurel, Miss.

SALES OFFICE  
1406 TENNESSEE TRUST BLDG.

MEMPHIS, TENN.

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
**DRY** 5-8, 4-4, 6-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Hardwood Record

Fifteenth Year.  
Semi-monthly.

CHICAGO, NOVEMBER 25, 1909

{ Subscription \$2.  
Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

## C. L. WILLEY

MANUFACTURER OF

### Mahogany, Veneer

### HARDWOOD LUMBER

Office, Factory and Yards: **1225 Robey St.,**  
BAND MILLS (Telephone)  
MEMPHIS, TENN. (Canal 930) **Chicago**



## W. M. Weston Co.

120 MILK STREET, BOSTON, MASS.

### Hardwood Lumber.

### QUARTERED WHITE OAK

Showing a well defined medullary ray.  
Beautifully manufactured from selected

### INDIANA LOGS

WRITE US

## The Atlantic Lumber Co.

2 Kilby Street, BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

### WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU

## The Davidson, Hicks & Greene Co.

NASHVILLE, - - - - - TENNESSEE

SOUTHERN HARDWOODS, POPLAR, OAK, ASH AND CHESTNUT

Dry stock, standard widths and lengths and straight grades.  
We furnish what we sell in every case. Correspondence  
solicited. Delivered prices any railway point in the United  
States or Canada.

# Cherry River Boom & Lumber Co.

SCRANTON, PA.

Manufacturers and Leading Distributors

## WEST VIRGINIA HARDWOODS

*"The Best Lumber"*

Fire Insurance Companies Specializing in Lumber and Woodworking Risks

ADIRONDACK FIRE INSURANCE COMPANY

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Stock Companies issuing standard policies in all States and Canada. Inquiries will receive prompt and careful attention.

LUMBER INSURERS GENERAL AGENCY, 84 William St., New York

Underwriting Managers

If you are in the market for  
**Chestnut**

get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common; 200 M feet each 6-4 and 8-4 No. 2 Common and better; we also have 2 cars Common and better.

There is a lot of  
**Yellow Poplar**

at one of our outside points.

5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 and Better  
100 M feet 4-4 No. 2 Common

Ask us about our Log Run

**Bass**

We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

How are you fixed on

**Red Oak**

We have about 6 cars each 6-4 and 8-4 No. 1 Common and Better and 100 M feet 8-4 No. 2 Common—all dry and good lengths and widths.

You can get a good price on this Common and Better

**Ash**

2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4, also 1 car 5-4 No. 1 and No. 2 white ash, containing about 20% or more 12 in. and over wide—good tough stock.

If you are in the market for

**Cherry**

get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

Get an order in early for quartered

**White Oak**

We only have 2 cars of 5-4 No. 1 Common and Better.

Another chance on Heart Rived

**Cypress Shingles**

300 M each 6x20 and 7x24. Can ship immediately.

Attractive Price on

**Carload of Assorted Hardwood**

85 to 90% Maple—balance Beech and Birch.  
**Must Be Shipped Quickly**

*"If It's Hardwood We Have It"*

**J. GIBSON MCILVAIN & COMPANY**

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave.  
**PHILADELPHIA, PA.**

**The Kneeland-Bigelow Co.**

**Bay City, Michigan**

**OFFER FOR SALE**

20,000 ft. 8-4 No. 2 Common and Better Birch.  
20,000 " 5-4 " " "  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.  
75,000 " 6-4 No. 2 Common and Better Basswood.  
100,000 " 5-4 No. 3 " " "

We make a specialty of furnishing promptly bill stuff and timbers,  
20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

**W. D. YOUNG & CO.**

MANUFACTURERS

**FINEST  
MAPLE  
FLOORING**

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

**Hard Maple, Beech and Birch Lumber**

1 TO 6 INCHES THICK WRITE FOR PRICES  
**BAY CITY :: MICHIGAN**



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CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

Lumber and Broom Handles

Cadillac, Michigan

Have the following well manufactured stock for sale:

2 cars 4-4 Basswood No. 1 and No. 2 Common  
1 car 4-4 Basswood 1s and 2s  
3 cars 4-4 Birch No. 2 Common and Better  
1 car 4-4 Cherry No. 3 Common and Better  
1 car 8-4 White Ash 1s and 2s  
1 car 4-4 White Ash No. 2 Common and Better, full run of log  
3 cars 4-4 Soft Gray Elm No. 2 Common and Better

## MICHIGAN HARDWOODS

Manufactured by

### Mitchell Brothers Co.

Cadillac, Michigan

Our assortment of dry stock is now more complete than it will be later in the season.

A car shortage this fall is predicted by railroad authorities and some symptoms of it are already noticeable.

Better anticipate your requirements while stock and cars are available and send us your orders now for

## CADILLAC QUALITY

## SUPERIOR ELM

Our Soft Gray Elm is better than ordinary Soft Elm. It has less shake, is not as hard and is much less liable to warp.

It makes excellent interior finish and is especially desirable for furniture, refrigerators, pews, chairs, tables, etc., and forms a good base for veneers.

**WE HAVE NICE DRY STOCK**

74-M Feet, 1 Inch, Firsts and Seconds  
27-M Feet, 2½-Inch, Firsts and Seconds

**OUR OWN MANUFACTURE**



**COBBS & MITCHELL**  
(INCORPORATED)  
CADILLAC, MICHIGAN



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## CUMMER-DIGGINS CO.

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Manufacturers of

## "CUMMER" BRAND MAPLE and BEECH FLOORING

**Excelled by None**

In Quality of Material Used,  
Workmanship or Manufacture.

A Large Stock Enables Us to Fill Orders  
Without Delay.

WRITE US FOR PRICES

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

### PLAIN RED OAK

3/8 Nos. 1 & 2	30,000
1/2 Nos. 1 & 2	107,000
3/4 Nos. 1 & 2	63,700
6/4 Nos. 1 & 2	42,000
8/4 Nos. 1 & 2	32,000
3/8 No. 1 Com.	14,800
1/2 No. 1 Com.	30,000
3/4 No. 1 Com.	9,200
4/4 No. 1 Com.	94,000
6/4 No. 1 Com.	73,500
8/4 No. 1 Com.	59,700
12/4 No. 1 Com.	3,000
4/4 No. 2 Com.	143,000
4/4 No. 3 Com.	122,000

### COTTONWOOD

4/4 x6 to 12" Nos. 1 & 2	288,000
4/4x13 to 17" Nos. 1 & 2	52,300
4/4x18 to 21" Nos. 1 & 2	95,600
4/4x22 & up Nos. 1 & 2	74,100
5/4x 6 to 12" Nos. 1 & 2	135,200
6/4x 6 & up Nos. 1 & 2	11,800
8/4x 6 & up Nos. 1 & 2	22,100
4/4x 4 & up No. 1 Com.	518,000
5/4x 4 & up No. 1 Com.	70,800
6/4x 4 & up No. 1 Com.	52,400
4/4x 3 & up No. 3 Com.	156,000

### SAP GUM

3/8x 6 & up Nos. 1 & 2	20,000
1/2x 6 & up Nos. 1 & 2	35,700
5/8x 6 & up Nos. 1 & 2	72,500
5/8x15 & up Nos. 1 & 2	27,000
4/4x 6 & up Nos. 1 & 2	158,800
4/4x13 to 15" Nos. 1 & 2	102,100
4/4x13 to 16" Nos. 1 & 2	13,700
4/4x17 to 21" Nos. 1 & 2	49,000
4/4x22 & up Nos. 1 & 2	76,100
5/4x 6 & up Nos. 1 & 2	131,700
6/4x 6 & up Nos. 1 & 2	25,100
4/4x13 to 17" B-B Nos. 1 & 2	53,400

### TUPELO GUM

5/4 Nos. 1 & 2	9,700
<b>RED GUM</b>	
3/4x 6 & up Nos. 1 & 2	27,800
3/8x 6 & up Nos. 1 & 2	44,000
1/2x 6 & up Nos. 1 & 2	7,500
5/8x 6 & up Nos. 1 & 2	50,000
4/4x 6 & up Nos. 1 & 2	71,000
5/4x 6 & up Nos. 1 & 2	30,300
6/4x 6 & up Nos. 1 & 2	21,100
8/4x 6 & up Nos. 1 & 2	11,300
4/4 No. 1 Com.	98,000

## STOCK AT VICKSBURG YARDS:

### SOUND WORMY

4/4 97,000

### ASH

4/4 Nos. 1 & 2	22,000
5/4 Nos. 1 & 2	19,200
6/4 Nos. 1 & 2	43,000
8/4 Nos. 1 & 2	36,000
5/8 No. 1 Com.	30,000
4/4 No. 1 Com.	140,000
5/4 No. 1 Com.	11,200
6/4 No. 1 Com.	26,000
8/4 No. 1 Com.	13,400
12/4 No. 1 Com.	1,200
4/4 No. 2 Com.	48,900

### CYPRESS

4/4 Shop 74,000

### QUARTERED WHITE OAK

6/4 Nos. 1 & 2	18,000
5/4 No. 1 Com.	9,800
5/4 Nos. 1 & 2 Sycamore	17,000
5/4 L-R Maple	37,400

### PLAIN WHITE OAK

5/8 Nos. 1 & 2	26,000
4/4 Nos. 1 & 2	37,900
3/8 No. 1 Com.	40,300
3/4 No. 1 Com.	6,300
4/4 No. 1 Com.	76,000
6/4 No. 1 Com.	65,000
8/4 No. 1 Com.	4,800

### COTTONWOOD

4/4x 6 to 12" Nos. 1 & 2	247,000
4/4x13 & up Nos. 1 & 2	119,000
5/4x 6 to 12" Nos. 1 & 2	434,000
5/4x13 & up Nos. 1 & 2	121,000
6/4x 6 & up Nos. 1 & 2	93,000
4/4x 8 to 12" B-B Nos. 1 & 2	42,000
4/4x13 to 17" B-B Nos. 1 & 2	63,000
4/4 x4 & up No. 1 Com.	192,000
4/4x13 & up No. 1 Com.	98,000
4/4 No. 3 Com.	117,000

### COTTONWOOD B-B.

4/4x 8 to 12"	71,000
4/4x13 to 17"	46,300

Let us quote you prices on anything you may want in the above list.

We'll make it worth your while.

DO YOU WISH TO CONTRACT FOR

ST. FRANCIS RIVER

# RED GUM?

☞ We are now cutting Six Million Feet of the Real Article, and will have the amount named in pile within the next eighteen months. ☞ We would be pleased to receive inquiries for specialties in above, running one inch and thicker, either log run or on grade. ☞ We have a first-class mill, and our product is carefully manufactured.

WE ALSO CUT TO ORDER ELM AND COTTONWOOD

ADDRESS ALL INQUIRIES TO

## THE J. W. DICKSON COMPANY

Mill at Edmondson, Ark.

MEMPHIS, TENN.

# HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

## HARDWOODS

### WE WANT TO BUY

50 M. ft. 1 x 10 inches 14 feet 1s and 2s Red Gum, No Sap.  
50 M. ft. 1 x 12 inches 14 feet 1s and 2s Red Gum, No Sap.  
Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.  
50 M. ft. 2 x 6 inches and wider, 16 feet and longer, 1s and 2s White Oak, dry.  
50 M. ft. 1½ inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.  
1 carload 4 x 6 inches and wider, 14 feet, dry White Oak, 1s and 2s.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

### WE WANT TO SELL

35 M. ft. 5 x 4 inches  
35 M. ft. 6 x 4 inches  
50 M. ft. 8 x 4 inches  
No. 1 Common and Better Hard Maple - will saw to order.  
50 M. ft. 4 x 4 inches No. 1 Common Poplar, dry  
50 M. ft. 4 x 4 inches 1s and 2s Poplar, dry.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

## YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

## CAR STOCK

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

## WHITE PINE

## Thomas Forman Company DETROIT

MANUFACTURERS OF HIGH GRADE

### MAPLE AND OAK FLOORING

We are making a specialty of

### CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1½, 2, 2½ and 2¾ inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

## Quartered Oak Flooring

Manufactured for

HIGHEST CLASS of trade only.

Also Plain Oak, Maple and other Hardwood flooring. The name DWIGHT on flooring is a guarantee of its excellence.

DWIGHT SPECIAL pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

## DWIGHT LUMBER COMPANY

DETROIT, MICHIGAN

# PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

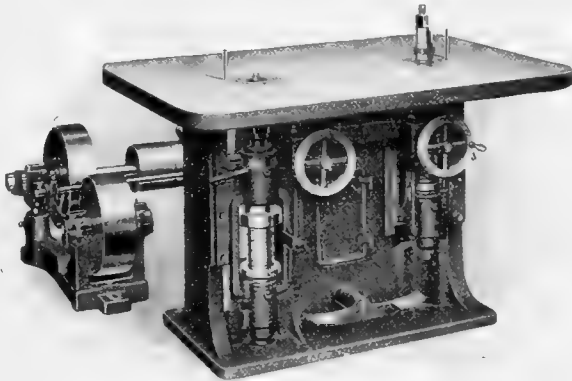
## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:  
**CHICAGO, ILL.**

# AMERICAN Two Spindle Conical Box Shaper

The Machine that will run 7,500 revolutions per minute  
and produce finer results than you have ever secured



FINER RESULTS MEAN MORE MONEY  
MORE MONEY MEANS LARGER PROFITS

That Hits You

WRITE US FOR PARTICULARS

Sales Offices:

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Rochester: 591 Lyell Avenue  
Portland, Ore.: First and Pine Streets

New Orleans: Canal La. Bank Building  
Seattle: 401 White Building  
Spokane: Paulsen Building  
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AMERICAN WOOD WORKING MACHINERY CO.

EXECUTIVE OFFICE : ROCHESTER, N. Y.

ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bldg., NEW ORLEANS  
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LARGEST TIMBER DEALERS  
IN THE WORLD

1009 White Building, SEATTLE  
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# LOUISVILLE FOR HARDWOODS

**Plain Oak  
Quartered Oak  
Chestnut  
Ash**

**Walnut  
Hickory  
Poplar  
Mahogany**

## BIG DRY STOCKS

# RIGHT

In Louisville

In the Producing Territory

In the Consuming Territory

In Every Way

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 Today

**Norman Lumber Co.  
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THE HARDWOOD CENTER OF THE EAST

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Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

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Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

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## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

WHOLESALE

**HARDWOODS** WHITE PINE, YELLOW PINE, SPRUCE  
AND HEMLOCK

Would appreciate offerings of well manufactured Hardwoods suitable for  
Eastern Markets.

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

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**Mahogany, Teak and Domestic Hardwoods**

1135 Beach St., Philadelphia, Pa.

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Pacific Coast Stock a Specialty. Correspondence Solicited  
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**HARDWOODS**

Hemlock  
White Pine  
Spruce

Yellow Pine  
North Carolina Pine

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**HARDWOODS, CYPRESS AND OTHER WOODS**

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## 3 Cardinal Points

HARDNESS



The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and  
Logs. Every thickness and grade.

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**Lumber Veneers Logs**

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YARDS, Astoria, L. I.

Mills:

Fenwick, W. Va.

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LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

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Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

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BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of  
shipment. Spot cash.

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## HORACE G. HAZARD & CO.

**WILL BUY**

OAK SQUARES  
ASH SQUARES  
OAK TIMBER AND PLANK  
25 to 35 feet long  
PLAIN AND QTD. OAK  
All Thicknesses

Drexel  
Building  
PHILADELPHIA  
PA.

## WRITE RIGHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum  
4-4 Com. and Better Red Gum

4-4 to 12-4 Log Run Maple  
5-4 Nos. 1 and 2 Com. Mountain Oak

**RIGHTER LUMBER CO.**

Sole Agents Seminole Brand Cypress Shingles

Land Title Bldg., PHILADELPHIA

## ELY BROTHERS, Inc.

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

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Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

## PALMER & PARKER CO.

TEAK  
ENGLISH OAK  
CIRCASSIAN WALNUT

**MAHOGANY  
VENEERS**

EBONY  
DOMESTIC  
HARDWOODS

103 Medford Street, Charlestown Dist.  
BOSTON, MASS.

## H. D. WIGGIN 89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

## Wanted:

White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

INDIANA QUARTERED OAK CO., 7 East 42d St., New York

## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

## DANIEL B. CURLL,

Real Estate Trust Bldg.,  
PHILADELPHIA, - PA.

RED OAK

POPLAR

MAPLE

ASH

WHITE OAK

CHESTNUT

BASSWOOD

BIRCH

MILLS AT GLENRAY, W. VA.

Capacity 60M Feet—10 Hours



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

**THERE IS NO MORE REASON  
FOR USING A  
MULTIPLICITY OF MACHINES  
APPLIANCES AND OPERATIONS  
FOR MAKING A  
GLUE JOINT  
THAN THERE WOULD BE FOR  
USING DIFFERENT MACHINES  
AND OPERATIONS TO PLANE  
A BOARD TWO SIDES  
A GOOD PLANER PERFORMS  
THE LAST OPERATION AND THE  
AUTOMATIC DOVETAIL GLUE  
JOINTER  
COMPLETES THE FIRST**

## **Linderman Machine Company**

**Muskegon, Mich.**

**Eastern Representative**

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**1872 Hudson Terminal Bldg.  
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## “Welcome to Our City”

- ★ ★ ★ Just come across the bridge, or any other way to get here.
- ★ ★ ★ All roads lead to this, the Great Lumber Market.
- ★ ★ ★ We will give you the “Glad Hand” and a “Square Deal.”
- ★ ★ ★ Call on us; write us; wire us; or telephone us.
- ★ ★ ★ Be friendly.
- ★ ★ ★ It's worth your while to get acquainted.
- ★ ★ ★ Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbermen on following pages; and let us do some business with you.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## WE HANDLE DRY HARDWOODS

For  
Domestic and Foreign Markets

Correspondence Solicited

### FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## St. James Cedar Company

HARDWOOD DEPARTMENT

### Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

#### SPECIALS FOR SALE

4 cars 4-4 1 and 2 Poplar 7-17 inch.  
2 cars 8-4 1 and 2 Poplar 18-23 inch.  
2 cars 10-4 1 and 2 Poplar 18-23 inch.  
3 cars 4-4 Clear Sap Poplar.

10 cars 4-4 No. 1 Common and Better Poplar.  
5 cars 4-4 No. 2 Common Poplar.  
10 cars 4-4 No. 3 Common Poplar.  
10 cars 5-4 Plain Red Oak.

## The New River Lumber Co.

Producers of

### HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

#### MILLS:

Norma, Tenn.  
New River, Tenn.

#### GENERAL OFFICE:

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CINCINNATI

## OAK-CYPRESS-GUM

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

### THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



CINCINNATI

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK 13-8 &  
ALL HEART RED GUM 13-16  
PARQUETRY OAK—5-16

## John Dulweber & Co.

HARDWOOD LUMBER

Mills: In Ohio, Kentucky, Mississippi, Tennessee  
Office: S. W. Cor. Findlay & McLean Sts.  
Distributing Yards: McLean Ave., from Findlay to Poplar Streets

Cincinnati

Following is list of special stock which we are anxious to move promptly.

2 cars 5-8 in., 1s and 2s Quartered White Oak  
2 cars 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.  
1 car 10-4 in., 1s and 2s Quartered White Oak  
1 car 12-4 in., 1s and 2s Quartered White Oak  
1 car 5-8 in., 1s and 2s Poplar, 18 in. and up  
1 car 4-4 in., 1s and 2s Plain White Oak  
2 cars 6-4 in., 1s and 2s Ash

## OHIO VENEER CO.

Manufacturers of

VENEERS and thin lumber of every description

Importers of MAHOGANY and

### FOREIGN WOODS

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: **2624-34 Colerain Ave., Cincinnati, O.**

## MIDLAND LUMBER COMPANY

### HARDWOOD LUMBER

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards Cottonwood, 18 to 21 inches wide  
5 " —4-4 1s and 2s " 13 to 17 " "  
3 " —5-4 1s and 2s " 6 to 12 " "  
5 " —4-4 No. 1 Common " 13 inches and up "  
1 car —4-4 Clear One Face " 4 inches to 7 inches "

COTTONWOOD AND RED GUM OUR SPECIALTY

Write us for any items YOU NEED



# CINCINNATI

THE GATEWAY OF THE SOUTH

## OAK TIMBER

### At Our Kentucky Mill

	10 ft.	12 ft.	14 ft.	16 ft.	18 ft.	20 ft.	22 ft.	24 ft.	26 ft.
3 x12	31	7	3	24	1	.....	.....	.....	.....
3½x12	143	933	314	479	33	89	5	.....	.....
4 x12	4	193	144	204	9	8	.....	.....	.....
4½x12	1	218	92	130	53	17	.....	.....	.....
5 x12	2	1272	391	517	48	72	7	2	.....
5½x12	2	156	57	314	7	20	.....	.....	.....
6 x12	12	76	127	178	30	89	1	1	.....
6½x12	.....	11	19	22	1	1	.....	.....	.....
7 x12	.....	27	9	27	1	2	.....	.....	.....
6 x 6	3	36	25	64	61	3	.....	.....	.....
6 x 8	12	168	48	69	3	.....	.....	1	.....
8 x 8	40	189	62	62	16	23	4	2	5
8 x10	14	263	113	136	37	61	1	3	1
10 x10	.....	.....	5	1	9	24	6	2	3
10 x12	.....	.....	11	37	28	79	3	1	3
12 x12	3	.....	.....	1	8	19	4	.....	.....
8 x12	.....	.....	1	.....	2	12	.....	.....	.....

IF INTERESTED IN ANY OF THE  
ABOVE LET US HEAR FROM YOU.

## KENTUCKY LUMBER CO.

CINCINNATI, OHIO

We are Specialists in

## RED GUM

Plain and Quartered

## Bayou Land & Lumber Co.

Mitchell Building - CINCINNATI

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

THE MALEY, THOMPSON  
& MOFFETT CO.

## Veneers, Mahogany and Hardwood Lumber

Largest Stocks

Best Selections

CINCINNATI, OHIO

## The M. B. Farrin Lumber Co.

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI

Saw Mills: VALLEY VIEW, KY.

THE T. B. STONE LUMBER CO.

Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

## THE GRAHAM LUMBER CO., LTD.

41 East Fourth Street

Manufacturers and Dealers in General Hard-  
wood Lumber, especially Poplar, Basswood,  
Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

# CINCINNATI

THE GATEWAY OF THE SOUTH

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

**SOUTHERN LUMBER**

**PLAIN and QUARTERED OAK**

**YELLOW POPLAR**

**CHESTNUT MAPLE**

**BASSWOOD**

**BAND SAWED, WIDE AND GOOD LENGTHS  
OLD FASHIONED GRADES OUR SPECIALTY**

## L. W. RADINA & CO.

DEALERS IN

**POPLAR AND  
HARDWOODS**

CINCINNATI : : OHIO

## LOW PRICES MADE

ON THE FOLLOWING:

- 1 car 4-4 No. 1 Common Plain Red Oak
- 3 cars 4-4 No. 1 Common Plain White Oak
- 3 cars 6-4 No. 1 Common Plain White Oak
- 1 car 8-4 1s and 2s Plain White Oak
- 5 cars 4-4 No. 1 Common Poplar
- 1 car 4-4 Sap Poplar
- 2 cars 4-4 No. 2 Common Cherry
- 10 cars 4-4 Log Run Cuban Mahogany

**LELAND G. BANNING,** 5th and Main Sts., **Cincinnati, O.**

## BENNETT & WITTE MANUFACTURERS OF LUMBER

**Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress**

We cater to the trade of those who inspect and measure their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Wire or Write to either  
Branch Main Office  
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222 W. 4th St.

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President

W. E. HEYSER,  
Vice-Pres. & Treas.

K. F. WILLIAMS  
Secretary

We have a very choice and complete stock of Poplar, Ash, Oak, Gum, Chestnut and Cottonwood ready for immediate shipment. Write for prices. Our mills in Kentucky, West Virginia and Mississippi are running every day and we can give you any grade or thickness in the above.

## The Hardwood Lumber Co.

1411 to 1414 Union Trust Building  
CINCINNATI, O.

## MOWBRAY & ROBINSON

SPECIALISTS IN

**OAK--ASH--POPLAR**

**ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS**

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

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809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

**OAK, POPLAR AND CHESTNUT  
TENNESSEE MOUNTAIN OAK  
ST. FRANCIS BASIN RED OAK**

WE HAVE IN DRY STOCK

- 5 cars 4-4 Plain Red Oak, 1s and 2s
- 7 cars 4-4 Plain Red Oak, No. 1 Com.
- 8 cars 4-4 Plain Red Oak, No. 2 Com.
- 1 car 6-4 Plain Mountain Oak, Com. and Better
- 1 car 8-4 Plain Mountain Oak, Com. and Better
- 5 cars 5-4 Plain Mountain Oak, No. 1 Com.
- 4 cars 5-4 Plain Mountain Oak, No. 2 Com.
- 5 cars 4-4 Chestnut, Sound Wormy
- 10 cars 5-4 Chestnut, Sound Wormy
- 15 cars 6-4 Chestnut, Sound Wormy
- 2 cars 8-4 Chestnut, Sound Wormy
- 200M ft. 4-4 Log Run White Pine M. C. O., good percentage 14 and 16 ft. good widths; contains only small amount of box
- 1 car 4-4 Log Run Cherry, 2 years dry

## C. C. BOYD & CO.

Manufacturers of

**Hardwood Lumber  
and Veneers**

MILLS: { North Bend, O.  
Lambert, Miss.

OFFICES:  
40 Glenn Building

CINCINNATI, OHIO

# CINCINNATI

THE GATEWAY OF THE SOUTH

## RIEMEIER LUMBER CO.

Plain and Quartered

## Oak, Ash and Chestnut

Mixed Cars a Specialty

### OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

### EASTERN BRANCH:

Buffalo, N. Y.

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

## HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## DUHLMEIER BROS.

## SOUTHERN HARDWOODS

CINCINNATI,

OHIO

"We make a specialty of 1-20, 1-12, 1-16,  
1-8 and 3-16 Mahogany, Oak and Walnut, Thin  
Lumber and Veneers and carry everything in stock  
in Laguna Mahogany, Quartered Ohio White Oak  
and Walnut."

THE FREIBERG LUMBER COMPANY

Manufacturers

POPLAR, FINDLAY, McLEAN AND DALTON STS.  
CINCINNATI, OHIO

## The Asher Lumber Company

Manufacturers and Wholesalers

## HARDWOODS

POPLAR A SPECIALTY

Bank and McLean,

CINCINNATI, O.

## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

## FRANCKE LUMBER COMPANY

WE SELL	THIN WALNUT	WE BUY
ASH	and	WALNUT
OAK	QUARTERED OAK	EXPORT
CHERRY	a SPECIALTY	LOGS
STATION P. CINCINNATI, OHIO		BAND MILL AT ST. BERNARD, OHIO

## Both Ends and the Middle

HARDWOOD RECORD reaches most  
everybody who produces mar-  
kets and consumes Hardwoods.

## THE STERRETT LUMBER COMPANY

BUY AND SELL ANYTHING IN LUMBER

610 FOURTH NAT'L BANK BLDG.

CINCINNATI, OHIO

To Mills—We buy good stocks outright, or sell for  
on you commission. No "Cats and Dogs" Wanted

To Customers—With our large connections we are  
peculiarly well situated to care for your wants—  
Try Us.

## Nothing But Hardwoods

# SWANN-DAY LUMBER COMPANY

CLAY CITY, KENTUCKY

OFFER

## POPLAR

Bevel Siding, Drop Siding, as well as Wide Poplar

Always a Large Stock on Hand

Prices are Yours for the Asking

# HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

GENERAL OFFICES: GRAND RAPIDS, MICH.

**RIGHT NOW**  
We Want to  
**TALK TO YOU ABOUT**



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

# W. M. Ritter Lumber Company

COLUMBUS, OHIO

We manufacture all the lumber we ship, thus assuring uniformity in grade.

We can supply your needs, since we carry on sticks 50,000,000 feet of the following lumber:

**OAK FLOORING**  
**POPLAR BEVEL SIDING**

**YELLOW POPLAR, YELLOW CYPRESS,**  
**WHITE PINE, WHITE OAK,**  
**RED OAK, CHESTNUT,**  
**BASSWOOD, OTHER LUMBER**

**PLANING MILLS**  
**DRY KILNS**

**SEND US YOUR INQUIRIES**

# R.E. Wood Lumber Company

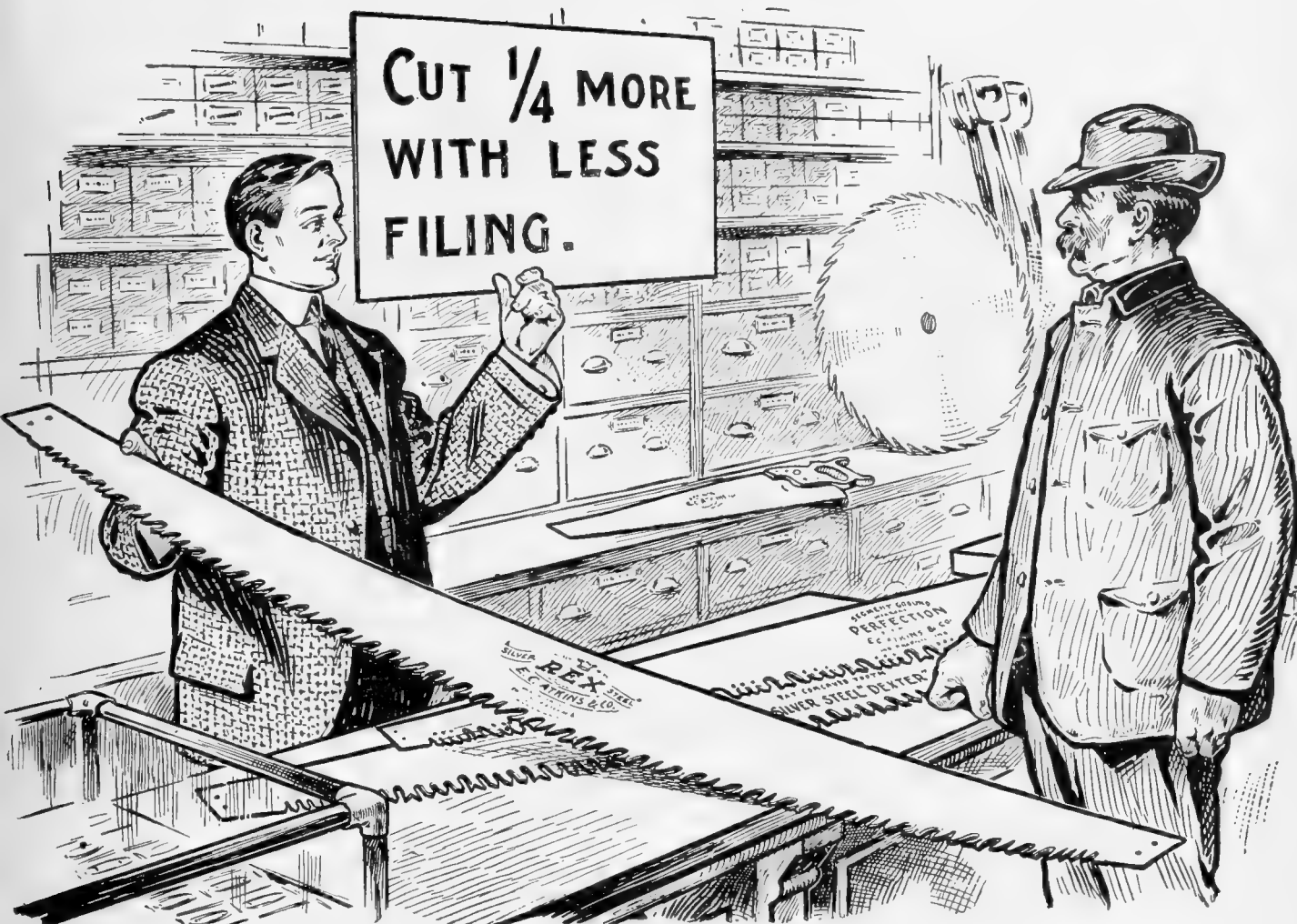
☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☞ We own our own stumpage and operate our own mills.

☞ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:**  
**CONTINENTAL BUILDING.**

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"FINEST ON EARTH"

The most profitable Saw in the world. There is scarcely a commissary in the United States but what sells them. They are in nearly all large lumber camps exclusively. The most satisfactory Cross-cut Saws, because they are made of finest material and constructed on most scientific principles. They run easier, cut faster and hold their edge longer than any other Saw. We are the originators of all the popular styles of teeth on the market.

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The Silver Steel Saw People

Home Office and Factory, Indianapolis

BRANCHES:—Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle, Canadian Factory—Hamilton, Ont.



F. C. EBERHART, Pres. Incorporated, 1902 Capital Stock, \$150,000 R. G. PAGE, Sec'y & Treas.

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**LICKING RIVER LUMBER COMPANY.**

MANUFACTURERS Ashland, Ky.  
**COLONIAL BRAND OAK FLOORING.**

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**Wisconsin Land & Lumber Co.**  
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POLISHED  ROCK MAPLE

**FLOORING**

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.  
 Write today for prices and booklet.

**CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.**  
 MANUFACTURERS OF  
**HARDWOOD LUMBER**  
 "St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

75,000 Feet 1 inch	No. 1 Common Red Gum
50,000 Feet 1 1/4 inch	do
75,000 Feet 1 1/2 inch	do
25,000 Feet 2 1/4 inch	do
20,000 Feet 3 inch	do

Write Us for Prices on Anything in Hardwood Lumber  
 148 Carroll Street, ST. LOUIS, MO.

**"Ideal" Steel Burnished Rock Maple Flooring**

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries  
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*We Protect You*

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Exclusively  
*For Lumbermen By Lumbermen*

**OAK FLOORING**

Kiln-Dried Bored Polished



Hollow Backed and Bundled

**Band Sawn and Equalized Quartered White Oak**

5/8 inch, 75,000 feet 1sts and 2nds	15,000 feet No. 1 Common
1/2 inch, 35,000 feet	250,000 feet
3/4 inch, 75,000 feet	12,000 feet
1 inch, 100,000 feet	17,000 feet
1 1/4 inch, 250,000 feet	300,000 feet

LET US QUOTE YOU

**RUSSE & BURGESS**  
 INCORPORATED  
 Memphis, Tennessee

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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### Coming Association Meetings

#### NORTHWESTERN HARDWOOD LUMBERMEN'S ASSOCIATION.

The annual meeting of the Northwestern Hardwood Lumbermen's Association will be held at St. Paul, Minn., December 7.

J. F. HAYDEN,  
Secretary.

A. H. BARNARD,  
President.

#### NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The annual meeting of this organization will be held at the Auditorium Hotel, Chicago, December 14 and 15.

E. H. DEFEBKAUGH,  
Secretary.

BURDIS ANDERSON,  
President.

#### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The next annual meeting of this association will be held at Indianapolis, on Thursday, January, 13, 1910.

C. H. KRAMER,  
Secretary.

JOHN M. PRITCHARD,  
President.

#### HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The eighth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, February, 1, 2 and 3, 1910.

LEWIS DOSTER,  
Secretary.

R. M. CARRIER,  
President.

### General Market Conditions

There are no particular changes in hardwood conditions from the report made in the last issue of the RECORD. In the middle West the market is very strong and business is above normal. On the Pacific coast trade is fair, but substitution of foreign woods is cutting into the old-time lumber shipments from the Mississippi Valley and from Michigan and Wisconsin.

There is a manifest improvement in hardwood conditions in eastern trade centers, but still business there is not nearly so strong as it is further west. It is a well established fact that recovery from a period of trade depression is much slower in the chief Atlantic coast cities than in the middle West. At the present time there is every prospect that business in the East will fairly approximate that further west not later than the first of the year.

Trade is by no means bad in the consuming sections of New York, Pennsylvania, Maryland and New England, and it is improving daily, but buying and consumption there are not as strong as they logically should be.

The short items of stock the country over are in oak, poplar, birch and maple, which are having advancing values. All other hardwoods are in fair request at satisfactory prices.

### Annual Hardwood Manufacturers' Association

The date of the eighth annual meeting of the Hardwood Manufacturers' Association of the United States has been definitely fixed for Tuesday, Wednesday and Thursday, February 1, 2 and 3 next, at the Sinton Hotel, Cincinnati, Ohio. It had previously been planned to hold the meeting on January 18, 19 and 20, but on thoroughly canvassing the situation, it was concluded that the February dates would be much better, as the time first selected conflicted with several important meetings in which various members of the association would be interested.

It is planned to make this forthcoming meeting the greatest one ever held in hardwood annals. There will be brought together at this time the leading hardwood manufacturers of the United States, leaders in hardwood lumber merchandising, and a large concourse of wholesale consumers from the furniture, automobile body, coffin and casket, wagon, interior finish, flooring and kindred trades. It is thought likely that the banquet feature usually concomitant with association meetings will be dispensed with. There is so much business to come before the association that it was found that two days would not be ample time to handle it, therefore a three days' session is authorized.

Details of the entertainment features of the meeting have not yet been definitely decided upon. However, on the second evening, February 2, an elaborate series of stereopticon pictures will be shown, illustrating different types of timber growth, and full and various details of logging and lumber operations through Allegheny and Appalachian mountains; pictures of mountaineer types, moonshiners, feudists, etc., which will be supplemented with an elaborate set of moving pictures showing every phase of the woods and river operations of the Yellow Poplar Lumber Company of Coal Grove, O. These moving pictures will include the turning loose of the Yellow Poplar Lumber Company's new 360-foot concrete splash dam on Russell Fork, the main stem of the Big Sandy River in Dickinson

County, Va., and the splashing out of more than 40,000,000 feet of big poplar sticks through the "Brakes" of the Big Sandy. This entertainment will be followed by a luncheon and smoker, and will be held in the big banquet hall of the Sinton Hotel. This entertainment should prove of vast interest not only to every manufacturer of hardwood lumber but also to every dealer and user of this material. From present indications the attendance at this meeting will be a record breaker.

### Attitude of Wholesale Consumers on Hardwood Inspection Rules

HARDWOOD RECORD is in receipt of a communication from M. Wulpi, commissioner of the Central Bureau of Table Manufacturers, Chicago, enclosing the report of the committee of his organization appointed to handle the subject of hardwood lumber inspection.

The report recites that, owing to many changes made from time to time in the rules for inspecting hardwoods, it makes the purchasing and inspection of lumber one of the perplexing questions which the consuming manufacturer has to face. The two sets of inspection rules, one by the National Hardwood Lumber Association and the other by the Hardwood Manufacturers' Association of the United States, gives added perplexity to inspection matters.

It is the opinion of the committee that these associations are not guiding their policies of inspection on as broad-gauged a plan as would be best to the mutual interest of manufacturers and wholesale consumers.

The report alleges that the rules are made up for the manufacturer of logs into lumber, and are planned to advance only the interest of hardwood manufacturers and that the consuming manufacturers are not considered.

The report further alleges that orders for lumber are usually given out with the understanding that the National rules apply on shipments from the North and that Hardwood Manufacturers' rules apply on shipments from the South. Owing to the fact that the rules of the associations are so severe on low grade lumber, the larger part of the consuming manufacturers, in making contracts, stipulate the grading, thus removing the inspection of the purchase from the application of either set of rules. This committee further states that the consumer receives no benefit from the two association rules, and that it believes that there should be a uniform set of inspection rules made which should govern hardwood lumber in all markets. It insists that the two associations should jointly adopt one set of inspection rules, which should be just to both the producer and the buyer, and urges a federal law regulating one set of hardwood inspection rules.

Furthermore, the report states that on the higher grades of lumber the rules seem to work fairly well; that the most marked defect in the grading of lumber is No. 2 common; that much of this grade should go into No. 3 common or culls. It states that the present systems are good for settling disputes, but that manufacturers of lumber have much the advantage over the consumers in No. 2 common and better, and the committee recommend the entire elimination of this log run grade, as it does not mean any definite quality.

Summing up, the committee believes in one set of rules applicable everywhere, and that the rules should be made permanent.

A report like the above, coming from a leading group of

hardwood consumers, is worthy the consideration of leaders in hardwood association and grading matters. The view taken by this organization is of necessity *ex parte*, and it does not take into consideration many basic facts. The first point to be considered in inspection rules is that grades be not made by manufacturers for their own advantage, but for the accommodation of buyers. The hardwood manufacturer would prefer to sell his lumber mill run, if by that means he could secure a reasonable profit on his straight output. When he makes grades, he attempts to so assort the various qualities of lumber that they will suit the specific requirements of remanufacture for sundry uses. All the manufacturer insists upon in the making of grades is that they shall reasonably accommodate the quality of his output of logs, and what the remanufacturer can logically demand are grades that will reasonably lend themselves to his specific requirements. There is no way of legislating values into grades. Whatever quality the grade represents the price value will follow. Remanufacturers have no right to arbitrarily say that too much "No. 3 or culls" is placed in the grade of "No. 2 common." The name does not mean anything. If they want a higher grade of No. 2 common, they can get it, but they will be obliged to pay a higher price.

The RECORD believes that the wholesale consumer does receive vast benefit from the present comparative uniformity of hardwood grading established by the two leading associations. Again, it fully agrees with the table manufacturers that one set of inspection rules should be collated and employed as a union set of rules for the guidance of both associations.

The Hardwood Manufacturers' Association invites the co-operation of every organization of remanufacturers of hardwood in the making of hardwood inspection rules, and it is up to these buyers to join hands with hardwood manufacturers in the framing of rules that shall be jointly satisfactory and just to all elements of the trade. Without a doubt a movement of this sort would be concurred in by the National Hardwood Lumber Association, but in the event that it was not, the whole-

sale consuming element would have recourse by buying its lumber entirely under rules in which they have had a hand in the making.

### A SALESMAN'S CREED

I believe in the goods I am selling, in the firm I am working for, and in my ability to get "results." I believe that honest goods can be sold to honest men by honest methods. I believe in working, not waiting, in laughing, not weeping, in boosting, not knocking, and in the pleasure of selling goods. I believe that a man gets what he goes after, that one order today is worth two orders tomorrow, and that no man is down-and-out until he has lost faith in himself. I believe in today and the work I am doing, in tomorrow and the work I hope to do and in the sure reward which the future holds. I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and honest competition. I believe there *is* an order somewhere for every man ready to take one. I believe I'm ready—right now.

—Edwin Osgood Grover.

### The Nation's Lumber Output for 1908

In this issue is published an elaborate statistical report showing the lumber output of the United States by states during the year 1908, based on reports of the government. Special details are printed covering especially the hardwood output. Washington, Louisiana, Mississippi, Arkansas and Wisconsin, in the order named, constitute the five big states in miscellaneous lumber production. Texas, Michigan, Oregon, Minnesota and Pennsylvania come after the first five states, and the others follow in decreased quantities down to Utah, the lowest on the list, with Nevada and North Dakota, having little timbered area, not rated at all.

While the valuation of the production of lumber, lath and shingles produced in 1908 reached a total of \$541,545,640, this amount represents a decrease of twenty-three per cent under the previous year's output. The average value of lumber at the points of manufacture was \$15.37 a thousand feet.

Oak lumber manufacture now centers in West Virginia, Kentucky and Tennessee.

## A Code of Ethics

Although published in the last issue of *HARDWOOD RECORD* it is doubtful if sufficient emphasis was placed upon Section 5 of Article 1 of the constitution of the Cincinnati Lumbermen's Club, which was unanimously adopted at its meeting on November 2. This clause is as follows:

The president shall, on receiving a request from any responsible firm, corporation or individual, appoint a special commission with power to act (composed of five members of the club), three to be chosen by the president and one each by each of the principals to the transaction, for the purpose of investigating the complaints of buyers or sellers, foreign or domestic, in this market, against any member of this club, or nonmember, of unfair or unmercantile conduct, with the exception of matters of inspection of hardwood lumber, which shall be submitted to and finally decided by a regularly licensed inspector of some recognized inspection bureau.

It shall be the duty of this commission to investigate such charge or charges, and it shall be empowered to call on club members or the principals to a dispute for information and evidence, and shall render a finding to the executive board of the club; said finding to be transmitted in writing to said principals, and a copy to be retained by the club.

It shall be expressly understood that in submitting a case for arbitration to said special commission that both the principals agree to accept the decision of the special commission as final and binding.

Any member refusing to abide by the decision of the special commission, or who declines to submit his case to said special commission, shall be subject to expulsion from the club by a unanimous vote of the executive board.

Any principal to a dispute, not a member of the club, who refuses to abide by the decision of the special commission, shall forfeit all right to again call on the Lumbermen's club for arbitration.

This section virtually establishes a basis of fair dealing and insures a square deal between every member of the Cincinnati Lumbermen's Club (which includes practically the totality of the Cincinnati hardwood manufacturing and jobbing trade) and the people from whom they buy and to whom they sell. It is a logical step toward the legitimate evolution of the hardwood trade, and the *RECORD* wishes to particularly commend Cincinnati lumbermen for taking the initiative in this important move. It is certain that Section five of the constitution of the Cincinnati Lumbermen's Club will go down in lumber history as one of the most important movements ever forwarded by a lumber organization.

## Imports and Exports of Forest Products

The monthly summary of commerce and finance covering imports and exports for September, 1909, shows that wood and manufactures thereof to a total of \$5,537,169 was imported during September this year, as against a total of \$3,940,122 for the same month in the previous year.

The exports of domestic merchandise for the month of September, 1909, reached a total of \$5,876,450, while the figures for the same month of 1908 were \$5,044,676 on exports of this class. Of exports of foreign merchandise the total for September, 1909, was \$130,635, as against \$140,078 for September, 1908.

It is gratifying to note that there was a substantial increase in this year's figures over those of last year, except in the last item, which, however, is really quite an unimportant phase of the business, compared with the other two.

## The Lumber Situation on the Coast

The fir manufacturers of the Pacific Coast feel assured that the good business that has marked the past two months will be continued throughout the fall in the local and rail shipping fields, while cargo shippers are encouraged with a decided increase in coastwise and foreign demand with corresponding advance in price. The prosperity of the coast is practically a corollary of the prosperity in the hardwood field, and it is pleas-

ing to note that the market situation on the Pacific is fully meeting expectations.

In hardwoods business is picking up right along on the coast, although competition is said to be keener than ever. There is not very much building going on in San Francisco, but there is a healthy growth in all manufacturing and commercial fields, and the general prosperity is naturally reflected in the hardwood business, and lumbermen are sanguine of the outlook for a continued and increasing business.

## Forestry in Germany

The German Empire has nearly 35,000,000 acres of forests, of which 31.9 per cent belongs to the state. German forestry on scientific lines has resulted in raising the average yield of wood per acre from twenty cubic feet in 1830 to sixty-five cubic feet in 1904. During the same period it has trebled the proportion of the saw timber secured from the average cut. In fifty-four years it increased the money returns from an average acre of forest sevenfold, yet today the forests are in better condition than ever before.

The experience of Germany in conserving and perpetuating its forests should be an object lesson to this country, which has dire need of immediate and effective reforestry measures.

## More Good Morals

In days gone by the embodiment of integrity in a member of a community or an organization was the nice old gentleman wearing gold-rimmed glasses, a slick stovepipe hat, spotless linen and nicely blacked shoes, and having a reputation for punctuality both in his business and social life.

This paragon of integrity was a clean man, physically and morally.

What applies to an individual can well apply to an industry, and undeniably at the present time there is a trend towards better business morals in all lines of trade. There is a trend towards cleanliness.

You can not always say what you think, but you can always think what you say.

In times gone by in the hardwood industry there were markets that were generally held in disrepute. Shippers would say, "That town is made up of a set of burglars." A community got this reputation through transactions that were pulled off by the unregenerate that threw a stench in the air that reached the sky, and the strange thing about these transactions was that they were never productive of permanent benefit to the men who indulged in them. In all the history of the lumber trade there was never a man who achieved a fortune by robbing his customer or his country correspondent. This fact adds to the glory of the old golden rule of doing business and has the added compensation of pleasant recollections that surround the good name of every man who has had a life-long reputation of doing business strictly on the level.

Several Pittsburg lumbermen have made an analysis of the policies that have accrued in that market during the last two years and have found that, almost without exception, the element that has gone to the wall has been addicted to the old and threadbare practice of raising tallies on their shipments.

It has therefore come about, without any united effort on the part of Pittsburg dealers, that several "up-and-up" lumbermen of that city are now asking their shippers to endorse on original bills of lading the number of feet contained in the car. This endorsement reads, "This car contains — feet." It is found that the railroads are willing to accept bills of lading thus endorsed and to place the question of any shortage between the original shipper and the consignee.

It is a mighty good feature of trade morals and forms a suggestion that it might be well for other intermediaries in the lumber trade to adopt.

## A Tribute to a Friend

James Elliott Defebaugh was my friend for nearly a quarter of a century.

For years we have been "Jim" and "Henry" to each other, and as I write, the thought that I shall never hear his voice again strikes upon my heart with inexpressible grief.

Memories of our business and personal association come crowding thick and fast, but it is when we feel most deeply that words come haltingly.

In 1886, Mr. Defebaugh, then proprietor of *The Timberman*, went to Toledo, where I was engaged in the lumber business, and solicited my cooperation as a writer on lumber topics for the publication he had recently started. Our relations immediately broadened into intimate friendship and a close business alliance, and when *The Timberman* was consolidated with the *Northwestern Lumberman*, I continued on the staff of the "new" paper, which is now known as the *American Lumberman*. Although in 1905 I severed my connection with the *American Lumberman*, my friendly personal relations with Mr. Defebaugh have known no diminution until now that Death's inexorable mandate has cut them off.

James Elliott Defebaugh was a self-made man in the best acceptance of the term. He was born at Williamsburg, Pa., in 1854, of Dutch ancestry. He was educated at the common schools, but when twelve years old his ambition for work impelled him to obtain a position in a printing office. In three years he was working "at the case" in the office of the *Pittsburg Gazette*. In 1876 he was assistant cashier of the *Philadelphia Times*. During the Centennial celebration of that year he became acquainted with the Rev. J. B. McClure, who, the following year, induced him to move to Chicago, where he took great interest in the Young Men's Christian Association, and also connected himself with a number of eastern trade papers as their Chicago representative. While thus engaged, he substituted for the secretary of the Lumbermen's Exchange of Chicago, and in this way came in touch with the lumber business. This interest resulted in the establishment of *The Timberman*, a modest, sixteen-page, weekly publication. On January 1, 1899, *The Timberman* was consolidated with the *Northwestern Lumberman*, W. B. Judson, proprietor of the latter paper, assuming the business management, and Mr. Defebaugh caring for the editorial end. In 1906 Mr. Judson sold his interest to Mr. Defebaugh and retired from active business.

As a trade journal publisher, James E. Defebaugh has been an almost unparalleled success. Perhaps the reason for this may be found in the estimate given of him the other day by a business acquaintance and friend: "His was the most intensely commercial mind I ever have known, and when you combine this kind of a brain with the highest ideals of honor and business integrity, success is certain."

A man's character is largely fashioned by his philosophy of life.

With James Elliott Defebaugh, life was serious from the beginning, and from the time he was twelve years old to the day of his death he met toil gladly and constantly. He discharged his duties always with honesty, fidelity and ability. He was a clean man in language, in thought, in personal habits, and in action. He was careful of his influence, and any young man would profit well by following his example.

Mr. Defebaugh was in many ways a lonely man, but to those who knew him best, he was most affable, and particularly interested in their business success. He was a man of indomitable will and in no way did he illustrate this better than in the last year of his life. Although he was satisfied that he was suffering from an incurable disease, he spent all of his time last spring at Washington, battling for what he considered the best interests of the great lumber trade, whose cause he had espoused—to the tariff issue he gave his time and his wonderful energy, without thought of what it might mean to him physically. Even after he was stretched upon his last bed of pain, he fought death with this same courage. At last, when he knew that defeat was inevitable, he did not even then allow those dearest to him to suspect that he had given up hope; as he said recently to an acquaintance, "I know I am going to die, but I haven't told my wife nor my brother. You see, I can bear it better than they." This was indicative of the strength of his character. He bore his burdens single-handed and unassisted; he relied on himself. Mentally he was the embodiment of self-reliance and strength. He never would acknowledge defeat.

Looking about me for such another stern, unyielding, and still gentle soul, I experience a sense of bewilderment. The air resounds with paltry declarations of righteousness and friendship, but the world is poorer today for the loss of a man of inflexible integrity, and I for the loss of a friend, in the death of James E. Defebaugh.



JAMES E. DEFEBAGH,  
1854-1909

"Just a word ere you go, old friend,  
Just a word ere the oarsmen bend  
And your boat speeds out on the unknown sea,  
Whose further shore is eternity.

"The night is closing, our eyes are wet,  
But see! There's time for a signal yet—  
Quick! Ere thy bark has left the sand,  
Give us a wave of your cheery hand,  
And hark to our answer, swinging back,  
Far o'er the waters, cold and black,  
Straight to the foot of the great white throne,  
Where the Master waits to claim His own.

"Christ! Be good to him to the end,  
For he was a friend—a friend—a friend."

—HENRY H. GIBSON.



## Pert, Pertinent and Impertinent

### The Little Star

Twinkle, twinkle, little star, how I wonder what you are! Are there people living there, countless leagues from anywhere? Have they sorrow or distress in your shining wilderness? Or is bitter human woe only found on earth below? Twinkle, twinkle, little star! I will bet a good cigar that if men are living there they are pawing at the air, saying taxes are too high, and they miss their share of pie; they are chasing round in swarms clamoring for new

reforms that will place them in a row where the blooming plum trees grow. On your distant golden shores there are doubtless hosts of bores, who explain, from sun to sun, how the country should be run; who are sounding warning notes while they skirmish round for votes. There are other bores with packs of fool figures on their backs, proving that the time is near when there'll be a bankrupt sphere. Twinkle, twinkle, little star! Keep on twinkling where you are! Twinkle till the voters say that you're throwing light away!

WALT MASON.

### Down and Out

To be "resigned to fate," is true.

We'd feel less hesitation.

Were fate not almost certain to

Accept the resignation.

CHICAGO RECORD HERALD

### Lucky

"The preacher that married you says you only gave him a dollar."

"He ought to be glad I didn't sue him for damages." Houston Post.

There is no age to a woman's money; guineas are always young.

Chance is like an amberill—it don't take time to lose it.

It is not denied that women are foolish. God Almighty made them to match the men.

Some people's virtues sit upon them as their clothes do—they look as though they pricked dreadfully.

Only people who agree with you listen to reason.

One good turn doesn't always get the other it deserves.

Long hair and a short tongue seldom travel together.

A girl makes up with an admirer; a widow makes up for him.

Some people look upon the ship of state as a political band wagon.

A man can afford to toot his own horn if it is the horn of plenty.

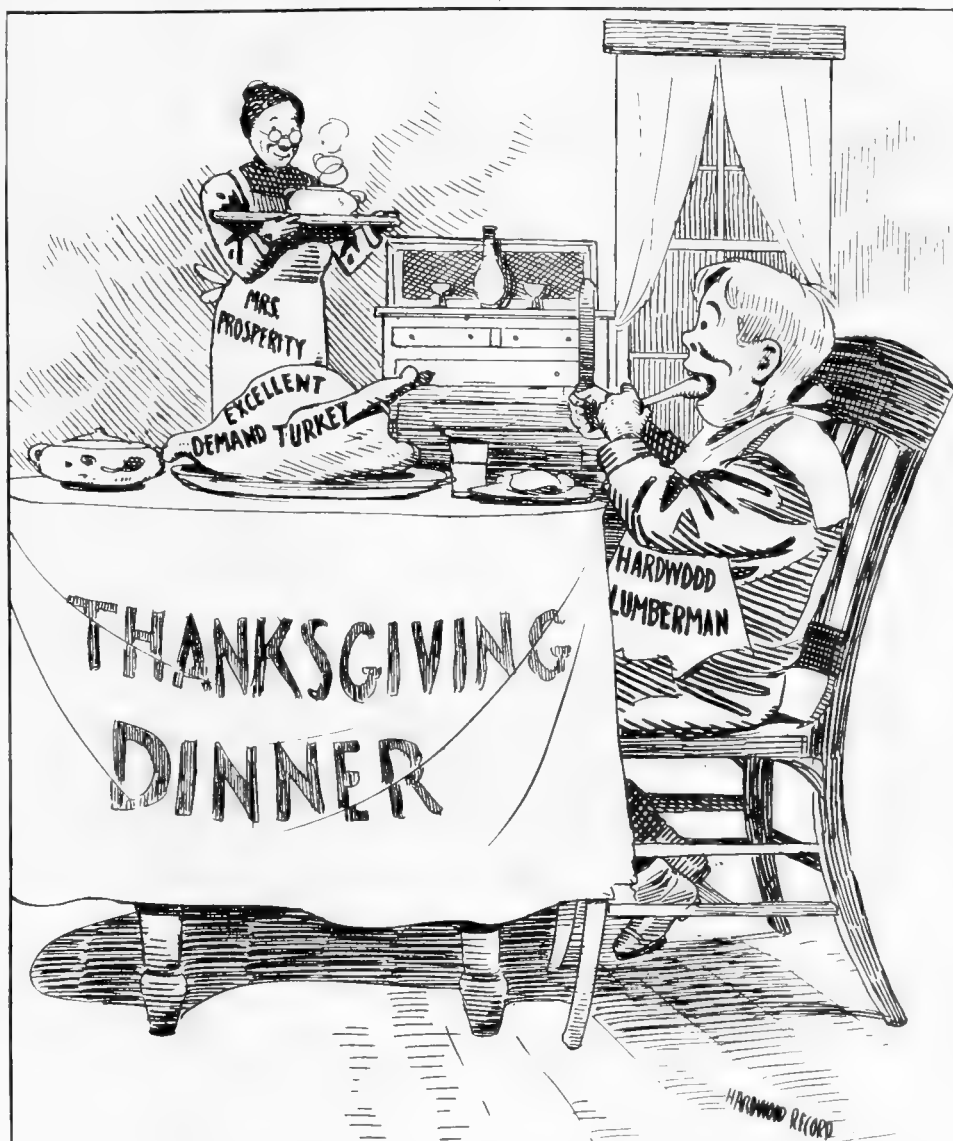
Every boy has an idea that if his father had lived at the right time he could have thrashed Goliath.

If you would stand well with a woman give her your seat in a crowded car.

Every time a man gets elected mayor of a village he thinks he's in line for a four years' residence in the White House.

What becomes of the 2 cents a woman saves when she buys a dollar article for 98 cents?

## The Hardwood Boy's Thanksgiving



The Boy: "Gee! I haven't eaten this much before in several years."

Subsequent events frequently demonstrate that the bride was the best man at the wedding.

A girl may be angry at a man for trying to kiss her, but just the same she admires his good taste.

Occasionally a man bumps into something that is too good to be true—and the shock wakes him up.

The trouble with the average young man is that he doesn't think seriously of marriage until after he faces the parson.

A strong-minded woman misses a lot of good things because she doesn't understand the art of crying effectively for what she wants.

He's a poor dentist who is unable to get to the root of the matter.

A man can't be as wise all of the time as a woman is some of the time.

When a man falls in love he quits laughing at other victims of the disease.

If a mountain refuses to come to some men they put up a bluff of their own.

The only noticeable thing about some men is that they are unworthy of notice.

Some women just can't help referring to a dollar boat excursion as a yachting party.

There are too many men in this world who are not content with wasting their own time.

### Mutilated Maxims

Loaf and grow fat.  
Taste not want not.  
Let sleeping debts lie.  
Beggars can't be boozers.  
Money makes the mayor go.  
"Still" whisky runs cheap.  
Lend me little lend me long.  
Fine feathers make fine beds.

A horse untied waits for no man.  
Every crowd has a silver lining.  
None but the bald repine for hair.  
Absence makes the heart to wander.  
Charity covers a multitude of skins.  
Discussion is the better part of valor.  
We never know who we can do till we try.  
Whoever's worth doing is worth doing well.  
Never put off till tomorrow the man you can do today.

—EXCHANGE.

### Wherein They Differ

Her—"When a man starts to talk he never stops to think."

His—"And when a woman starts she never thinks to stop."

The average man is a willing worker—when he meets another man who is willing to be worked.

About the only thing that would shock some people is the electric chair.

## Builders of Lumber History

NUMBER LXXXVI

Henry C. Yeiser

(See Portrait Supplement.)

Cincinnati stands high among the hardwood markets of the country. This enviable position is due in great part to the large number of strong, progressive and resourceful men connected with the hardwood industry of the city.

A recent addition to the trade of Cincinnati was Henry C. Yeiser, organizer and president of the New River Lumber Company and president of the Globe-Wernicke Company, another of Cincinnati's notable business concerns. The latter institution ranks among the largest of the office furniture houses in the world, the hardwoods used being both varied and of great quantity. It was because of this fact that Mr. Yeiser promoted the New River Lumber Company in order to facilitate and economize in the hardwood supplies for the furniture concern. The lumber auxiliary furnishes to the Globe-Wernicke Company forty per cent of the hardwood used and the rest of its product is sold on the open market.

The New River Lumber Company has office headquarters in the Union Trust building. It has mills at New River and Norma, Tenn. Its hardwood timber holdings comprise approximately 60,000 acres lying in Scott, Campbell and Anderson counties, Tennessee. The timber includes poplar, oak, chestnut, maple, hickory and a little pine, all of exceptionally fine quality.

The Norma mill is in charge of F. G. Norcross, and the New River mill of H. E. Fuller. W. H. Hopkins, treasurer of the company, has charge of the Cincinnati office, the general supervision of the affairs

of the company being in the hands of the president, Mr. Yeiser.

There are several advantageous features connected with the mills. The logs are skidded to the line of the Tennessee railway which runs through the center of the properties. There is a branch line of twenty-three miles connecting with the main line of the Queen & Crescent railway, affording excellent shipping facilities. The Norma mill, which is quite new, has the most modern equipment and convenient arrangement, having three complete band mills, one of which is kept almost continually on quarter-sawing. The plant has electrical power and an unfailing water supply. In the logging two steam loaders and geared engines are employed. The company carries 12,000,000 feet of lumber on its yards, which are most conveniently arranged for handling and shipping.

The company has erected one hundred houses at Norma for the use of its employes and contemplates other improvements in order that its plant may have every working facility.

Mr. Yeiser's plan is a new departure for concerns covering the office equipment field. In fact, it is the only instance where a lumber plant is owned outright. But the consumption of hardwood by the Globe-Wernicke Company is so great that a plant of its own was imperative.

Mr. Yeiser is just the type of man to meet and overcome difficult situations, and he is not the sort to hesitate to take the initiative. From the time (only a few years ago) that he took charge of the Globe-Wernicke Company until now, there have

been many additions to the three factories, each a correlative unit in the whole. He thus placed the business right at the top. His New River Lumber Company is simply a continuation of the same policy, an exemplification of a scheme inaugurated at the beginning. He directs both institutions, the lumber company being given a position that will insure its permanency in the trade.

Mr. Yeiser is a man of strong personality, devoted to his business. He is easily approached, a good listener, and expresses his views in a clear, concise and convincing manner. He is a master of detail, the most minute factor of his vast manufacturing enterprises being as familiar to him as to the workman in whose charge the various departments may be. A firm believer in system, every phase of his business is thoroughly systematized and operated from the main office. Mr. Yeiser advocates the adoption of every effective labor-saving device, which will facilitate the work of his employes in any way.

This man, a comparatively new comer, is now a valued and prominent member of Cincinnati's hardwood trade. He is past fifty-six years of age and evidently those years have been well spent. Mr. Yeiser is personally a very modest man and does not seek the limelight. However, he does take pride in the fact that the two companies which he controls and which have a combined capital of over \$6,000,000, give employment to 2,000 persons and are of a class seldom exceeded in American industrial life.

Mr. Yeiser is closely identified with Cincinnati's commercial interests, and is a member of the leading business organizations. One of his hobbies is gunning and the stories of the number of targets he has hit prove him a mighty good shot.

## Semi-Annual Southern Cypress Manufacturers' Association.

One of the best attended meetings in the history of the Southern Cypress Manufacturers' Association was held at New Orleans on November 17. The association adopted a resolution standardizing odd lengths; appointed a committee to take up with traffic officials the matter of speedier handling of overcharge and other claims; adopted the report of its committee pertaining to cutover lands to the effect that it would be preferable to retain cutover lands for agricultural purposes rather than to attempt reforestation. The meeting adopted grading rules covering ear siding, roofing and lining, and dispatched considerable routine business.

Twenty-eight mills were represented at this semi-annual meeting, and the Chalmette Cypress Company of Arabi P. O., and the Wardville Lumber Company of Wardville, La., were elected to membership.

Secretary George E. Watson's report, which was accepted and put on the records, is as follows:

It is usual for the secretary of an association such as this to report at each meeting what has been accomplished since his last report. I intend departing from this custom for the reason that our members already have been informed, by bulletin and circular letter, of the workings of our organization. If they have read what we have sent them they know what we have done.

The important things to consider now are those which are impending. In other words, those problems which the manufacturer of lumber must face in the near future should be discussed; there should be a full realization of their importance and plans should be made to properly meet them when they develop. We are prone to look into the future only with regard to supply, demand and prices, but we should go further, for we are now confronted with conditions of a character such as we have never been called upon to meet. We are placed in an anomalous position which we should combat and we, as lumbermen, are oftener misquoted, misjudged and

misunderstood than any other set of business men on top of the earth.

I hold that this is mostly our fault. Secure in the knowledge of our own honesty of purpose, we have smiled at the things said of us and have made no effort to correct erroneous statements or to set the public right where it has been wrong. We should have learned a lesson from the lumber trust investigation and from the tariff fight, but I am afraid we have not. It is as true today as it was two years ago that if we are called a trust we smile at the other fellow's ignorance and say nothing to enlighten him.

In his own opinion the average citizen understands the lumber business as well as do those who have spent their lives at it, and the mere fact that you have bought trees and the land upon which they grow does not prevent him from forcing his ideas upon the public as to how and when these trees shall be cut, and the public implicitly believe him. Is not it our fault if we sit still and let the public receive its education from those who know nothing of the subject? Should we not add ourselves to the faculty and do some of the teaching?



HENRY C. YEISER  
CINCINNATI, OHIO



THE GREATEST PROBLEM

This leads up to the greatest problem of the day for lumber manufacturers, which is the keeping of timber conservation out of politics. I am afraid it is almost too late to accomplish this, for it is already the subject of much political speculation in the various capitals. As with the lumber trust bugaboo, we have moved too late. We are too apt to smile at mere theories and to do nothing until they have developed into such deep-rooted conditions that it is almost impossible to overcome them. Thus it was with the trust theory, which has cost the lumbermen millions of dollars and which was directly responsible for the tariff fight and the partial elimination of the tariff on lumber.

Gentlemen, it is an absolute certainty that this state (and others, for that matter) is preparing to pass laws looking to the conservation of timber. In the guise of protecting all natural resources, timber alone will be legislated against, for the reason that other varieties of conservation might not be popular with the voting public. It is not my intention to argue for or against conservation. Properly handled it would mean, as Captain White suggested in New Orleans a few weeks ago, sufficiently high prices for uppers to cause a heavier consumption of lower grades and thus permit the profitable sawing of top and other inferior logs. He also suggested in St. Louis last week that this impending legislation should make it a misdemeanor, punishable by fine, for a lumber manufacturer to sell lumber for less than it would cost to grow the trees and saw them into lumber.

The idea alone that there are bound to be conservation laws introduced in the various state legislatures in the very near future is not the particular cause for worry. It is the fact that these laws will be written, introduced and perhaps passed by politicians seeking to popularize themselves and who know not the least rudiments of the lumber business, that should cause us to sit up and take notice. The public will be with the politicians in this movement, for the public, while it concedes that the farmer owns his land and the crop upon it, has been educated into the belief that it has more rights than have you in the timber upon which you are paying taxes. Therefore it is of supreme importance that these impending laws be watched, that they be absolutely defeated, unless they are alike in all lumber producing states, and that the lumbermen take a greater interest in such political moves, for they are strong if they act together. I am informed that three bills looking toward timber conservation are already prepared and will be brought up at the next session of the Louisiana legislature.

CONSERVATION OF CYPRESS

It is difficult to conceive just where cypress enters into this conservation movement. It does not grow on hills, where the soil is subject to erosion, nor is it responsible for the water supply at the head waters of streams. It does grow in the richest soil to be found on this little earth of ours, and some of the most productive farms to be found anywhere were once cypress swamps. The cypress people believe that true conservation should be practiced at the other end of the line and that that wood should be used which will not decay and soon require replacing, which means, of course, the greater use of cypress. Joking aside, we are between two millstones. There is the movement to prevent the depletion of the forests and there is the movement to drain all swamp lands. A certain tract of cypress which is known to some of you was drained a number of years ago, with the result that a large number of trees are dead or dying. The September storm of this year blew down 20,000,000 feet of this weakened timber and yet you, according to popular demand, must submit to laws which will prevent the cutting of your timber and laws which will drain your swamps.

It is no secret how politicians handle such things, nor is it strange that we should be fearful of the results of legislation designed by them. They want us to conserve, and yet what did they do to timber taxes this year? To ease the burden of the poor Louisiana farmer who was afflicted with boll weevil troubles, ten millions of dollars were lifted from the farmers' taxes and practically all of it was saddled upon the timber owner. This is the kind of medicine you have to take.

Another of the important problems of the day is the present militant attitude of the lumber retailer. During the last two years the manufacturer has been in the depths and has been making little, if any, profit out of his business. On the other hand, the retailer has prospered, has learned to assert his authority over the manufacturer needing orders and has become more aggressive in insisting that all business be transacted according to methods dictated by him. He tells the manufacturer there are certain customers whose business is thoroughly worth while whom he shall not sell, but that he shall cleave only unto the retailer. He is also preparing to dictate to the manufacturer the business methods he shall follow in dealing with these customers. He is willing to let the manufacturer have. He is making every preparation to insert, after his midwinter convention, terms of sale of his own making in the orders he will thereafter give. If for economic reasons the manufacturer sees fit to make changes in the lengths of a certain few items, he uses it for campaign purposes, stuffs the ballot box and makes it appear that all items are to be so changed. His arguments lead one to think that only 12 and 16 foot lengths are purchased by the retailer, as only they can be used without waste.

I do not intend to be harsh in this criticism of the retailer, but it is a condition you have met and unless there is a change the manufacturer will have other problems to reckon with.

These subjects are too deep to be handled in such a short report as this, but they are of such importance that they should receive your earnest consideration.

Treasurer Dodge's report showed a good balance in the treasury and he expressed the belief that the revenues were ample to meet current expenses.

Acting Chairman Westmoreland of the Tupelo Committee, submitted several changes in the grading of that wood which were adopted. Mr. Westmoreland also presented the following report as chairman of the Terms of Sale Committee, which was also adopted:

As the Chicago meeting of the American Lumber Trades Congress abolished the terms of sale which were in effect in all lumber organizations participating in that congress, it was necessary for this association to immediately put in effect terms of sale of its own and I, therefore, as chairman of the Committee on Terms of Sale, called a meeting to convene in New Orleans June 25. There were also present at this meeting the members of the Committee on Grades, the Committee on Form of Price List and the delegation attending the Chicago convention of the American Lumber Trades Congress. As all committees of this association have been given power to act, subject to the later ratification of the association itself, our committee adopted terms of sale which were ordered printed on slips to be attached to invoices, acceptances, etc., as follows:

NOTICE

For protection, against loss in transit, we request that you make a record of the box car door seal numbers and initials. If shipment has been transferred from original car and there is damaged stock, or a shortage, demand that the railway agent verify your statement. Should he

refuse, advise us immediately. No claim will be considered if not mailed with expense bill within five days after arrival of car. Should there be a shortage, the loss occurred in transit and we must have your affidavit.

TERMS OF SALE

The consignee shall pay freight, balance net cash, sixty days from date of invoice. Discount (a premium offered for prompt remittance) will be allowed on the amount remitted only, as follows: Two per cent within fifteen days or one per cent within thirty days from date of invoice.

These terms of sale were ordered placed in the Price Current by the Committee on Form of Price List and in the grading rules by the Committee on Grades and Specifications.

The meeting held was a joint session for the reason that the matters to be taken up overlapped from one committee to another. The joint session ordered that rubber stamps be prepared and sent to all members, these stamps to be used on acceptances, invoices, quotations and in any correspondence bearing upon the sale of lumber. The wording of this stamp is as follows:

"Our lumber is sold on the grading rules and terms of sale of the Southern Cypress Manufacturers' Association and subject to the 'Code of Ethics' of the American Lumber Trades Congress, and all quotations are made and orders accepted thereon. Claims on account of grade or measurement will be adjusted on report of inspector of above association, party in error to pay cost of inspection. A variation of more than 5 per cent in measurement or grade of the item complained of shall constitute an error."

A New Hardwood Mill in Alabama

A thoroughly modern plant for the manufacture of hardwood lumber has recently been completed by the Poplar Lumber Company at Tar Springs, Danville postoffice, Alabama. The mill, which will turn out a general line of southern hardwoods, is equipped with modern machinery throughout, as is also the stove mill. The company has a body of timber comprising high-grade poplar, forked leaf oak, hickory, beech, etc., which will be manufactured into lumber, and the concern will also cut dimension stock and oak staves and heading.

The president of the new company, Mr. Potter, and the secretary-treasurer, Mr. Hitt, are both men of wide experience in lumber manufacture, and success is sure to crown their efforts.

Death of Prominent Indiana Lumberman

As the result of a very sad accident Elliott G. Shulze, secretary and general manager of the Hoffman Brothers Lumber Company of Fort Wayne, Ind., was recently killed. While riding a wheel in his home city Mr. Shulze collided with another cyclist going in the opposite direction, and was hurled to the ground, sustaining serious injuries from which he died two hours after the accident. The direct cause of his death was hemorrhage of the brain. The other cyclist was only slightly bruised. Mr. Shulze was prominent socially and in church circles as well as a general favorite with business associates. He was 44 years of age and left a wife and four children.

Mr. Shulze entered the employ of the Hoffman Brothers Lumber Company when a very young man, and by steady application and hard work won promotion after promotion until he rose to the position of secretary and general manager of the concern. He had been connected with the company for thirty years. The operations of the company were closed down immediately upon receipt of the news of Mr. Shulze's death and remained closed until after the funeral services.



# The Country's Production of Lumber in 1908

The statistics of the lumber cut in 1908 are based upon the operations of 31,231 active sawmills situated in the various lumber-producing regions of the United States. The bulk of these reports were made by the manufacturers directly to the Bureau of the Census and the Forest Service. As in previous years, however, the data for New York were furnished entirely by the forest, fish, and game commission of that state. Assistance in securing reports from delinquent members was rendered by the secretaries of several associations of lumber manufacturers. In addition, many delinquent reports were secured through state foresters, through members of the Forest Service who were especially detailed to collect such information for the Eastern states, and from forest officers in the Western states. The result is that these statistics probably represent the most complete census of lumber production ever made in the United States. Although it is probable that a number of small mills in out-of-the-way localities were not reached, it is believed that the total reported production closely approximates the actual output.

In addition to bringing out the fact that the canvass in 1908 was more complete than that for the preceding year, the figures disclose in a most striking manner the adverse conditions obtaining in the lumber industry during that year. The percentage

of mills reported as idle throughout the year was more than twice as large as the corresponding percentage for 1907. This fact and also the fact that a large number of mills reported as active in 1908 were idle during a part of the year account for the falling off in the reported lumber production.

As a result of the business depression, the quantity of lumber produced in 1908 was less than that for any year since 1900, and the average value per thousand feet of the cut at the mill was less than in any year since 1904.

The average value per thousand feet at the mill for all the lumber produced was \$11.13 in 1900, \$12.76 in 1904, \$16.54 in 1906, \$16.56 in 1907, and \$15.37 in 1908. The decrease in average value per thousand feet in 1908 was general, only a few kinds of lumber showing even small increases over 1907.

While there was an increase of 2,381, or 8.3 per cent, in the number of mills engaged in the production of lumber, there was a decrease of 7,031,785,000 feet, or 17.5 per cent, in the total quantity of the output. In the case of most of the states, reports were secured from a greater number of active mills for 1908 than for 1907, while, on the other hand, the cut in 1908 was generally less than in 1907.

Yellow pine had been far in the lead as a lumber producer for more than a decade

previous to 1908, and in that year its cut amounted to 33.8 per cent of the total cut from all species. Douglas fir ranked second both in 1908 and 1907. White pine ranked third in both years. Though still maintaining their relative rank, oak and hemlock fell off 947,249,000 feet and 842,173,000 feet, respectively, or about 25 per cent each.

The softwoods supplied 76.9 per cent and the hardwoods 23.1 per cent of the total production in 1908. The softwood cut was less in 1908 than in 1907 by 17.6 per cent, while that of the hardwoods was less by 17 per cent.

## Oak

Many different species of oak are cut for lumber, and it is impracticable to give the statistics separately for each. Among the kinds most used are white, red, chestnut, chinquapin, bur, and Spanish oaks.

The production of oak lumber has fallen off heavily in the last ten years. In 1908 it was less by 947,249,000 feet, or 25.5 per cent, than the cut of 1907. The oaks are very widely distributed, and no one state leads decisively in the production of oak lumber. Kentucky and West Virginia reported practically the same quantity in 1908. Tennessee ranked third and Arkansas fourth, with Pennsylvania and Ohio following in the order named. No other state produced as much as 200,000,000 feet.

Among the principal oak lumber pro-

STATE	Total		Oak		Maple		Yellow pine		Fir		Spruce		Beech		Birch		Hickory	
	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value	Quantity M feet B M	Value
1 United States	7,654,363	\$151,225,659	2,771,711	\$56,841,634	874,683	\$14,265,284	674,122	\$16,552,147	589,147	\$7,706,249	510,411	\$6,773,401	410,072	\$5,516,174	386,367	\$6,343,393	319,905	\$6,540,184
2 Alabama	89,964	1,967,152	41,128	895,689	706	7,779	2,838	630,693	4,278	91,694	8	14,299	133	1,330			259	8,180
3 Arizona																		
4 Arkansas	531,559	9,899,982	218,460	4,701,117	2,906	41,994	3,183	77,629	191,315	2,334,638			2	26	26	430	362	4,641
5 California	506	14,380	886	14,176														
6 Colorado	257	1,835																
7 Connecticut	57,870	1,194,392	28,872	502,693	2,589	3,144	199	4,011	61,384	1,007,925	578	7,635	939	18,780			466	7,247
8 Delaware	9,432	194,172	7,111	148,294	487	5,279							92	1,136				
9 Florida	2,578	87,315	921	22,991			598	17,808	3	515								
10 Georgia	18,673	1,019,625	20,662	407,490	141	1,410	20,627	468,027	2,530	2,831	1,240	10,411	514	7,073	112	1,849	104	1,999
11 Idaho	3,669	38,493																
12 Illinois	418,308	2,438,311	63,685	1,719,840	7,132	88,791	1,639	35,158	12,067	1,119,693	33	593	1,304	16,013	458	7,607	103	6,090
13 Indiana	410,640	10,357,133	164,327	5,015,290	31,944	117,320	20,441	648,947	19,328	296,847	1,711	51,936	70,389	995,300	465	7,491	8,889	214,536
14 Iowa	19,321	154,216	6,041	122,632	1,595	24,994									342	4,983	1,863	33,248
15 Kentucky	569,259	13,420,722	317,860	6,511,488	6,428	91,635	118,831	3,008,801	28,827	392,047	29,280	422,171	29,557	367,265	8,671	13,949	8,091	143,668
16 Louisiana	114,545	2,260,152	25,079	439,635	401	6,416	753	19,061	12,499	174,861			185	2,956				
17 Maine	63,174	1,592,302	9,623	180,009	14,895	122,701					5	74	5,141	65,651	54,233	876,405	3,864	69,629
18 Maryland	76,647	1,385,123	44,845	832,772	9,127	10,707	1,716	11,908	1,700	17,711	15,086	2,117	1,848	21,682	774	10,418	1,043	21,940
19 Massachusetts	65,181	1,094,965	14,120	251,901	6,142	97,543					30,931	532,013	4,604	51,572	3,833	57,799	1,219	18,797
20 Michigan	687,962	11,760,310	21,254	500,082	403,076	1,000,877							85,746	1,126,702	60,996	804,717	49,832	1,982,549
21 Minnesota	71,584	1,159,592	13,308	277,529	1,235	19,274									6,823	94,157	17,111	294,968
22 Mississippi	301,846	7,384,707	133,275	3,349,291	1,147	15,413	16,749	4,879,777	124,849	1,066,698			1,448	25,872			297	5,720
23 Missouri	121,933	6,386,144	156,658	3,438,874	8,355	119,660	7,131	11,717	84,784	1,112,844			215	1,588	676	9,674	546	8,892
24 Montana	227	1,834																
25 New Hampshire	28,462	1,013,205	15,098	247,607	7,443	133,602					6,490	107,455	7,312	137,539	14,146	248,518	1,737	29,963
26 New Jersey	19,112	512,634	8,062	226,772	341	7,788			1,716	12,410	8,187	111,628	72	1,995	77	867	9	180
27 New Mexico																		
28 New York	92,644	8,179,455	55,867	1,676,910	94,155	1,880,100					29,378	646,116	7,117	167,635	43,918	966,194	40,446	970,594
29 North Carolina	228,586	6,000,445	107,714	1,736,815	7,014	38,127	42,699	1,119,710	4,523	7,710	1,111	61,111	2,210	2,865	81	9,450	3,801	62,317
30 Ohio	447,772	10,479,138	290,783	4,998,322	33,818	59,092	11,010	1,855,160	1,716	11,849	11,849	112,868	40,760	608,139	171	2,067	16,282	336,855
31 Oklahoma	58,422	978,151	23,121	372,017		1,768			5,325	64,113							37	888
32 Oregon	1,002	109,668	1,179	41,453	1,973	1,807												
33 Pennsylvania	524,112	9,473,429	296,432	4,147,319	52,897	1,407,930	10,475	292,545	1,111	11,719	11,719	1,433,361	6,157	74,949	21,737	405,768	11,742	291,552
34 Rhode Island	15,949	273,403	5,096	101,856	677	5,442							41	615	118	1,377	50	5,000
35 South Carolina	24,778	439,305	4,795	71,432			2,315	7,499	106,999	3,758	50,262							
36 South Dakota																		
37 Tennessee	651,368	13,164,913	294,761	6,496,410	7,134	8,811		2,097,129	76,718	772,117	77,718	870,637	10,601	148,292	532	8,552	6,408	114,755
38 Texas	27,773	456,178	15,372	267,236					8,711	102,668					10	153	7	112
39 Utah	316	4,740																
40 Vermont	66,202	1,406,532	6,628	107,551	27,797	69,442					1,944	26,294	11,248	143,740	27,056	447,722	9,161	155,920
41 Virginia	322,064	5,624,044	178,062	2,978,977	4,963	78,122	66,840	1,650,980	14,027	1,711	4,185	99,718	71	12,183	895	15,833	3,700	77,680
42 Washington	3,025	132,180	1,159	86,925														
43 West Virginia	692,793	12,801,152	317,703	5,790,424	34,729	448,351	132,397	3,515,140	3,099	45,218	89,254	1,338,810	24,734	257,976	9,746	160,393	19,422	368,490
44 Wisconsin	666,208	6,012,187	33,323	857,998	85,721	1,088,657							1,464	17,056	146,781	2,117,955	110,364	2,230,524
45 Wyoming	9	132	4	80														
46 All other states	1,292	26,578	530	10,165	130	1,717												

ducing states the decreases from 1907 to 1908 were as follows: Kentucky, 138,863,000 feet, or 30.4 per cent; West Virginia, 148,899,000 feet, or 31.9 per cent; Tennessee, 57,836,000 feet, or 16.2 per cent; Arkansas, 86,431,000 feet, or 28.3 per cent; Pennsylvania, 109,229,000 feet, or 34.6 per cent; and Ohio, 70,305,000 feet, or 25.9 per cent.

The cut in 1908 was but little more than three-fifths as much as in 1900, and it is probable that the total cut of oak lumber will never again be as great as it was in that year.

The supply of oak in the northern states has been largely cut out, and now the southern states are being heavily drawn upon. In 1900 Indiana ranked first in oak production, with 649,794,000 feet, or nearly four times as much as in 1908, and in the same year Ohio was second, with 596,618,000 feet, or nearly three times as much as in 1908.

### Maple

While the total production of maple lumber was less in 1908 than in 1907 by only 64,090,000 feet, or 6.8 per cent, a decrease of 23.5 per cent in the average cut per mill is shown.

Michigan was the principal state producing maple lumber in 1908, in which year it supplied more than 46 per cent of the total. New York had a slightly larger cut of maple in 1908 than in 1907, and ranked second in the latter year, having displaced Pennsylvania and Wisconsin, the

states that ranked second and third, respectively, in the previous year. Only relatively small quantities of maple lumber were produced in the other 30 states from which it was reported.

### Cypress

Apparently cypress suffered less from the unfavorable market conditions obtaining during 1908 than almost any other leading kind of lumber. It is a very useful wood, and while the demand for it is increasing, the supply of stumpage is not large.

Louisiana again in 1908 was preeminently the cypress-producing state, furnishing almost two-thirds of the total cut of lumber of this kind. In this state the production of 1908 was less than that of 1907 by only 20,995,000 feet, or 4.1 per cent. While the quantities of cypress lumber cut in the other states were relatively small, their combined output was larger in 1908 than in 1907.

### Yellow Poplar

The trade name "yellow poplar" is used to designate the tree which is known to botanists as "tulip-tree" or "tulip poplar" (*Liriodendron tulipifera*). It has no reference to the true poplars of the genus *Populus*, of which the cottonwoods and aspens are prominent representatives.

A production of yellow poplar lumber was reported in 20 states in 1908, and the average cut per mill was about 98,800 feet. The total cut was 24.2 per cent less than in 1907. In 1908, for the first time, West

Virginia led in the production of yellow poplar lumber, the cut in that state being slightly more than one-fifth of the total cut of this lumber. This was practically the same proportion as that for 1907. Although in 1907 the cut in Kentucky was greater than that in West Virginia, it decreased 86,840,000 feet by 1908, with the result that the state dropped from first place in the former year to third place in the latter year. Tennessee advanced from third place in the former year to second place in the latter year, though with a decrease in output of approximately 17,000,000 feet. Virginia supplied one-tenth of the total cut, and taken together the 4 states of West Virginia, Tennessee, Kentucky, and Virginia furnished two-thirds of the total quantity of yellow poplar lumber produced in 1908. Yellow poplar is one of our most valuable woods, and it usually commands a relatively high price. The average values per thousand feet of yellow poplar lumber for the principal states reporting it in 1908 ranged from \$18.65 in North Carolina to \$30.40 in Ohio. The maximum production from this species was passed several years ago, and its average value per thousand feet has advanced rapidly during the past few years, the rate of increase between 1900 and 1908 being 80.3 per cent.

### Red Gum

Red gum is one of the woods which has become prominent in recent years. Notwithstanding the fact that the cut in 1908

STATE.	Elm.		Cottonwood		Ash		Hickory		Tupelo		Walnut		Sycamore		Cherry		All other	
	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value	Quantity (M feet B M)	Value
1 United States .....	273,845	\$5,035,000	232,455	\$4,129,140	225,317	\$5,748,008	197,372	\$5,553,150	49,170	\$924,218	43,681	\$1,457,423	41,332	\$632,753	18,054	\$548,170	29,814	\$1,923,075
2 Alabama .....	284	4,709	356	6,130	1,277	35,799	1,499	55,242	9,215	147,463	141	5,867	115	1,150	30	549	775	61,407
3 Arizona .....	8,237	118,665	47,427	947,591	21,086	465,579	31,276	1,200,998	1,910	24,650	597	25,269	4,000	51,126	61	2,765	774	23,709
4 Arkansas .....	257	3,855	257	3,855														
5 California .....	306	3,804	580	9,031	1,535	28,505	3,238	78,299	25	3,29	201	4,079	22	321	89	2,911	8	270
6 Colorado .....			133	2,128	113	3,079	197	39,164	71	1,460	21	1,155						
7 Connecticut .....	354	6,429	134	2,560	1,005	46,745	901	10,139	438	5,256	8	3,4	220	2,752	30	20	690	
8 Delaware .....			3,666	38,431														
9 Florida .....			60,710	1,904	40,897	7,123	106,170	1,038	17,396	4,866	266,413	3,445	47,532	98	2,866	106	2,230	
10 Georgia .....	11,419	174,029	3,619	69,455	19,997	684,297	21,286	653,849			8,358	367,177	10,147	185,748	1,941	58,551	1,066	19,125
11 Idaho .....	25,740	491,534	3,664	11,111	302	5,294	160	4,800			298	8,68	46	824	44	1,100	31	560
12 Illinois .....	4,955	80,499	1,137	17,226	8,429	186,827	20,741	571,752	248	3,490	4,633	179,59	5,127	68,471	209	7,621	12,847	1,355,604
13 Indiana .....	4,938	11,391	28,929	534,698	7,476	184,325	2,929	99,557	31,270	431,213								
14 Iowa .....	308	4,258	1,517	20,995	3,136	62,845	30	600										
15 Kansas .....	791	10,001	729	15,491	2,700	105,907					108	7,872	94	3,813	377	11,664	13	380
16 Kentucky .....	100	987	630	5,935	2,214	45,830	438	8,199			375	7,972	29	28	614	11,111	1	25
17 Louisiana .....	395	4,555	4,467	65,555	21,091	623,929	1,024	24,914			254	10,297	503	8,777	1,117	28,833	1,1	5,267
18 Maine .....	48,441	1,008,542	22,315	296,790	3,810	54,730	1	15			6	260			1	27		
19 Maryland .....	8,956	121,474	30,979	922,210	11,225	306,567	12,396	504,921	3,003	52,460	16	747	64	4,018				
20 Massachusetts .....	4,938	71,782	9,031	171,408	9,068	353,652	16,392	417,966	4,036	43,926	5,76	292,267	6,738	77,271	209	7,14	173	1,135
21 Michigan .....	18,095	298,086	227	1,834														
22 Minnesota .....	286	4,070	2,267	31,265	3,035	66,558	63	1,172			2	4,42			116	1,14	11	150
23 Mississippi .....	45	960	5	115	117	1,833	691	15,624	7	92	44	1,529			27	637		4,290
24 Montana .....																		
25 New Hampshire .....																		
26 New Jersey .....																		
27 New Mexico .....																		
28 New York .....	2,499	638,616	1,940	34,920	15,263	474,984	1,990	55,720			2,1	7,71	1,881	1,127				
29 North Carolina .....	1,400	1,400	75	1,125	3,829	63,868	1,406	7,504	11,518	122,687	2,1	7,71	1,881	1,127				
30 Ohio .....	27,130	510,335	1,911	39,653	20,938	636,934	17,269	494,628			7,817	31,126	4,125	65,559				1,444
31 Oklahoma .....	4,962	27,065	15,774	327,943	3,402	84,138	1,900	55,960	246	3,355								27,425
32 Oregon .....			710	1,105	799	16,814												
33 Pennsylvania .....	2,267	47,429	380	8,945	7,116	194,625	8,371	174,46	23	393	1,469	6,42	5	13,956	4,4	125	4	8,575
34 Rhode Island .....			200	3,009	223	1,600	186	4,11	80	260	195	7,47						
35 South Carolina .....	21	315	6,614	90,883	5,196	108,730	180	7,157	448	6,072								
36 South Dakota .....																		
37 Tennessee .....	9,477	136,848	9,971	251,756	15,449	400,416	24,881	738,111	1,892	15,164	2,567	16,997	1	9,07				
38 Texas .....	694	8,508	885	14,178	1,459	35,230	6	9,66	25	24	4	4	1	71				
39 Utah .....			116	4,796														
40 Vermont .....	1,341	20,075	1,706	23,526	4,355	77,412	19	4,114										
41 Virginia .....	145	1,434	17	231	1,411	29,230	2,437	65,568	7,545	4,146	1,413	4,771	14	76				
42 Washington .....			670	9,447	360	11,900												
43 West Virginia .....	461	7,204	614	9,219	7,534	211,865	12,72	219,645	5	475	1,44	44,409	2,727	29,11	4,46	10,11	444	7,797
44 Wisconsin .....	63,425	1,192,190	4,805	68,749	18,309	455,927	78	1,531			1,828	6,044			40	960		
45 Wyoming .....			5	52														
46 All other states .....		900	147	2,446	45	2,450	108	4,908			11	4,197						

REPORTING AND QUANTITY AND VALUE OF EACH WOOD BY STATES.

was 14.5 per cent less than that in 1907, it was yet more than double the output of 1900.

The average production of red gum lumber per mill in 1908 was 107,900 feet. Red gum is widely distributed throughout the Central and Southern states, but Arkansas has been the largest producer of red gum lumber since statistics concerning the production of this species have been collected. The cut in that state in 1908 formed 32.5 per cent of the total output, although this was a decrease of 47,603,000 feet, or 19.9 per cent, from the cut of 1907. The cut in Mississippi was practically the same in the two years, while that of Missouri fell off nearly 12,000,000 feet. The decrease in Tennessee was approximately 9,500,000 feet, and that in Kentucky about 8,000,000 feet. These five states supplied more than four-fifths of the total amount of red gum lumber cut in 1908. In 1908 the average values of red gum lumber in the principal producing states ranged from \$11.52 per thousand feet in North Carolina to \$15.36 in Indiana.

#### Chestnut

Chestnut is a wood which has only in recent years become prominent as a source of lumber. It is widely distributed throughout the East and South.

The total cut in 1908 was more than two and one-half times the cut in 1900, although it was less by 113,898,000 feet, or 17.4 per cent, than the production of 1907. For several years Pennsylvania has ranked first as a producer of chestnut lumber, its proportion of the total cut in 1908 being 18.9 per cent. The output, however, was a decrease of more than 25,000,000 feet from the cut in 1907. West Virginia ranked second in 1908, as in 1907, though with a decrease of 28,900,000 feet, or 24.5 per cent, in the later year. The output of chestnut lumber in Connecticut in 1908 was 2,711,000 feet more than in 1907, giving this state third place instead of Tennessee, which held it in the previous year. The decrease in the output in Tennessee was nearly 15,000,000 feet in 1908 as compared with 1907. Taken together, these four states furnished nearly three-fifths of the total production in 1908.

In 1908 the average value per thousand feet of chestnut lumber in the principal states producing it ranged from \$14.39 in Maryland to \$25.88 in New Jersey.

#### Beech

Only within recent years have relatively complete data upon the cut of beech lumber been available. The reported production in 1908 was less than that in the preceding year, the decrease being approximately 20,000,000 feet, or 4.6 per cent.

Michigan is the leading state in the production of beech lumber, and the cut in 1908, though less by 3,460,000 feet than the cut in 1907, was more than one-fifth of the total output. Indiana ranked second, with more than 17 per cent of the total cut, and

Pennsylvania third, with nearly 15 per cent. New York cut nearly 5,000,000 feet more beech lumber in 1908 than in 1907. Taken together, these four states supplied practically two-thirds of the total production.

#### Birch

The total cut of birch lumber in 1908 was practically the same as that in 1907, and nearly three times the output in 1900.

Wisconsin has led for a number of years in the production of birch lumber, though the increasing percentages supplied by other states have reduced this lead somewhat in recent years. This state supplied 45.5 per cent of the total cut in 1900, and 38 per cent of the total in 1908. Other important states in the production of birch lumber are Maine, Michigan, and New York. These three states, together with Wisconsin, furnished more than three-quarters of the total production in 1908. In that year the average values of birch lumber in the principal states producing it ranged from \$13.80 per thousand feet in Minnesota to \$22 in New York.

#### Basswood

Basswood, like birch, while of comparatively wide occurrence, is manufactured into lumber on a relatively large scale in only a few states.

Wisconsin has a strong lead in the production of basswood lumber, furnishing 34.5 per cent of the total cut in 1908. The cut in this state was, however, 37,574,000 feet less in that year than in the preceding year, and in Michigan it was approximately 11,000,000 feet less, while in New York the output was slightly greater in 1908 than in 1907. These three states cut more than five-eighths of the total quantity produced in the later year.

In 1908 the average values of basswood lumber in the principal states ranged from \$15.99 per thousand feet in North Carolina to \$24.18 in Indiana. The production of basswood has been fluctuating within rather narrow limits for the past eight years.

#### Elm

Although the reported cut of 1908 is greater than that of 1907, the maximum production of elm lumber was passed several years ago.

The reported production was approximately 13,000,000 feet more in 1908 than in 1907, the increase being 5.1 per cent. As in the previous year, Wisconsin was the leading state in the manufacture of elm lumber, the output in that state being approximately 6,000,000 feet more in 1908 than in 1907. The cut in Michigan was nearly 15,000,000 feet greater in 1908 than in 1907, and this state was second in rank in the later year; on the other hand, the output in Indiana fell off over 12,000,000 feet and the state dropped from second place to fifth place in 1908. Ohio and New York cut approximately equal quantities in the two years. Seven-tenths of the total

quantity of elm lumber produced in 1908 was supplied by these five states. In the principal states producing elm lumber the average values per thousand feet in 1908 ranged from \$10.65 in Oklahoma to \$24 in New York.

#### Cottonwood

The cottonwoods are among the most widely distributed species of wood, and yet the bulk of the lumber manufactured from them comes from the central and southern states. There are also included under this heading relatively small quantities of lumber cut from the aspens or other species of the genus *Populus* which grow in the northern and New England states, where they are known locally as "poplar" or "popple," and also small quantities from the balsam poplar or balm of Gilead in Minnesota.

Mills in 39 states manufactured cottonwood lumber in 1908, but the output in that year was less by 60,686,000 feet, or 20.7 per cent, than in 1907. Mississippi and Arkansas each supplied more than one-fifth of the output in 1908, and Louisiana about one-eighth. Over one-half of the total production was reported by these three states.

#### Ash

Ash is widely distributed throughout the eastern half of the United States, and no state or group of states distinctly leads in its production.

The output of the 37 states reporting for 1908 was a decrease of nearly 27,000,000 feet, or 10.6 per cent, from the cut in 1907. Michigan and Arkansas each furnished 9.4 per cent of the total, and Ohio and Indiana almost as much; slightly more than 8 per cent was cut in Wisconsin, and nearly 7 per cent each in Tennessee and New York. Other states of considerable importance as sources of ash lumber were Mississippi, Missouri, Kentucky, Louisiana, Pennsylvania, West Virginia, and South Carolina.

While there has been no decided change in the total cut of ash for the past eight years, the quantity supplied by some states has changed greatly. The total cut in 1900 was 269,120,000 feet, or 43,753,000 feet more than the cut in 1908. Of this production in 1900, however, Michigan supplied 85,753,000 feet, or more than four times as much as was cut in that state in 1908.

#### Hickory

In 1908, mills in 34 states reported a cut of hickory lumber that was approximately 6,000,000 feet less than in 1907, a negligible decrease, considering general conditions.

About one-half of the total quantity of hickory lumber reported was manufactured in Arkansas, Tennessee, Indiana, and Kentucky.

#### Tupelo

This term is chiefly used to designate the wood of the tree known to botanists as *Nyssa sylvatica*, and often locally called "bay poplar." This wood is associated with cypress and is cut principally by the manufacturers of cypress lumber. Included

under tupelo is also some lumber cut from other species of the genus *Nyssa* and known locally as pepperidge, black gum, white gum, etc.

Over 45 per cent of the total quantity of tupelo lumber produced was manufactured in Louisiana, about one-sixth in North Carolina, and the bulk of the remainder in Alabama, Missouri, Mississippi, and Virginia.

### Walnut

Walnut is widely distributed throughout the eastern half of the United States, and the 1908 production of lumber from this wood, including a small cut of butternut, was reported from 29 states.

More than one-half of the total cut of 1908 was reported from the three states of Indiana, Ohio, and Missouri, considerable quantities also being produced in Illinois, Kentucky, and Tennessee. While walnut timber is not abundant enough to make pos-

### Cherry

Cherry is a rare wood, and but few logs of it come to any one mill in the course of ordinary hardwood lumber manufacturing. Nearly one-quarter of the total cut was produced in West Virginia. Pennsylvania ranked second, while other states of some importance in the manufacture of cherry lumber were Indiana, New York, Ohio, and Michigan.

The reported production of cherry lumber in 1907 was 9,087,000 feet, valued at \$308,824, or \$33.99 per thousand feet.

### Minor Species

Data as to the quantity and value of the lumber manufactured are shown for 15 other species, the cut of any one of which was not sufficient to warrant a separate showing. Among these species are included two imported woods, mahogany and Spanish cedar, the former of which makes up more

### Leading States and Species

In the accompanying tabular statement are shown the states which in 1908 led in the production of lumber from the 30 species of timber, statistics of the cut from each of which are presented in the tables immediately preceding:

State.	Kind or kinds of wood in the cut of which the state ranked first.
Arkansas	Red gum and hickory.
California	Western pine, redwood, white fir and sugar pine.
Indiana	Walnut and sycamore.
Kentucky	Oak.
Louisiana	Yellow pine, cypress and tupelo.
Maine	Spruce and balsam fir.
Michigan	Maple, beech and ash.
Minnesota	White pine and tamarack.
Mississippi	Cottonwood.
Montana	Larch.
Pennsylvania	Chestnut.
Washington	Douglas fir and cedar.
West Virginia	Yellow poplar and cherry.
Wisconsin	Hemlock, birch, basswood & elm.

In 1908, 14 states reported a production of more than one billion feet of lumber each, and in the following tabular statement these are shown in the order of output, together with the principal species reported from each, and the percentage that this species constituted of the state's total cut:

State.	Principal kind of wood.	Per cent specified kind of wood forms of total cut of state.
Washington	Douglas fir	79.1
Louisiana	Yellow pine	77.8
Mississippi	Yellow pine	78.7
Arkansas	Yellow pine	65.5
Wisconsin	Hemlock	36.5
Texas	Yellow pine	98.1
Michigan	Hemlock	33.5
Oregon	Douglas fir	79.2
Minnesota	White pine	83.4
Pennsylvania	Hemlock	46.7
Virginia	Yellow pine	60.3
Alabama	Yellow pine	92.1
North Carolina	Yellow pine	71.6
West Virginia	Oak	29.0

### French Method of Making Alcohol From Sawdust

Replying to a Chicago inquiry asking for information concerning the manufacture of alcohol from sawdust in France, the quantity of such material available, and the prospect of a sale in that country of a newly invented American process for that purpose, Consul-General Frank H. Mason, of Paris, reports as follows:

"Very little timber or lumber is sawed in or near the forests of France, so that the supply of material for such a process would be limited and expensive. Apparently the only establishment for the manufacture of alcohol from sawdust is at St. Marcel, in the Department of Ardeche, in the south of France, not far from the Mediterranean. It is a new, up-to-date concern and employs a highly improved process of an inventor of Aix la Chapelle, which consists in exposing sawdust to sulphurous acid gas, whereby a chemical action is induced which enables the alcohol to be generated and extracted without being mixed or contaminated by the sulphur, as had always happened when sawdust was macerated in a solution of sulphuric acid under the older processes. Consequently, it is claimed that wood alcohol made by the new process can be drunk or used for any other purpose to which pure alcohol is usually applied.

"One metric ton (2,204 pounds) of sawdust yields by this process 100 litres, or 27.47 gallons, of alcohol, 20 kilos (44 pounds) of acetic acid, and the residue or spent sawdust is pressed into briquettes and used as fuel. Consequently it is claimed that the process is very profitable. The process is patented, of course, in France and the United States."

MINOR SPECIES OF HARDWOOD QUANTITY AND VALUE, AND PRINCIPAL STATES IN WHICH CUT: 1908.

Kind.	M feet.	Value.	Principal states in which cut
Mahogany	15,367	\$1,651,417	Kentucky, Louisiana, and Alabama.
Buckeye	9,342	124,537	Tennessee, Kentucky, West Virginia, and North Carolina
Locust	1,327	33,719	Indiana and Virginia.
Persimmon	1,077	33,540	Arkansas, Louisiana, and Alabama.
Cucumber	999	21,180	West Virginia and Pennsylvania.
Applewood	325	11,375	Michigan, New Jersey, and Pennsylvania.
Spanish cedar	312	27,850	Alabama, Ohio, and Tennessee.
Willow	302	3,216	Mississippi and Pennsylvania.
Dogwood	261	8,310	Tennessee and North Carolina.
Hackberry	219	3,161	Missouri, Kentucky, Indiana, Tennessee, and Alabama.
Alder	180	2,705	Washington and Oregon.
Myrtle	72	3,420	Oregon.
Sassafras	25	475	Tennessee and Mississippi.
Magnolia	10	150	Georgia.
Coffeetree	1	20	Indiana.
Total	29,819	\$1,923,075	

sible the manufacture of large quantities of walnut lumber, the production has remained comparatively steady from year to year, mainly as a result of the fact that lumber from this species continues to command a higher price than that manufactured from any other native wood. Much of the highest grade walnut timber is exported to Europe in the log, so that reports of walnut lumber production in the United States do not give the total output of this valuable wood.

### Sycamore

Sycamore is another useful wood which, while widely distributed throughout the eastern half of the United States, does not occur in sufficient quantity in any one locality to make a large cut of it practicable.

In 1908 Indiana was the leading state in the manufacture of sycamore lumber, with approximately one-fourth of the total cut. Other states of importance in sycamore lumber production are Missouri, Kentucky, Ohio, Arkansas, Illinois, Tennessee, West Virginia, and Oklahoma.

The cut of sycamore lumber in 1907 was 46,044,000 feet, with an average value of \$14.58 per thousand feet.

than one-half of the total quantity of these minor species. The figures given for mahogany and Spanish cedar by no means indicate the average annual importation of these woods, since large quantities of them are consumed as material in establishments which are not covered by this section of the report—veneer mills, turning and carving establishments, and those manufacturing interior finish.

Of the native woods among the minor species, by far the most important was buckeye. The major part of the lumber produced from this species was in Tennessee, Kentucky, West Virginia, and North Carolina. While more than 1,000,000 feet each of locust and persimmon lumber were reported, the actual consumption of these woods is doubtless far in excess of this figure, since in addition to being manufactured into lumber these woods are cut into special forms suited to the particular uses for which they are adapted. Undoubtedly more cucumber lumber is manufactured than is shown by the reports, since it is not unusual for lumber which is cut from this species to be included with yellow poplar.

## Grading and Buying of Hardwood Lumber

The following is an excerpt of the important features of an address delivered by Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States at the banquet of the Chicago Furniture Manufacturers' Association, held at the Chicago Athletic Club, on Tuesday evening, November 2.

Mr. Chairman and Gentlemen: I am very proud to be invited to attend this meeting of yours here in Chicago, which we as hardwood manufacturers regard as the largest consuming hardwood market in the world. The Hardwood Manufacturers' Association of the United States, whose secretary I am, takes much pleasure in interesting itself in such an important allied interest of the hardwood trade as your association represents. I believe it will benefit you to learn about our system of handling lumber from the stump to the wholesale consumer.

The various branches of the lumber trade each year are being brought closer and closer together, chiefly through the American idea of association work. The Hardwood Manufacturers' Association is intensely interested in the wholesale consumer of hardwoods and it takes every opportunity to study the actual requirements of lumber buyers, and is always willing to adapt itself to any new condition that makes for the betterment of the industry.

At the various meetings of manufacturers of furniture and allied lines, which I have had the pleasure of attending, I have presented the lumber manufacturers' view of hardwood manufacturing and inspection matters, and as much interest has been shown by your association on these questions, I will take pleasure in reviewing the policy and methods of the Hardwood Manufacturers' Association, and shall be glad to reply to questions on the subject that may be of interest to you.

The life of the hardwood timber supply of the country is conjectural. In various publications you read about the waning of hardwood forests, the drain upon them, the period necessary for the regrowth of trees, etc., but no accurate statistics have ever been compiled showing the exact situation. We simply know that there is a considerable stand of maple, birch, beech, black ash, gray elm, basswood and some rock elm in the states of Michigan and Wisconsin, and a small growth still remaining in northeastern New York, northern Vermont and northern New Hampshire. We know that Ohio, Indiana and southern Illinois still produce a considerable quantity of oak and some of the minor hardwoods, and that the quantity of output in these states is decreasing year by year. We know there is an extended area of the Allegheny mountains and the lower Appalachians, running through southern Pennsylvania and continuing through Maryland, the Virginias, Kentucky, Tennessee, North and South Carolina and northern Georgia and Alabama there is still a heavy stand of oak, hickory, chestnut and some considerable quantity of poplar. We know that in the lower Mississippi valley district extending through western Tennessee, southeastern Missouri, Arkansas, Mississippi, Louisiana and Texas, there is another large hardwood field which is fast being developed and which contains a source of supply for quite a number of years of oak, ash, gum and hickory and in minor quantities several other varieties of timber. However, statistics showing the true condition and the future life of American hardwood forests have never yet been obtained, but it is hoped that the work being undertaken by the government in its forthcoming census will give the hardwood manufacturing and remanufacturing industry some definite figures that will constitute a basis for at least a reasonable estimate.

Evolution in hardwood consumption is so prevalent that a record of past lumber consumption

would be of little value to make figures on for future consumption. American remanufacturers of hardwood lumber are resourceful. They indulge not only in substitutes constantly, using a cheaper and less esteemed kind of lumber for others they have used in the past, but they are employing to a greater and greater extent, year by year, veneered panels and thin lumber. A piece of furniture that used to require fifty feet of lumber is now often made with one-half that quantity of solid wood and the remainder is made up of veneered stock. In building construction, iron, steel and concrete in many cases is taking the place of wood. Notwithstanding these substitutes and economies, the actual use of lumber per capita in this country is increasing year by year.

The sawmill man is also attempting to practice methods of economy and conservation. Formerly the lumberman did nothing but cut down his high class merchantable trees, and let the remainder of his forest go to fire and decay. Nowadays, with the higher prices of stumpage, he is usually cutting his forests comparatively clean, felling every tree that will pay for its cost of manufacturing into lumber. Each year he is using thinner band saw blades, and less lumber is being produced with circular saws than ever before in the history of the trade. Today the manufacturer is closely studying the hardwood consuming situation and is trying to provide for the exact requirements of the remanufacturer. He is trying to adapt his production to the wants of his customers. He tries to produce and maintain a well balanced stock of lumber with a minimum of waste. He attempts to so conserve his output that he shall not overstock the market either in quantity or in a particular kind, thickness or grade of lumber. This is a lesson learned during the last panic, for when the demand fell off millions of feet of lumber was in the hands at the mills which in many cases became stick-rotten and worm-eaten before it could be moved. This entailed an immense loss to lumber manufacturers.

Hence, if the present stand of hardwood timber in this country can be accurately determined, and if the actual consumption of the past can be accurately estimated, it would give but a very indifferent basis on which to determine the future life of the forests. Evolution in production and consumption is so pregnant that at best it would be but guess work. Constantly increasing stumpage values and decreasing lumber values will all tend toward conservative and economical methods on the part of lumber manufacturers, and while in the past much less than one-half of the forest growth has been reduced to a merchantable lumber product, undeniably the future will show that a much greater percentage is made into some form of lumber or dimension material that will possess a value for remanufacturing purposes. It is therefore safe to say that there are a good many years of supply ahead of the furniture and kindred trades employing hardwood lumber.

It would seem that a logical movement for an association like yours and other remanufacturers of hardwood lumber would be to work closely with the hardwood manufacturer and assist him in the attempt to perpetuate the forests of the country to the greatest extent possible. If substitutes can be used by you either in kinds of lumber or in grades, it certainly is to your interest to do all you can to this end that you may secure your lumber supplies at the lowest logical price and at the same time perpetuate not only your industry but that of the lumber manufacturer. It would be wise for you to keep lumber manufacturers advised on your specific requirements and tell them what you could use in grades or in lesser sizes, thicknesses and widths than you do today. If it is logical for you to use dimension stock cut to standard

sizes it very likely will prove a matter of economy to you, because it means a saving of an immense sum in freight alone. When dimension sizes can be uniformly classified as to relative proportions of use, it undeniably will be a very important step toward forest economies and in assisting in keeping the value of your material down to the lowest possible figure.

I find that a good many lumber buyers do not make a careful enough analysis of grade and prices in their purchases. I have found remanufacturers of hardwood lumber who employed firsts and seconds when they could have used No. 1 common with economy, their waste being taken into consideration. I have found No. 1 common used where No. 2 common could have been employed at a saving. Grading systems outline the percentage of clear lumber and the lowest range of quality that each grade shall contain, and the price is supposed to be regulated by this percentage of usable material. For example: When you purchase firsts and seconds at \$50 a thousand and it shows a waste of 20 per cent, against a lower grade at \$32 to \$35 a thousand, which shows a 30 per cent waste, it does not take much figuring to demonstrate that the lower priced lumber is the better purchase.

This grading matter is a broad question owing to the variety of uses and consequent varying sizes of material employed in the numerous lines of remanufacturing, but it is worth discussing and analyzing and it is worthy the consideration of both remanufacturers and manufacturers of hardwoods, for through a thorough understanding and cooperation they both can be benefited. The manufacturer can learn to be more economical in his methods of production and the remanufacturer can learn economy in his consumption.

Right now a thorough canvass of the quantity of stock of hardwood lumber on hand in manufacturers' hands shows that conditions are not in a very satisfactory shape from the producers' viewpoint. There is a tremendous shortage of high grade hardwoods, and the dry-killing of green lumber is being resorted to by a great many manufacturers in order to take care of the insistent demand for seasoned high grade stock. Lower grades that for two years past have moved slowly are now being purchased with avidity.

The cessation of manufacture on the part of many producers during the last financial depression caused numerous small institutions to go out of business, and caused many of the larger ones to shut down for some time, as they found they could not make any profit under existing conditions. The present shortage is inducing the reopening of quite a number of mills that have been closed down for more than a year, but probably never again in the history of the hardwood industry will there be any such number of small sawmill plants as has been in the past. The fact is that all the most desirable timber area remaining in the country is in the hands of the large producers, who have paid such a high price for this stumpage that it must needs be handled out with a great deal of economy in order to show them a profit. It is undeniable that we have passed the zenith of hardwood production, and from this time forward there will be a gradual diminution in the total annual yield. It is doubtful if ever again in the history of hardwood lumber production a material overstock will exist.

Manufacturers, therefore, should keep in close touch with the wholesale consumer of hardwoods in order to be able to best satisfy your wants in both quantity of lumber and quality of grades that will answer your purposes.

Referring specifically to the Hardwood Manufacturers' Association of the United States, it is made up of about three hundred and fifty leading hardwood producers of the United States,



the greater portion doing business south of the Ohio river, although the organization has a good many members north of that stream. Members of this association in good commercial times operate as high as seven hundred mills with a maximum output of about a billion feet a year. The larger portion of this lumber comes from all the southern hardwood area. The work of the Hardwood Manufacturers' Association is divided into bureaus and departments, and the bureau in which the most money is expended is the one of grades. The association publishes a grading rule book which is written in special consideration of the wants of consumers as the association understands them, and the grades are expressed in such clear and concise English that they can be interpreted by a lumber inspector of even ordinary intelligence. It is the endeavor of the organization to place these rules in the hands of not only all inspectors, but of every lumber buyer in the land.

I have been asked to explain our methods of handling disputed shipments, which is a very important subject. We have local inspectors at the chief consuming centers of the country for prompt service, where inspection may be questioned. These inspectors on request reinspect shipments, separating grades if so desired, and instructed to explain carefully to the buyer his reason for the interpretation of the grade on every piece of lumber. This inspection is invariably carried on open and above board. These inspectors are men who have had long training and are selected for their intelligence, courtesy and specific knowledge of hardwood growth, manufacture and seasoning. The association is very proud of its corps of inspectors and it is a very rare circumstance that there is ever any fault found with the work done by them either by seller or buyer. After the work of reinspection is accomplished a copy of the certificate is given to the purchaser, a duplicate is mailed to the shipper and the third copy forwarded to the main office of the association for record. In the event that the inspection proves unsatisfactory to either buyer or seller, the association insures to both a fair deal by making a second review of any shipment, and a thorough reinspection of it for the purpose of checking up the original inspection. This reinspection has the most careful attention of one of the association's chief and most trusted inspectors.

The work of these inspectors is not confined entirely to the consuming markets, but they instruct the shippers' graders how to fairly and intelligently interpret the inspection rules of the organization. They also advise, as to matters of sawing, edging, trimming, stacking, etc. The association attempts to secure not only uniformity, but a high standard of uniformity in lumber production and grading. This is the bugaboo of the lumber business, and year by year we find that we are decreasing the number of complaints through this system. It makes better customers for the manufacturer; it makes for the easier selling of lumber; it makes for economy, and it minimizes, to a great extent a sudden increase of price. The system steadies the market at all times. Uniformity brought about by these methods is beneficial to both manufacturers and wholesale consumers. It certainly is an aid to the remanufacturer to have lumber and grades made as he wants them. The consumer is benefited in the close harmony which is gradually growing between the hardwood manufacturer and himself, and it is especially valuable to the remanufacturer located three hundred to one thousand miles away from his source of supply.

The Hardwood Manufacturers' Association works under no iron-clad price agreement. Every member is at liberty to make any price on his product that he chooses, and there is nothing in the work of the association that is not open to the entire wholesale consuming industry of the country.

The next annual meeting of this organization will take place at the Sinton hotel, Cincinnati, O., on February 1, 2 and 3, 1910, and on behalf of the organization I wish to invite every member of your association to be present at that convention.

The handling of hardwood manufacturing problems is no simple matter for the members of our association, and I believe it is to your interest to thoroughly cooperate, or, better still, affiliate with the Hardwood Manufacturers' Association. I will assure you that this organization will meet you half way on any proposition that tends to your material advantage, and especially on all matters that mean uniformity of manufacture and inspection. We want you to come to our meetings and we want you to work with us.

## The Sins of Hardwood Sellers and Buyers

The following address, entitled "The Sins of Hardwood Sellers and Buyers," was delivered before the National Furniture Manufacturers' Association at a meeting held at the Auditorium Annex, November 10, 1909, by Henry H. Gibson, editor Hardwood Record. As it contains considerable matter of interest to both hardwood lumbermen and furniture manufacturers it is reproduced herewith for the benefit of RECORD readers:

"I understand that I am indebted to the suggestion of P. D. Francis of the Furniture Journal of this city for the pleasure of appearing before you today. It may happen that Mr. Francis' 'inspiration' reflects more credit on his friendship than on his discretion."

I am always interested in association work, and especially in any association work that deals with hardwoods or hardwood utilization. Association work is a good thing because it assists in the general good of the entire manufacturing contingent involved and indirectly benefits the individuals engaged in that calling. Primarily, association work is based on mutual confidence and respect, on a belief of every man in his fellows.

Speaking of lumber association work, I am reminded of an interview that I had some years ago with the late John Branning, a prominent lumber operator of Edenton, N. C. It was at a time when his lumber product was selling at very low prices, and there was an absolute cut-throat game being played by manufacturers, so that the entire market was demoralized.

I said to him: "Mr. Branning, why don't you operators down here get together and figure out with each other matters of cost and see if you can't secure a price for your product that will give you a little profit in lumber manufacture?"

Mr. Branning was a very distinguished southern gentleman (of Pennsylvania birth), and said to me: "We're a very peculiar people here in the South, sub. The fact of the matter is that we can't believe each other, and, do you know, sub, that I have d—d hard work in believing myself?"

When this condition obtains it is pretty difficult to do efficient association work. I think that the sins of lumber sellers and buyers are based very largely on a deficient knowledge on the part of buyers of hardwood growth and manufacture, and on the part of sellers very largely on their paucity of knowledge of hardwood utilization.

It must be realized that the virgin hardwood forests of the United States are at an end; that every hardwood region in this country today is in the hands of operators. The last stand of virgin forest is the southern Appalachian, and even in this region are small farmers and squatters that have existed there for the last century. A tree is like an Indian—it will not stand civilization and the depredation and damage that

We want you to help us with rules and regulations that will benefit yourselves as well as ourselves. We want you to assist us in suppressing the unjust practices of any member of the hardwood trade. You are all eligible to membership in our association and we would like to have you attend our meetings, and after studying our methods, use your best judgment about joining us. If you will thoroughly study your own lumber requirements and make purchases in accordance with the present or any future agreed rules the association has in force, the Hardwood Manufacturers' Association will guarantee you just treatment and insure to you a pleasant interchange of business relations between members of your association and those of our own organization.

these people have caused to our forest area is fully as serious as all the timber that has ever been cut in the same region. They graze their cattle in the forest; they start leaf fires which often develop into fire "scalds," very seriously damaging the timber area and letting in borers that would ruin the wood. The result is that a large portion of our timber, especially in oak and chestnut, is wormy, and in some cases the worm defect appears in fully 90 per cent of the total output.

A competent buyer of furniture lumber must needs know where the best sources of supply obtain, where the best types of timber grow. He must know his sources of supply and know that the lumber is correctly manufactured and carefully seasoned. On the other hand, hardwood operators are very illy informed on the subject of hardwood utilization. They know it is cut-up material, but that is about all they do know. They are not thoroughly posted on the exact uses for which the lumber is required; they need education in order to make it possible for them to make grades exactly suitable for furniture purposes.

Right here I would like to take a moment on the subject of hardwood grading. The hardwood manufacturer seeks to get a profit from his mill-run product. That is all he asks. When he makes a score of grades, he makes these grades to accommodate the specific requirements of the wholesale consumer. He makes these grades for the accommodation of the buyer, and not for himself. He would much prefer to sell his lumber from the tail end of his mill as a mill-run product. It would simplify matters very much for him if this were possible.

Mr. Gibson then, on the subject of the specific text of his talk, "The Sins of Hardwood Sellers and Buyers," recited cases in which furniture men were supposedly buying firsts and seconds and were receiving but a comparatively small portion of that grade in their shipments, but were apparently satisfied with the grade because they were not intelligent buyers. He cited the example of an eastern jobber who purchased from a manufacturer a car of lumber containing but a small proportion of firsts and seconds, and the remainder of the stock was No. 1 common, which he involved to a furniture manufacturer as firsts and seconds. The returns from the car showed that the furniture buyer accepted the shipment, with the exception of fourteen hundred feet, as straight firsts and seconds. He told of an eastern buyer for a large woodworking house that insisted upon buying quarter-sawn white oak at 85 less than the current price, and was willing to accept a grade with a mixture of No. 1 common in it, so that he could satisfy his board of directors on the price he was paying for the lumber. These examples were given to illustrate the sins and weaknesses of lumber buyers. On the other hand, he cited the report of

an east Tennessee lumber manufacturer who deals largely with eastern jobbers who said that ninety-five orders out of a hundred received by him specified a percentage of No. 1 common thoroughly mixed with firsts and seconds. By inference, it was shown that this lumber was resold as firsts and seconds. He told of a Chicago jobbing house which sold a car of 44 firsts and seconds white oak at \$45 a thousand, which was below the regular market price for the same lumber, and that the profit in the sale was explained by the fact that they had mixed 7,000 feet of No. 1 common in the car, which had cost them but \$29 a thousand. He stated that these citations were not exceptional cases, but were everyday transactions countenanced and condoned by both sellers and buyers; that they are discussed as openly as a man would invite a friend to step in "next door" and have a highball.

Continuing, Mr. Gibson said: There are two leading hardwood lumber associations in the country whose grades are so nearly alike that there can scarcely be found \$5 difference under either set of rules in a carload of any specified quality. One of these associations is the Hardwood Manufacturers' Association of the United

States, made up of manufacturers, and the other is the National Hardwood Lumber Association, made up jointly of manufacturers and jobbers. Both associations have as a basis of ethics the uniform grading of hardwood lumber, and both, to the best of their efforts, are attempting to insure to both seller and buyer a square deal in lumber transactions.

The first named association does not generally issue certified certificates of inspection, but maintains a corps of competent inspectors to educate the inspectors of various plants how to make grades in strict accordance with its rules. In the event that this grading is disputed, it sends one of its corps of official inspectors to the consuming market where the lumber is sold, and reinspects it, thus standing squarely between the shipper and the buyer on the matter of the correct interpretation of grades according to its rules.

The National association, when required, issues certified inspection certificates on its shipments, and in the event the shipment is found out of line it reinspects the lumber at the expense of the shipper, if he is wrong, and at the expense of the receiver of the lumber if his complaint is not justified by the reinspection.

I would suggest that there is a trend of public sentiment among lumber associations and local lumber organizations which makes for the improvement of trade morals. These people generally deprecate special grades which leave the door open for misunderstanding and unsatisfactory dealing, and I personally know that before your association at the present time is an invitation from one of these associations, which very likely the second association would be glad to join in, inviting you to appoint a committee to confer with its inspection departments, with a view of making grades to satisfy the particular uses to which you wish to place lumber.

Correct ethics of lumber inspection involve the making of a series of grades that shall reasonably accommodate the present and fast lowering quality of log output, and at the same time make a series of grades that shall as nearly as possible satisfy your exact requirements. I would suggest that you thoroughly learn the present rules of lumber inspection, and have your inspectors learn them, and in the event that you buy intelligently under these rules, you will have no difficulty in establishing your claim for a just and equitable deal.

## Blower Systems for Handle Plants

By H. B. Alexander

One of the most important features in a handle plant, or for that matter in any woodworking factory, is a good shavings exhaust, or as more properly termed, a blower system. Although most progressive manufacturers realize how essential such a system is to their work, it is not unusual to find plants that get along somehow without them and also factories which have installed these systems but which are very poorly arranged and give but meager satisfaction.

A plant without a blower system indicates a lack of progress on the part of its proprietor, and more than this would undoubtedly be refused insurance by modern companies. Factory owners sometimes assert that it is much cheaper to hire a boy to wheel out the shavings and sawdust as some of the waste material from their machines is too heavy for a blower to handle. However, this is not as cheap as it may seem on first thought. In the first place a boy costs at least fifty cents a day, and he is not much of a prize at that. Then a good wheelbarrow or a big basket must be purchased, and the plant must be so arranged that the boy can get through with them to the firing room, and this may frequently interfere with some of the machines in the factory. Furthermore, it is practically impossible for one boy to keep all the plant cleaned up all the time, and this is bound to cause trouble, as it is a very difficult thing to get the best results from any machine when it is half buried in shavings—result, another loss here.

As to the cost of the blower system, of course this depends largely upon the size of the shop and the knowledge and experience of the man who installs the system, but at most it should not exceed \$100 for an ordinary handle plant. It is not a very

difficult matter to figure out how long it will take the blower to pay for itself, considering only the small wages of the cheap boy, to say nothing about the loss of time to the machine and the trouble and worry avoided. Probably the best feature of the blower system is that the machines are kept in good condition and fairly clean all the time, and their operation is not interfered with by being clogged up with shavings and refuse. By having a rule that each operator should spend about five minutes each evening in cleaning up around his machine the shop will be kept in good condition all the time at practically no expense.

The success of a blower system depends principally upon how it is installed and the manner in which the pipes lead up to it. There has always been more or less discussion as to the better position for the main pipes, overhead or under the floor, but this point is best decided by each individual factory, according to the different arrangement of the various appliances. For most handle factories undoubtedly the best plan is to have the pipes under the floor. Most of the handle machines are so built that this seems to be the best place to take care of the shavings from them. With a rip-saw, for instance, nothing is easier than to put a hopper directly under the saw to collect the dust and to lead a small pipe from that directly through the floor into the main pipe. With lathes the majority of handle men seem to favor the under-the-floor system, which proves to be the handiest and best.

When the overhead system is used there must be a short removable pipe to collect the shavings from the lathe heads and send them into the main pipes. This pipe must have some sort of support, and if this is to be satisfactory and one that will hold the

pipe up, it very often proves to be quite difficult and requires not a little time to remove it.

With the pipes laid under the floor there must also be a short connecting pipe, but here the arrangement is different. The pipe leading from the main pipe to the lathe will come only to the top of the floor, and the connecting link will fit in that without any fastening of any kind. It is simply set in the hole and the top of it placed at the mouth of the hoods on the lathe, and it is then ready to operate, and whenever it is necessary to move it to get at the heads it is only a moment's work to pick it up and put it to one side.

Another important point in blower installation is the location of the blower and the pipes. A very convenient place for the blower is at the end of shop nearest the point of outlet, and of course beyond the last machine. A fan will pull farther than it will blow, and for this reason should be as near the fire room as possible. It should be placed up about on a level with the line shaft in order that it may have a downward blow. The pipe coming in from the shop should be the same size until after it has taken in the first branch, and from there on it should be reduced so that the combined size of the branches will not exceed that of the main pipe; if they do they invariably give trouble. No two pipes should be placed so that the openings are directly opposite each other, and every branch should enter the main pipe at a long angle; there should be no sharp turns anywhere, and there should be no rough places inside the pipe. The trouble arising from neglect of this feature is quite apparent, as a bit of shaving might lodge against a projection in the pipe and very quickly other pieces would cling to it, and

soon the pipe would be clogged up. With proper care in installing the blower system, being careful that it is large enough, it should give no trouble, and more than this should insure the operator a nice clean factory, which means greater facility of operation, and in the long run greater profits.

Did you ever try to babbitt an exhaust fan shaft? The boxes on our fan went out on us the other night, and the next morning we found that we had to re-babbitt both of them. This was no easy task as none of us had ever before done work on this kind of a fan, which has an oil reservoir and rings, and each half of the box is made in two parts so that each bearing consists of four sections. One of the men insisted that it would be necessary to take the fan down on the floor or take out the shaft in order to get at it and get it level. However, we secured a shaft that was the right size and took the supports of the boxes off the fan frame and used them to carry the shaft off to line up with. After melting out all the old babbitt, we put the lower box on the supports and filled the ring groove with waste, and on top of that we put mud. We made a liner of leather just the thickness that the babbitt should be, and put one on each side of the ring groove and rested the shaft on these. Then we proceeded as usual in closing up the end of the shaft and pored the babbitt. For the caps we made liners for the sides to suit the thickness of babbitt needed, and then used mud in the ring groove to divide the metal, filling it up full and pressing down the cap on the shaft and cutting away all the mud not needed. This made the boxes in separate halves, and it made a very smooth job. This task took the greater part of a day, as none of us had ever done this sort of work before, and of course we had to figure out every process and we made some few mistakes which we would not make again if we ever had to undertake a similar job.

## Important Philippine Woods

Lumbermen in the United States possess very little definite information about Philippine woods. Most of them realize that the Philippine Islands are rich in forest growth, but the nature of the timber, the various species, their uses, etc., are not a matter of general knowledge. The information contained in this article was furnished *HARDWOOD RECORD* by the Bureau of Forestry of the Department of the Interior at Manila and is therefore reliable as well as most interesting.

The idea seems to be prevalent in this country that Philippine forests are impenetrable jungles, but this is not so. In many places there is frequent need of a bolo to make one's way through the masses

of running babbitt bearings in cold weather, or in fact almost any time, it pays to warm up the boxes or caps before pouring in the hot metal, being sure however to heat them enough to dry out the moisture that gathers if they are only just slightly warmed.

Factory men should look carefully to the shape of the teeth of their saws, and see that they are kept well rounded. A saw out of rounds runs as badly as a dull saw, and neither should be tolerated. Such saws cause a waste of lumber and a more serious one in the time of the operator.

The main bearing on the line shaft should be kept in good condition, well oiled, and tight on its supports, and the distance between them should be carefully regulated, as it is far better that there should be one or two more than necessary rather than not enough, which would render the line shaft insecure. Nothing looks worse in a factory than the line shaft out of line and looking as if it were trying to make a snake out of itself; it not only looks bad, but it is unsafe and wears out the shaft in a short time.

There are so many belt fasteners on the market today that it is a difficult matter to decide which is best. A great many of these fasteners, however, are of little or no value, and in fact injure the belts so seriously that they are really worthless. A large number of mill men still advocate the old-time leather lacing belt, which really possesses many advantages over some of the so-called quick lacing styles. There are of course a great many good laces on the market, in wire, hoops, plates, studs, etc. This feature will be discussed in a coming article in this department, the writer giving his experience along this line which may be of help to someone that is having trouble with belt fastenings.

ing the light, leaving the ground comparatively free. There are often heavy growths of small trees that seem to thrive in the dense shade, but these are not so close together as to prevent passage between them. The large trees are usually covered with vines, birds' nest ferns are seen here and there, and orchids grow on the branches or trunks of the trees. Sometimes palm trees are common, but in other forests they are entirely absent. Without the palm tree Philippine forests are more like those of temperate regions than they are different from them. They are composed of tall trees, from 150 to 200 feet in height, with straight regular trunks, often for 100 or more feet without a single limb.

Sometimes there are many kinds of trees in a forest, but in many instances the majority are of five to ten members of the same family. This family, known as the Dipterocarps, is to the Philippines what the oak and pine families are to temperate zones. They are found in all parts of the Islands and constitute the greatest bulk of the timber, and without them the Philippines would have to depend on other countries for cheap construction wood.

The timbers of the Dipterocarp family may be divided into three general groups, viz: the Yacal, Apitong, and Lauan groups.

The Yacal group yields such woods as yacal, mangachapuy, and narig, all heavy, durable timbers used for construction purposes where contact with the ground is necessary.

The Apitong group contains apitong, lagachac, panao, guijo, and others, all of which are good heavy construction timbers when contact with the ground is not necessary. These woods compare favorably in mechanical properties with the hard pines.

The Lauan group embraces a large number of timbers under various names suitable for lighter construction purposes and of much the same structural characteristics as white pine. It is estimated by the Bureau of Forestry that 75 per cent or even more of the forest growth of the Islands belongs to these three groups of timbers.

### First Group Trees

Philippine forests contain a vast wealth of woods useful not only for durable construction work, but also for the most beautiful furniture to be found in any of the world's furniture factories.

In the early days these woods were so plentiful that the Spaniards and wealthy Filipinos did not think of using in building their houses and furniture anything but these superior or so-called first group woods. Now, as a result of this indiscriminate cutting, these trees have become scarce generally and have even disappeared in easily accessible forests where they were once found in abundance.

The most frequent and important of these trees are molave, ipil, and yacal for construction, and acle, narra, tindalo and

ebano for furniture. Mancono and lanate, which belong also to this group, are not so widely used. Lanate is a fine grained white wood, excellent for carving, and mancono, the heaviest and hardest of all Philippine woods, has only recently come into use. It is of such a character that it may eventually become a substitute for that well-known and most valuable timber, lignum-vitae, which is rapidly approaching extinction.

Some of the first group woods, such as molave and narra, are found in almost every province of the Islands, although never in heavy enough stands to make their exploitation on a large scale worth while.

Yacal, acle, ipil and tindalo are not so widely spread and while the first is sometimes found in greater abundance the others are widely scattered. The provinces which produce the most ipil are Palawan, Cagayan, and Isabela; the best stands of narra are encountered in Cagayan and Mindoro, and yacal is most abundant in Tayablis. The last named province produces also a good deal of molave, but in this respect is second to Mindanao, where so far the heaviest stands of this valuable wood have been found.

The real ebony occurs only in small quantities and the black heart wood of the camagon tree which is found in all parts of the islands is frequently substituted for it. These two woods are mostly used for small furniture and walking canes and in the sub-province of Abra, Hocos Sur, there exists a flourishing industry of carving camagon canes, of very intricate design and requiring great skill and infinite patience in their execution. The popular fruit sold on the Manila market under the name of Mabolo comes from the camagon tree.

Considering the relative scarcity of the first group woods they never will form a great factor in the exports of Philippine timber, but under a wise forest management and a definite policy of replanting the non-agricultural waste lands with such trees, the time will come when they will again be plentiful. Then every Filipino will be able to build his house with these strong and beautiful woods instead of bamboo or soft wood which will not withstand a severe storm or resist the attacks of the white ant and other insects.

#### Narra or Padouk

Perhaps no wood is better known in the Philippines than narra, because of the beautiful one piece table tops made from this wood. These are taken from the large roots, or buttresses, that occur at the base of the trunk. Table tops up to eight feet in diameter are made of these buttresses.

Narra occurs in three varieties, viz: White, yellow and red. It grades from rather soft to fairly hard wood. Sometimes all three colors are found in one tree. Bright red narra is exceedingly rare. Yellow narra, with red streaks, is often

stained red, and for all practical purposes is nearly as good as the natural colored wood. Under the name of "padouk," narra has long been known in the London market. The Adaman Islands have furnished the principal supply of padouk. Unfortunately, narra is not found in large quantities anywhere in the Philippines. It, however, occurs scattered on flats and along streams in practically all the provinces, and in such places will average less than one tree to the acre. Exceptional stands for very limited areas will run as high as three or four trees to the acre.

While narra is pre-eminently a furniture wood, in remote districts it is used for bancas, and in some instances for mining props. In Singapore, narra is planted as a shade tree. Its symmetrical, globular crown, and bright yellow blossoms give a beautiful effect. It is readily propagated from cuttings, and grows rapidly. It is one of the principal trees used to shade hemp in southern Luzon.

Narra is sometimes sold as Philippine mahogany, but the limited quantities present in the Philippines do not favor its wide acceptance in the lumber markets of the world.

#### Ipil

The three most common durable woods in the Philippines are molave, yacal and ipil.

Ipil, when freshly cut, is yellowish in color, but with age turns dark reddish brown. Most pieces of ipil show some of the pores filled with a sulphur-yellow deposit, by which it can be readily distinguished.

Ipil, while not as extensively used as narra and tindalo, as a fine furniture, interior finish, and cabinet wood, yet, because it takes a good polish, is second only to those well known woods for such purposes.

Because of its great durability when in contact with the ground, ipil is being extensively used as railroad ties. It is also one of the main woods used for house posts. As such, it forms the portion of the posts in contact with the ground. To this, for the upper part of the post are often spliced less durable timbers, like *Salak* or *Apitong*.

While ipil has a wide distribution throughout the Philippines, it is nowhere abundant over large tracts of land. Scattered trees are found along the coast, especially near the mouths of rivers, and they sometimes occur on low coastal hills. Ipil grows in Borneo, under the name of *meraban* or Borneo ipil. While found scattered in practically all provinces of the Philippines, Palawan now furnishes the largest supply.

#### Apitong

One of the commonest woods in the Philippines is the reddish wood, known commercially by the Tagalog name of *apitong*. There are several species of trees which produce this wood, known by many

names in different parts of the Islands. Although the trees can be recognized in the forest by the bark, leaf, flower and fruit, their woods are so much alike that they cannot be distinguished with certainty, and lumbermen class them all as *apitong*.

Apitong is rather hard and moderately heavy, weighing about 45 pounds per cubic foot. The heart wood is generally of a dull reddish color, and has a distinct resinous odor; the sap wood is grayish and has less odor. The heart wood is strong, and, when not in contact with the ground or exposed to the rain, fairly durable. It is not often attacked severely by insects, but the termite (the so-called white ant) sometimes damages it, although slowly.

The grain of apitong is somewhat crossed, but fairly straight, and generally rather coarse. It is usually not difficult to saw or plane, but on account of its coarse grain and resinous nature, it cannot be polished. It can, however, be stained and varnished, as is frequently done in cheaper grades of furniture.

Logs of apitong are generally straight, clear and sound. The wood shrinks a good deal in drying, and is liable to warp, but does not check or split much.

Apitong is put to a wide variety of uses. It has been used for bancas (dug-out canoes), shipbuilding, posts, beams, flooring piles, cheap furniture, railway ties, paving blocks, and many minor uses. It is especially valuable for interior construction timbers.

#### Rattan or Bejuco

Few people realize the importance of the minor forest products of the Philippines. This industry is the collecting and selling of firewood, gums, resins, rattans. Of these products, rattan or bejuco as it is commonly called in the Philippines, is by no means the least important.

In the year 1905-06, forest charges were paid on over forty-five million pieces, and in the following year the output reached over fifty million pieces.

The best bejucoes are obtained from the mountains, and are usually collected by mountain people. Those that come from the lowlands are usually inferior in strength and fineness of fibre.

Rattan has a wide range of uses. The largest and strongest pieces of the choicest kinds are made into furniture and ornaments of various kinds. When split into strips, bejucoes are woven into chair and bed bottoms, and, for use around bottles. In some places they are used for flooring, as a substitute for bamboo. By far the largest local use to which bejuco is put is for tying purposes. Bejucoes are cheap, strong and abundant, and therefore preferable to hemp for packages, when exposed to the weather. They are universally used in the Philippines as a substitute for nails. The parts of many houses are entirely

bound together by means of bejucos. Especially large pieces are stretched across streams, as cables for ferries.

Bejucos are well known to manufacturers all over the world, and are in great demand. At present, they are abundant in the more remote provinces of the Philippines, but if they are wasted or the reproduction is not considered, they will be as scarce as they are at present in many thickly populated provinces. Therefore, the Bureau of Forestry is using care in granting licenses to cut bejucos, and is trying to bring the industry under more conservative management.

Where an American or a European would use oak, pine, chestnut, iron, steel or brass, the Filipino uses bamboo.

Bamboo is a Malay word, which has been adopted, with slight variations in different countries, by all the world. It applies to hundreds of different kinds of grass, as well as to trees one hundred and seventy-five feet high. Yet all the varieties called bamboo are the same in structure and can be used for similar purposes. Java produces the species growing to the greatest height and the stems of these gigantic growths often have a diameter of eighteen inches. One variety grows in the States, which is known as "Japanese cane." In Japan and the Philippines there are many different varieties.

The house of the average Filipino is built of bamboo, from the corner post to the roof. In many cases, split bamboo, overlapped, takes the place of nipa palm roofing, forming an excellent watershed. Within doors one finds chairs, tables, beds, hammocks, stools, ladders and cupboards made of the stems of this giant grass; milk jugs, water pots, water pipes, flower pots, bottles of every size, boxes, cups and fruit jars are fashioned from joints of bamboo.

Bamboo is not only lived in and eaten from, but is likewise eaten and worn. The flower of the plant makes an edible dish. The fibres of the stalk can be shredded and woven into cloth, rugs and carpets. The cloth made of bamboo makes cool, comfortable and durable clothing. Excellent paper is also made of this fibre. However, at present, no paper is made in the Philippines, as no company has as yet given the matter its serious attention. In shipbuilding, bamboo is invaluable for masts. Spear-shafts, bridges and any number of smaller things are constructed from bamboo.

Recent developments have created an entirely new demand for bamboo. It is peculiarly adaptable for airships. No other common wood is so light and at the same time so strong. Steel tubing, spruce, bamboo and aluminum tubing have all been used to hold the engines and other mechanisms necessary for aerial navigation. Steel and aluminum tubings are objectionable on account of their weight in comparison with wood, and recent laboratory tests have proved that bamboo is stronger than spruce.

## Hardwood Record Mail Bag

[In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.]

### Pennsylvania State College Appreciates Record

STATE COLLEGE, PA., Nov. 10.—Editor HARDWOOD RECORD: I wish to express to the HARDWOOD RECORD the appreciation of the department of forestry for their generous gift of the magazine for the coming year.

It is one of the best magazines which we have on our reading table and is without doubt read more than any other by our students.—J. A. FERGUSON.

### Congratulates the Record

CINCINNATI, O., Nov. 16. Editor HARDWOOD RECORD: I wish to congratulate the RECORD on the splendid issue of November 10. —GALLOWAY-PLEASE COMPANY, E. D. Galloway, President.

### Appreciates Record

CADILLAC, MICH., Nov. 16. Editor HARDWOOD RECORD: I want to take this occasion to thank you for the interest the HARDWOOD RECORD has shown in our association meetings and especially for the article on pages 24, 25 and 26 of your issue of November 10, covering our fall meeting in Detroit on October 26.—J. C. KNOX, Secretary.

### In Commendation

PHILADELPHIA, Nov. 15.—Editor HARDWOOD RECORD: We beg to commend you on your several articles under date of October 25, page 16, and also the article "The End of Substitution," and the low-grade problem, pages 20 and 21, under date November 10. These are articles which interest us very much, and we believe that they are well founded as far as timber resources are concerned. We also believe as you do, that many millions of feet of lumber could be preserved yearly by utilizing the low-grade lumber and low-grade logs which are left in the forest.—THE FURNITURE & CHAIR STOCK COMPANY.

## News Miscellany

### Obituary

James E. Defebaugh, editor and proprietor of the American Lumberman, died at 4:17 o'clock Sunday morning, November 21, at the Columbus Hospital, this city, after suffering for many months with malignant cancer of the bladder. His end was peaceful, and at the bedside at the time of his death were his wife and only son, Carl; his brother, E. H. Defebaugh, and Bolling Arthur Johnson, who has been associated in business with him for many years.

A tribute to Mr. Defebaugh's memory and a brief biographical sketch will be found in another section of this issue of the RECORD.

as it has adhered to in the past. A directing board of those who have been intimately associated with the publication for years will guide the destinies of the publication. At the head of this directorship will be E. H. Defebaugh, brother of the deceased, associated in the publication of the HARDWOOD RECORD, the Barrel and Box, and Rock Products.

### IXL Flooring

The accompanying cut shows the large and attractive building of the San Diego high school, all the flooring in which was supplied by the



SAN DIEGO HIGH SCHOOL, SAN DIEGO, CAL., FLOORED WITH IXL ROCK MAPLE.

Private funeral services were held at the deceased's late residence, 919 East Fiftieth street, at 10:30 a. m., Tuesday, November 23, which were followed by a largely attended public service at the Forty-first Street Presbyterian Church, at 12 o'clock. The interment was made at Mt. Hope cemetery.

In many respects Mr. Defebaugh was the foremost figure in the American lumber industry, and his loss will be most severely felt by the entire lumber trade of the country. The great trade publication so ably conducted by him will be continued with exactly the same policy

Wisconsin Land & Lumber Company of Hermansville, Mich. The floors are of this company's famous Rock Maple, well known for its durability and accuracy of manufacture. The company has a large plant equipped with the finest modern machinery used in the manufacture of flooring and makes besides its well known Rock Maple, birch, selected red birch, birdseye maple and cherry flooring. The company also produces large quantities of white cedar shingles and lath, cedar posts, poles and ties, maple clippings and slab wood, as well as hardwood and pine lumber.



### An Old Wooden Water Pipe System

At Newark, N. J., there is an old system of wooden water pipes, which it is claimed was laid over a hundred years ago. Excavators in working in this district from time to time unearth pipes which are taken as proof by antiquarians that the city had a water supply other than wells long before the time when the public system was installed. Pipes have been dug up which were found to have been plugged up at the end and still contained water. They were made from tulip-tree trunks, the wood of which is soft, having a straight, regular grain. A small hole about  $1\frac{1}{2}$ " in diameter had been bored through the middle of the trunks. Sometimes it is found that on some connections had been made to smaller wooden pipes which had rotted away. Some of the connections were plugged up with hardwood corks. Almost without exception the pipes are found to be in excellent condition, resisting well the action of moisture. The pipes vary in length from 18 to 35 feet, and are found from 15 to 20 feet underground, which indicates the extent to which land has been filled in since they were laid in the eighteenth century.

Under favorable conditions and when well made, wooden water pipes are very durable and water keeps in them practically free from contamination. Wooden pipes are still used in some sections of the country and give good satisfaction.

### Heavy Loss Through Timber Decay

Millions of feet of timber and finished lumber rot every year in railroad ties, bridges, trestles, piles, farm buildings, fences, poles, and mine props. The lumber consuming public of the United States pays perhaps thirty to forty million dollars a year to make good the losses from wood decay.

These great drains are a source of more and more concern each year. Chemists and engineers who have to do with the uses of wood are working unceasingly on the problem. The United States Forest Service has men who devote their whole time to it.

Wood decay is caused by fungus, whose roots, like minute hairs, force their way into the wood tissues and destroy the solid parts. Timber treated with preservatives has double and sometimes treble the life of ordinary timber.

The United States government considers investigations of preservative treatment of such importance that one office of the Forest Service, that of wood preservation, with new headquarters at Madison, Wis., is given over entirely to the work of experiments in cooperation with railroad companies and other corporations and individuals in prolonging the life of railroad ties, mine props, bridge timbers, fence posts and transmission poles.

The lengthening of the life of timber means the saving of thousands of dollars annually through doing away with the heavy expense of labor and cost of material for renewals.

### A New Zealand Wood

A wood which has not yet been used in Europe has made its appearance at London. Its scientific name is *Olea cunninghamii* and its native name is black maire. It has a dark brown heart streaked with black and is very thorny. The wood is straight grained, heavy, dense and compact, sound throughout and practically all heart. It is said to be susceptible of a high polish and to be very durable. It has been used with excellent results for railway work, cabinet work, turnery, and is widely used in New Zealand for flooring, being especially desirable for this purpose on account of its wearing qualities. It is also much used for general outdoor work, for building material and bridge construction. It is said that there are large quantities of the timber, but it is scattered and as it is so very hard it is expensive and difficult to get it out of the forests.

### Clever Shot and Good Lumberman

Barry Norman, the popular head of E. B. Norman & Co. of Louisville, Ky., used to be a football player of renown. He was captain of the high school team here—though that has long since been ancient history—and then starred at Sewanee. More recently he has found that Father Time and Mr. Avoirdupois have been getting ahead of him, and he now gets his sport in automobiling and hunting. Like his father, A. E. Norman, he is rated one of the best shots in the business, and is a leading member of the



BARRY NORMAN SHOOTING CLAY PIGEONS AT LOUISVILLE GUN CLUB.

Louisville Gun Club. The picture shows him in action at the club's grounds on the Prospect road, taking part in a clay pigeon shoot. He and his father usually spend several weeks during the fall in Shelby county hunting quail. They seldom return without full game-bags.

### Dodge Co. Building New Warehouse

Following the completion of the main machine shop addition at the plant of the Dodge Manufacturing Company, Mishawaka, Ind., ground has been broken for an additional warehouse for finished products.

For a long time the present warehouse has been inadequate to take care of the volume of business and this condition, together with a firm resolve to better the service, is responsible for the new building. The plans call for a structure of reinforced concrete, 256 feet long by 112 feet wide, four stories high and a basement, and will cost in the neighborhood of \$160,000.

The first floor, on a level with the floor of a freight car, will be used for shipping and inspection purposes, with offices for the general traffic manager and his force.

A loading platform will extend the entire length of the warehouse, with ample trackage for loading and moving cars with promptness and speed. The Lake Shore & Michigan Southern already has extensive yards at the Mishawaka factory, but connection with the warehouse will be made direct. Suitably placed doors will give access to and from the shipping floor.

The basement and the second, third and fourth stories will be confined to the storage of prod-

ucts. Each will have elevator facilities and the whole equipped with the most modern appliances of the day in warehouse construction.

In the new warehouse arrangement it will be possible to fill orders for standard goods, such as pulleys, hangers, pillow blocks, collars, couplings, clutches and other transmission machinery in special or carload lots as fast as the railroad company can furnish cars and pull them away.

### Berthold & Jennings Incorporate

The Berthold & Jennings Lumber Company of St. Louis, Mo., has been incorporated with \$100,000 capital stock. This business has been conducted at St. Louis as a partnership for the past thirty-seven years, being one of the oldest in St. Louis. In September last John B. Sarpy Berthold, senior member of the firm, died, and the incorporation of the concern followed. The officers elected for the new company are C. M. Jennings, president and treasurer, and G. P. Sheban, secretary. The company's headquarters are in the Lumbermen's building, St. Louis. It manufactures and handles oak, gum, cypress and other hardwood lumber as well as wagon and implement stock and railroad material. The company is one of the foremost in St. Louis and has contributed no little toward building up the enviable reputation which that city holds as a hardwood market.

### Philadelphia Concern Makes Big Purchase

Several of the biggest timber deals of the year have just been announced from Asheville, N. C. They were closed by J. C. Arbogast, William Whitmer & Sons, Inc., of Philadelphia, Pa., have just acquired 70,000 acres of fine timber lands in Polk county, Tennessee, and Fannin county, Georgia. The purchase price was about \$900,000. When improvements contemplated on the property are made the Philadelphia concern will have expended on the property over \$1,000,000, including purchase price.

Two years ago William Whitmer & Sons purchased a 35,000-acre boundary of fine timber lands in Swain county, North Carolina. This tract has been transferred to the Parsons Pulp & Lumber Company, a West Virginia corporation, the consideration named being \$651,500. Concerning this transfer, Mr. Arbogast of Asheville said that it did not mean that the property really changed owners, since the Parsons Pulp & Lumber Company is owned by William Whitmer & Sons. Mr. Arbogast said that development of the Swain county (N. C.) property would probably not be made for several years at least.

Included in the 70,000-acre tract taken over in Tennessee and Georgia are all the sawmills, the railroads and the 25,000 acres of land owned by the Conasauga Lumber Company, now operating in Polk county, Tennessee. The rest of the land was acquired from small holdings, and the entire property will be merged into a large corporation, capital stock increased, and lumbering operations conducted on a much larger scale. It is said that the change of ownership will not stop the operation of mills at present on the Tennessee property.

### Status of Wagon Oak Exporters' Controversy

The Wagon Oak Plank Exporters' Association, organized some months ago, is pursuing persistently the aims originally set and is going right ahead with the work undertaken. Conditions abroad, which brought the organization into existence, are still operative to a large extent, and the association is determined to work to remedy these if it can possibly be done. Under the influence of a declining market large accumu-

lations of stocks contracts ceased to have any binding force with foreign buyers, who endeavored to recoup themselves for the drop in the current quotations by putting up the grade requirements, and rejecting pieces not up to the mark, in their opinion, and would make arbitrary reductions on the pieces rejected. When asked why they took the planks at all, they would say that these planks were good enough for their purposes, and yet they insisted that such planks were not good enough to be paid for at contract figures. The reductions became so great that the exporters sustained serious losses. The organization of the Wagon Oak Plank Exporters' Association followed. This organization proposed to make a sample shipment, the planks to be inspected by a number of the leading exporters and to represent the American ideas of quality. This shipment was to be inspected on its arrival at Liverpool by a similar committee from the Timber Trade Association, representing the British view. With the two inspections available as a basis of negotiations, the matter was then to be submitted to a joint commission for final agreement upon inspection rules recognized on both sides of the Atlantic and constituting an absolute and unquestioned standard. Until the foreign buyers have given assent to this proposition, however, exporters are resolved to make no more shipments on contract, preferring to take their chances on the open market. They feel that they will be incurring smaller risks, especially at this time, when some improvement has taken place in the situation, by offering their shipments on the open market than by relying upon contracts. They feel that with any system of inspection that is fixed and stable they can get along, but what they object to is to be exposed to the mercies of buyers who do not consider themselves bound by any rules. The shippers are disposed to let the receiver make the rules, and are confident that the price will then adjust itself as long as the rules are lived up to.

#### Meeting Memphis Lumbermen's Club

The regular semi-monthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso, November 20. President Crenshaw was in the chair and the usual luncheon was served. On account of the near approach of Thanksgiving day, small souvenirs in the shape of turkey images decorated the table. There were about forty-five members present, including the following:

Rudolph Sondheimer.	George W. Fooshe.
N. Butler Haines.	A. N. Thompson.
C. D. Hendrickson.	D. T. Heuer.
B. R. Thurman.	George O. Friedel.
F. E. Stonebraker.	A. L. Foster.
J. W. Dickson.	S. B. Anderson.
A. W. Gould.	C. C. Lattauer.
F. B. Robertson.	John W. McClure.
E. E. Goodlander.	G. E. Bailey.
F. J. Blackwell.	George C. Ehemann.
James R. Blair.	A. C. West.
W. R. Barksdale.	J. M. Pritchard.
R. M. Bennett.	C. L. Wheeler.
S. C. Major.	F. W. Dugan.
J. W. Wright.	H. W. Kramer.
R. J. Wiggs.	C. B. Dudley.
D. D. Nellis.	

The committee appointed at the last meeting to investigate the proposed increase in charges on code messages on the part of the telegraph companies, effective December 1, reported through its chairman, A. L. Foster, that the members of the club would not be affected, and on motion the secretary was instructed to communicate this fact to the Illinois Manufacturers' Association, at whose request the matter was taken up.

President Crenshaw was instructed to appoint nominating committees within a week to place

two tickets in the field for officers for the ensuing year. He will make these appointments by next Saturday, and before the December 4 meeting of the club these committees will select their candidates and make them known to the club at that time. It has been decided that no election contest shall be longer than two weeks, and the actual election will take place at the second meeting in December. It is certain that, despite the shortening of the time between nomination and election, the race will be most exciting and spirited, as it is considered quite a high honor to serve the club in any official capacity. No suggestions have been made as to the identity of the nominating committee, and no idea can be given of the personnel of the candidates themselves.

A letter was read from E. F. Perry, secretary to the Car Stake Executive Committee, with headquarters at New York, asking the members of the club or the organization itself to contribute to the defrayal of certain expenses incurred in the car stake controversy and litigation. The club did not feel so disposed and instructed Secretary Thompson to advise Mr. Perry to that effect.

Two new members were elected, one active and the other associate. Sam Burgess, of Maley, Wertz & Burgess, Memphis, is the former, and W. J. Norton, of the Norton Lumber Company, Richie, Miss., is the latter.

A. L. Foster called attention of the club to the very hearty support and assistance given by the Memphis Freight Bureau in the matter of furnishing tariffs and other information needed by the club in prosecuting its cases before the Interstate Commerce Commission. He said that its help was material and that, in order that the club might be able to command this aid in case of need in the future, he thought as many members of the club as possible should identify themselves with the Memphis Freight Bureau by becoming members of that organization. Mr. Foster characterized it as one of the most active and important in rate matters of any organization in the South.

Gardner I. Jones of Boston addressed the club informally, and John P. Hanna of the Wiborg & Hanna Company, Cincinnati, also was called upon for a few remarks.

#### Monthly Meeting Chicago Wholesalers

The regular monthly meeting of the Chicago Wholesale Lumber Dealers' Association was held in the East Room of the La Salle hotel Tuesday, November 9. The business session was preceded by the usual enjoyable luncheon, which was served at one o'clock. President Griffith then called upon Secretary Thornton, who read the roll call and minutes of the last meeting, which latter were adopted.

The next order of business was the reports of standing committees. George J. Pope, chairman of the Trade Relations Committee, stated that there was nothing special in connection with the work of this committee except as it related to that of the Inspection Committee, to which the members had been able to give some assistance.

Next followed the report of the Inspection Committee, which was given by Chairman George T. Mickle. Mr. Mickle referred to the hiring of H. N. Hanbury as association inspector, whose work was begun November 1. Mr. Hanbury has made a number of inspections, all of them entirely satisfactory to both the mill men and the consumer. Mr. Mickle said that he had talked with a number of mill men regarding this feature of the association's work, and that all had been strongly in favor of the plan, as were also most of the buyers. Mr. Mickle stated that thus far the work assigned to Mr. Hanbury had not been of as great volume as had been expected, and he said that it seemed to him that the mere fact of the Inspection Bureau having been estab-

lished had served to prevent complaints, and that it might be a good plan to maintain the office as a preventive measure even though the inspector were not called for at all.

The work of the Inspection Bureau and the attitude toward it which manufacturers and consumers of lumber show, as well as the expense connected with its maintenance, were discussed by Messrs. Brown, Mickle and Pope. These men were of the opinion that the work could be done through the local bureau cheaper than in any other manner, and this appeared to be the view of most of the members of the association. Mr. Hanbury has so far made his headquarters in the office of Mr. Mickle, and the question of securing a separate office for him was taken up, and upon motion it was decided to leave the matter with the Inspection Committee, with power to act.

John A. Nourse, chairman of the Membership Committee, reported that a number of applications had been made by operators outside the city who seemed to be anxious to join the association to reap the benefits of the Inspection Bureau. Mr. Nourse called the attention of the members to the fact that under the present by-laws of the organization it would be impossible to admit these concerns, and raised the question of amending the by-laws to provide for associate membership. He then stated that the Wisconsin Lumber Company had applied for admission to the association, and this concern was favorably acted upon.

J. C. Ulrich reported that it was rumored that the Pacific Coast Lumber Manufacturers' Association is contemplating putting in an Inspection Bureau for middle western territory and suggests the possibility of an alliance with the Chicago Wholesale Lumber Dealers' Association for the use of its bureau instead. Mr. Ulrich suggested that it might be a good plan to communicate with Washington and Oregon manufacturers' organizations to the end that they use the bureau.

F. R. McMullen spoke briefly on the campaign which the Chicago Hardwood Lumber Exchange proposes to make in advertising Chicago as a lumber market, and suggested the appointment of a committee to confer with a committee from that organization. Mr. Mickle spoke about dies for stationery and the use of stickers as proposed by the hardwood exchange. On the suggestion of President Griffith the matter was given into the hands of George J. Pope, chairman of the Trade Relations Committee.

The meeting then adjourned.

#### Why Posts Should Be Turned End Up

It is said that among the ancients there were a number of features of construction work that were as well if not better understood than they are today. It has been shown that all main upright timbers, for instance, were almost invariably put in upside down and many placed in this position are of much larger diameter at the top than at the bottom. For instance, it is often found that posts, having a diameter of twelve inches at the top, at the lower end are not over eight inches, somewhat like the diminished stile of a door inverted.

The reason for this may be explained in a very natural way. The sap in the tree rises through the porous grain of the wood and descends on the outside circumference of the trunk under the bark, forming an annual ring and at times becoming part of the wood of the tree. Fixed in the natural position it is claimed it would be the means of carrying moisture throughout the length of the post, but when placed in a reversed position, the dampness does not rise into the wood and the timber is only affected by moisture on the exterior, which would seem to be a logical explanation of the fact that so many construction timbers placed years ago were well preserved through long years of time.

## Progress Made in Adoption of the Code of Ethics

A circular issued by A. B. Wastell, secretary of the American Lumber Trades' Congress, Portland, Ore., covers the progress made thus far in the adoption by the various lumber associations of the country of the code of ethics as revised at the Chicago meeting of the Congress on June 8 last. Consideration has subsequently been given to the code by many associations, and adoption has been reported by a number of the prominent organizations of the country.

Secretary Wastell urges that the code be brought up by the secretaries of the various lumber organizations at their next annual meeting, and that attention be drawn to the merits of the regulations embodied in the code, with the understanding that any suggestions for revision will be duly considered by the congress at the next session, but that in the meantime the code as it stands represents the best compendium of lumber trade custom and regulations extant. Naturally there have been many criticisms of the code, as well as commendatory remarks, in association circulars and trade paper articles. Herewith are given a number of the revisions, with comment, which have been suggested to Secretary Wastell, who would be glad to receive further comments on them:

"Provisions for a time limit for the registering of complaints after arrival of car."

It is usual for seller to cover this limit in terms of sale, but as terms of sale were not definitely covered, it would be well to incorporate a corresponding clause in Article 14.

"Relative responsibility of shipper or consignee for damage to product during transportation, and what constitutes point of delivery and when title to lumber passes."

This matter was quite fully discussed at Chicago and it proved impossible to get any unanimity of opinion, on account of the wide field of operation, and it was considered inadvisable to incorporate anything in the code on this score. Inclusion of special clauses in terms of sale to cover these questions is entirely possible between buyer and seller, and, according to Article 6 of the code, terms of sale should be considered as part of the contract and be lived up to.

In Article 15 the clause should be added, "The buyer must credit shipper with the amount above grade determined by inspection." Exception has been taken to the fact that while shipper must credit buyer with the amount of degrade, no corresponding premium is paid shipper for the amount of above grade found in the consignment.

The same question was raised at Chicago and quite a controversy resulted and created more of a contention than any other feature, but it was finally determined that although in some instances the buyer might be able to utilize to advantage stock running above grade, in the majority of cases the above-grade stock would be sold as of grade ordered, without distinction, and shipper was clearly at fault in sending better than ordered, and buyer should not suffer for this reason.

"To the duty of president of the congress add the duty of an arbitrator to consider complaints as to flagrant violations of the code of ethics, which he in turn would bring to the attention of those about whom complaint has been made, for the moral effect that such action would have, with the complete understanding that specific details would not be gone into on individual cases that should be handled, as prescribed by the code, by a regular board of arbitration, but in a general way, particularly between associations to consider and advise in relation to violation of the provisions of the code."

Mr. Wastell includes in this circular a statement of the receipts and expenditures of the American Lumber Trades' Congress since the last meeting. This shows a splendid participation by the larger associations of the country, and also shows that the several Pacific coast organizations have given very gratifying help to the organization, although they were not accorded accredited representation. They evidently appreciated

the purpose of the organization and wanted to help, which may be a good suggestion to other associations. Voluntary contributions will be greatly appreciated, and if enough are received no further assessment during the current year will be necessary.

It is hoped that various association secretaries whose organizations will meet shortly will not fail to bring up this important matter for consideration and to communicate with Mr. Wastell's office direct as to the action taken.

## November Meeting St. Louis Lumbermen's Club

The November meeting of the Lumbermen's Club at St. Louis, held at the Mercantile Club on the evening of November 9, was one of the banner meetings of the year.

After a most delightful dinner, President Julius Seidel called for reports, and Frank Goepel, chairman of the Committee on Public Affairs, reported that in the proposal to incorporate the club, which his committee had in hand, it had been decided to lay the matter on the table for the present. The committee, he said, could see no advantage in incorporating, the only contracts being made by the Entertainment Committee, and the club holding no property. Besides this, there would be considerable cost attached to incorporating. The report of the committee was adopted.

J. L. Benas, chairman of the Traffic Committee, reported that a number of important matters had been handled by this committee, one of which was a request to investigate the advance in the rate of one cent from St. Louis to Minnesota transfer points. The committee on investigation reported that the advance was justified, as it equalized the locals from the South to those points with the through rate.

Another very important matter considered was switching charges in St. Louis. After considerable correspondence and many visits to the railroad offices, the committee, Mr. Benas reported, had been able to obtain a complete tariff to date from a road that handles the bulk of the lumber coming into St. Louis—the Missouri Pacific and Iron Mountain railroad.

The committee stated that it had not been able to get any satisfaction as to any changes that might benefit the industries of St. Louis, but were informed that the railroads operating in St. Louis and East St. Louis territory are arranging a new and uniform tariff which will be complete and show the switching charges on cars entering St. Louis and East St. Louis territory. The committee recommended that action in regard to St. Louis switching charges be deferred until the new uniform switching tariff of all the roads and also the absorption tariff of individual roads have been issued. The committee also reported that the matter of space for unloading lumber from boats and barges on the wharf between Clinton and North Market streets has been satisfactorily arranged at the Harbor and Wharf Commission.

The Membership Committee presented the names of the following men for membership and they were unanimously elected: B. L. Van Cleave of the Van Cleave Lumber Company, Lee Caruthers of the Kirby Lumber Company, and T. C. Skeen of the Consolidated Sawmills Company.

As the election of officers will take place at the December meeting, the president named the following for a nominating committee: J. A. Freeman, E. C. Robinson, and J. L. Sheve. As the constitution also specifies that three members from the floor be named, thus putting two tickets in the field, the following gentlemen were chosen from the floor: W. A. Bonsack, H. W. Ballman, and C. M. Jennings.

A letter from W. B. Morgan was then read in

regard to having a delegation from the St. Louis Lumbermen's Club in attendance at the meeting of the Western Classification Committee, to be held in San Antonio, Texas, in January next. At this meeting an effort will be made to obtain an equitable adjustment of rates on goods shipped in wooden boxes as compared with that contained in strawboard and fiber boxes; the rate at present is the same, and it is contended that this is unjust and that goods shipped in inferior packages are not entitled to the same freight rates as when shipped in the more durable wooden box. Most of the lumber and box manufacturers' associations in the country will have delegates at this meeting, and it is hoped that much good will be accomplished in this direction, which is a matter of considerable importance to lumbermen, as a victory of this sort will help the low-grade problem considerably.

Following the business meeting a toast was sung by the members to J. B. White of Kansas City, Mo., a prominent southern operator, who was the speaker of the evening. This toast was written by P. F. Cook of the St. Louis Lumberman, and made a great hit. Mr. White very feelingly thanked both Mr. Cook and the members for this demonstration, after which he addressed the club in a most entertaining manner on the subject, "Forest Conservation and the Merchandising of Lumber." Mr. White's speech was one of the ablest ever given on this subject, and 10,000 copies of it were ordered printed for distribution.

The meeting then adjourned.

## Charcoal in Japan

United States consul located at Kobe, Japan, gives some interesting facts regarding the production of charcoal in Japan. The white is made from hardwoods mostly *Quercus myrsinæ-folia*, and the black from soft woods other than pine. Trees from twenty to thirty years old are used and are cut into lengths of three feet by two feet in circumference.

There are two styles of kilns used, stone for making white charcoal and earthen for making black. Kilns burn from 800 to 4,000 pounds of green wood, which process takes about thirty hours, and requires the services of three men. The charcoal obtained amounts to from eighteen to twenty-three per cent. A new kiln has been patented which will burn from 24,000 to 80,000 pounds of wood, but no details in regard to it were furnished by the consul.

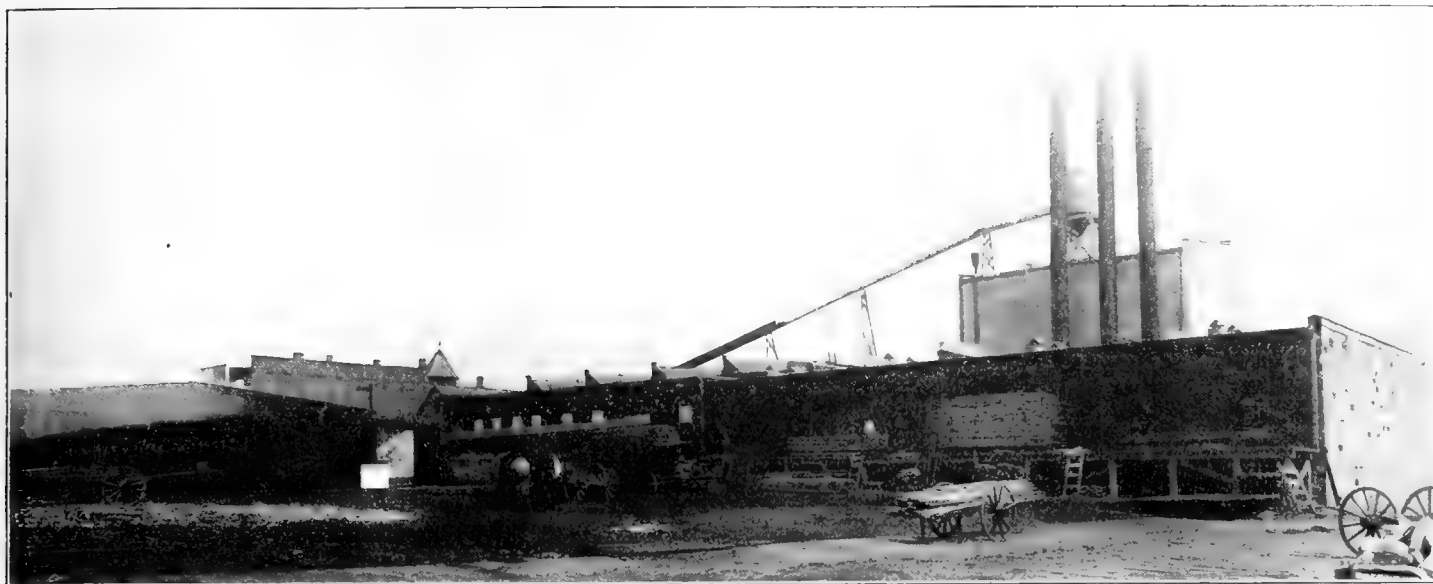
The charcoal consumed in Japan in 1907 was valued at \$7,934,700. The retail price of hard charcoal is 60 cents per bale of 32 pounds and of black charcoal 30 cents.

## A Prominent Chicago Hardwood Flooring House

The hardwood industry has its perceptive minds quite as much as any other industry. The prevalent notion that the men who know and see and act are principally among those who have to do with matters of great commercial and governmental importance is erroneous. Institutions that are rarely heard by the public and that figure little in shaping policies are to the field in which they work directing a destiny. The hardwood industry is no exception.

An allied member of this industry, though not so large as some, but which is wielding a timely influence, is the North Branch Flooring Company, located at 2415 Barry avenue, Chicago. This institution is the outgrowth of the old North Branch Lumber Company established eighteen years ago on the same site.

Men long in the trade remember the North Branch Lumber Company. At the time of its founding the thought uppermost in the minds of its promoters was to do a general lumber busi-



REAR VIEW OF PLANT, NORTH BRANCH FLOORING COMPANY.

ness, paying only slight attention to the hardwood feature. As such it continued for eighteen years, but being keenly observant of trade conditions and of the growth of Chicago, it was soon apparent to the officials of the company that the manufacture of hardwood flooring was fast coming to be a great factor in the industry.

Accordingly the business was reorganized in 1906. The officers elected, who are still serving, were: W. C. Hull, president; F. M. Longenecker, vice-president, and H. F. Brand, secretary. The first two gentlemen are vice-president and sales manager respectively of the Oval Wood Dish Company of Traverse City, Mich., and men of wide activity. Mr. Hull is the moving spirit of the Michigan company, reputed to be one of the largest of its kind in the world. It manufactures wood dishes and clothes pins that find their way to the markets of the world.

The determination of these men to devote their energies entirely to the manufacture of hardwood flooring proved their wisdom. Three years is a short term in which to establish any business, but a concern that handles 600,000 feet of maple and 150,000 feet of oak every twenty-four days is surely making splendid progress. The company has not always found progress smooth sailing, for in 1907, a year after the reorganization, fire completely destroyed its plant. But "from ashes cities rise" found application here.

The present plant is modern in every sense.

In the manufacturing department there are nine machines four flooring and five end-matching machines. These machines are of the latest pattern, the product of the American Wood Working Machinery Company's Aurora plant. There are five dry-kilns having a capacity of 40,000 feet each. The yards are arranged with great convenience along the north branch of the Chicago river, and property immediately across the street has just been added owing to increased business.

The company has seventy-five employees in all departments. The highest grade of skilled labor is the rule of the company and it is widely stated that the North Branch Flooring Company has one of the best organizations of any similar concern in the United States. The officials themselves say that they aim always to get the best labor and to treat their men as men. Because of this there have been mighty few resignations.

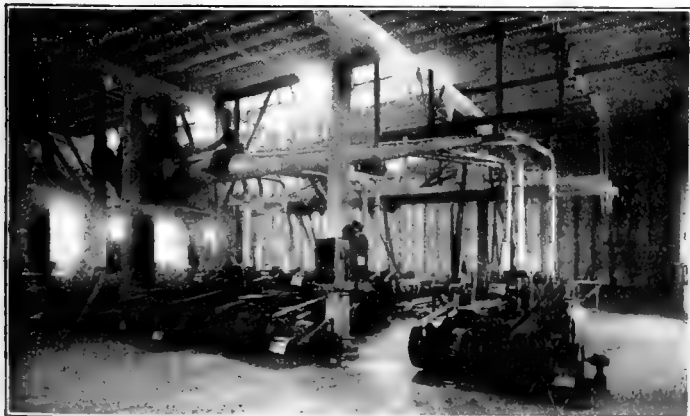
The North Branch Flooring Company makes a specialty of maple flooring in the ratio of three to one. The lumber is obtained from the Oval Wood Dish Company direct, an arrangement that insures the best quality that money can buy and selected stock as well. The oak is purchased in the open market, but here also the same fixed purpose of "buy nothing but the best" obtains.

In the manufacture of maple flooring this concern stands among the highest. One feature which it emphasizes is the manner in which the flooring is prepared. Instead of a square groove

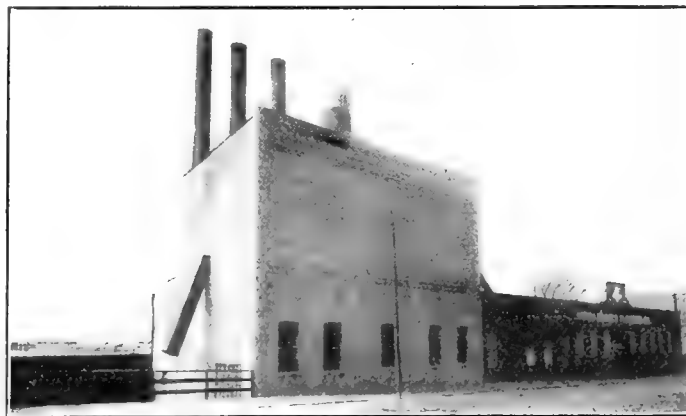
into which the tongue fits the under edge of the top lips of the groove is rounded so that the tongue will not interfere with the nails. The rounded edge insures an even surface of the finished floor. By a series of tests the company has demonstrated that a perfectly smooth floor always results. Similarly the same attention is paid in the preparation of each piece of flooring, insuring uniform accuracy. The flooring machines, it might be stated in this connection, were made from special patterns prepared by Mr. Brand and the superintendent of the plant, after an experience of many years.

The company supplies the yard trade and contractors direct. The business is confined entirely to Chicago, though the officials state that it is the only exclusive hardwood flooring concern in the state. Standard widths are made, of course, yet the equipment is suited to all special sizes desired.

The personal equation in this company must not be overlooked. The man who directs its forces is the genial and strong H. F. Brand, for thirty-five years identified with the local lumber business. One may go far to find a man with a kindlier spirit. Around three score years of age, he shows no trace of the devastation of time and never a day's work does he miss. He is without ceremony and show, and is one of those who sees, knows and acts, and while not laying claim to the prophetic, he is shaping in his small way the destiny of the trade.



MANUFACTURING DEPARTMENT, NORTH BRANCH FLOORING COMPANY.



EXTERIOR VIEW OF PLANT, NORTH BRANCH FLOORING COMPANY.

### Water in Wood

In the living tree and in green wood there is a large amount of water. Part of this is closely held in the material of the cell walls, and cannot be removed without affecting the physical condition of the wood; the rest, which fills the pores of the wood, is free water. In drying, the free water within the cells passes through the cell walls until the cells are empty, while the cell walls remain saturated. When all the free water has been removed the cell walls begin to yield up their moisture. Heat raises the absorptive power of the fibers, and so aids the passage of water from the interior of the cells.

Air-dried wood under ordinary atmospheric temperatures retains from 10 per cent to 20 per cent of moisture, whereas kiln-dried wood may have no more than 5 per cent as it comes from the kiln. The exact figures for a given species depend in the first case upon the weather conditions, and in the second case upon the temperature of the kiln and the time during which the wood is exposed to it. The studies upon which this report is based covered the following goods: White oak, red oak, maple, birch, basswood, chestnut, ash, red gum, mahogany, cherry and walnut.

### The Cincinnati Photographs

The admirable pictures of Cincinnati lumbermen which appeared in the last issue of the *HARDWOOD RECORD* were made by the foremost Cincinnati photographers, Young & Carll, Seventh and Vine streets. This house did a prompt and satisfactory piece of work for the *RECORD*, and thanks are due for this efficient service.

### A Lumber Rhyme

The *RECORD* is indebted to J. A. Spalding, well-known lumberman of the Witherspoon building, Philadelphia, Pa., for the appended verses. Mr. Spalding explains that it is a copy of an acceptance of an invitation to attend a wooden wedding anniversary which one of his friends received a few days ago. The acceptance was written on parchment and mounted on a heavy block of oak.

We accept your invitation with a great amount of glee;  
The interest that we feel in you is lively, don't you see;  
We helped you in your wooing, on the land and on the sea,  
And we couldn't, no, we wouldn't, miss your anniversary.

Some *wooden-headed* people, call them *blockheads* if you like,  
Might pass the invitation by, to some other function hike;  
We're not that kind of *timber*, we're built of solid *Oak*,  
As modest as the violet (you'll consider this a joke).

One could not hope to *Sycamore* companionable place,  
Where everything is lovely and one cannot fall from grace;  
One meets old friends who *Pine* to work off many an old *Chestnut*,  
But host and hostess never let things fall into a rut.

We'll *Spruce* up in our very best, we have not *Fir* to go,  
And *Maple* up at your front door in good time for the show;  
The *Buttonwood* announce us, it touches off the bell,

Now put your open *Palm* in ours, and ask if all are well.

Now, if there's any singing, Massey's *Basswood* please us all,  
And if he doesn't do it well, there's a *Birch* rod in the hall;  
Or if he pleads he has a cold in that good throat of his,  
We'll give him slippery *Elm* drops, then settle down to biz.

The prospect pleases us indeed, and you will see us two  
On Wednesday night, November tenth, without making more ado.

M. P. B. and G. H. B.

P. S.:

Don't *lumber* up your attic with this old block of wood,  
But burn it up to give you heat, as decent *lumber* should.

### Proposed Hoo-Hoo Legislation

At the Hot Springs Annual of Hoo-Hoos held in September last a joint meeting of the Supreme Nine and the House of Ancients of Hoo-Hoo was authorized, and this meeting was held on November 17, 18 and 19 at the La Salle Hotel in this city. Bolling Arthur Johnson, Seer of the House of Ancients, and W. A. Hadley, Supreme Snark of the Universe, jointly presided at the meeting. There were nearly sixty prominent members of the organization present. Most of the action taken by the organization, before becoming effective, will have to be passed on at the next annual meeting of the order. Numerous suggestions were recommended, but a summary of the work accomplished is as follows:

A contribution of \$250 was made to the Cherry mine disaster relief fund.

The House of Ancients and Supreme Nine are authorized to employ a high-class traveling representative, to be known as Supreme Representative. The duties of this new officer are to devote his entire energies to the good of the order, and especially to be present and be arbitrator and co-operate with vicegerent snarks at all concatenations.

Gifford Pinchot, chief forester of the United States, was elected an honorary life member of the order, exempt from initiation fees or dues, and he and his policies were endorsed in a strong resolution.

The Scrivenoter was instructed to report at annual meetings concerning the work of securing positions for members out of employment.

A committee was appointed to co-operate in forest conservation and report at the next annual meeting.

Hoo-Hoo territory of the United States, British North America and Mexico was divided into nine jurisdictions, each jurisdiction to be represented on the Supreme Nine. Each of these jurisdictions has the right to place in nomination candidates for the Supreme Nine at each annual meeting.

It was recommended that Hoo-Hoo banquets or "On-the-Roof" may be held to better advantage in the afternoon or evening between six and eight o'clock than late at night.

Numerous changes were made in the constitution and by-laws relative to the eligibility of members and election of candidates. The change will admit a large number of railroad employees that never before have been eligible.

A plan was authorized to provide for a death benefit fund and the plan to be drafted by a committee and submitted for approval to the House of Ancients and Supreme Nine, and then put into effect.

It was proposed to rescind the action at Hot Springs concerning changing the Hoo-Hoo button

and authorized the continued use of the old or large button.

The number of handbooks to be issued for 1910 to be restricted to 3,000.

Plan of manner of holding concatenation changed to definite period in each section of the country.

Scrivenoter was instructed to inaugurate a special campaign to get back desirable members who have resigned from the order; also to induce delinquents to pay their dues.

Vicegerents are to be instructed by Scrivenoter to hold concatenations in strict accordance with ritualistic ruling.

In the future no member will be eligible to office in the order whose dues are not paid in advance covering his period of office.

Vicegerents are to be suspended if they don't return ritual in specified time after expiration of term of office.

### Baldwin Locomotive Works Building Enormous Erecting Shop

At the Eddystone plant of the Baldwin Locomotive Works, foundations are being dug for one of the largest erecting shops in the United States. The shed will be about 900 feet long and 80 feet wide and will comprise three buildings, for the erecting and assembling of the mammoth Mallet freight or double type engines. Contracts have been awarded for the iron and steel structure work and the machinery. The latter will consist of large electric traveling cranes and other appliances for rapid handling of the heavy parts of the locomotives. The building is to occupy the unused land of the company which lies north of the Pennsylvania railroad and which skirts the tracks. It will be constructed in three overlapping sections, the first to be 243 feet long, the other two 291 feet each in length, with a common width of 80 feet.

Shipping facilities will soon be arranged for this plant unattained by any other industrial establishment in the world. Two great trunk lines, the Pennsylvania and the Reading, skirt the works, and connection is being made with a third, the Baltimore & Ohio. In addition, great wharves are to be built on the Delaware river front and a harbor provided in Crum creek.

Eight departments are now in operation at Eddystone because of the lack of room at the Philadelphia works, the blacksmithing, drop-forging, hydraulic-forging, bolt-forging, rolling mill, pattern shops, iron foundries and repair shops. These are grouped between the Reading railway, which passes through the southern part of the works' property, and the Pennsylvania, on the north. Shipments are made by both of these lines, but in order to have a third outlet a bridge is being built to span Crum creek and connect with the Baltimore & Ohio.

### Defiance Bending Machine

Illustrated herewith is the 12-inch patent automatic felloe, hound and bow bending machine manufactured by the Defiance Machine Works, Defiance, O. This machine the manufacturers have designed with the idea of meeting the requirements for the successful and economical bending of felloes for automobile, carriage and wagon wheels, wagon hounds, carriage bows, reaches and other similar classes of bending. It is capable of bending the lightest felloes used for carriage wheels as well as the heavy work required for farm wagons, truck and artillery wheels.

It bends hardwood as large as 5 inches thick, 12 inches in width, with adjustments to accommodate changes from 13½-inch to 72-inch circles; also wagon hounds to any circle required, and carriage bows from 36 inches to 44 inches wide. The form for this work is adjustable to bend any width between the sizes specified. The frame of the machine is a massive

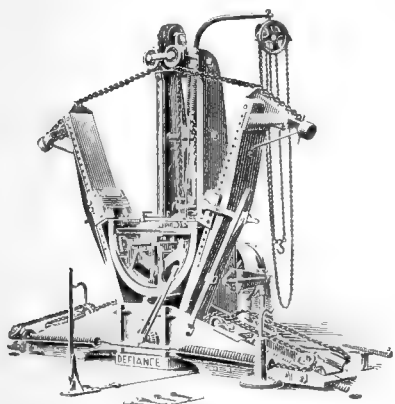


casting, and is substantial and strong in all parts. It is 9 feet 9 inches high and occupies 14 feet of floor space.

The machine embodies an entirely new feature in the application of power, the object being a drastic longitudinal stress upon the timber to be bent. This is secured by means of an elastic cable railway held taut by four powerful springs, which are capable of exerting an aggregate energy of 6,000 pounds. Upon this railroad roll the trucks by which are carried the inner or lower ends of the levers or bending arms. Long experience in the art of bending timber proves this action to be necessary to secure a shape in satisfactory agreement with the form upon which the timber is bent.

A swinging crane with hoist attached is furnished with each machine, which enables the operator to easily place the forms in or out of the machine, and when out of use it is swung out of the way. The machine will bend about 2,500 felloes 1½ inches or 1,200 wagon hounds in ten hours; the other classes of work in proportion.

Anyone interested in this machine or in any sort of equipment for making hubs, spokes,



DEFIANCE PATENTED 12 FOOT AUTOMATIC WOOD BENDING MACHINE.

wheels, wagons, carriages, rims, shafts, poles, neckyokes, singletrees, barrel hoops, handles of every kind, bobbins, spools, insulated pins and oval wood dishes may receive details in regard to same and illustrated circulars by writing to the Defiance Machine Works, manufacturers of a wide and excellent line of this class of machinery.

### Two New Dodge Branches

Service is one of the chief characteristics of the Dodge Manufacturing Company, power transmission engineers and manufacturers of the Dodge line of transmission machinery at Mishawaka, Ind. This is largely based on the maintenance of large stores and warehouses in many of the principal cities of the country, in connection with expert engineering departments, which makes possible immediate deliveries and the solution of knotty transmission problems without delay.

From time to time the Dodge people have enlarged and extended this service until it now takes in nine points—Boston, New York, Brooklyn, Pittsburgh, Philadelphia, Cincinnati, Chicago, St. Louis and London, Eng. Recently the list has been augmented by the addition of Minneapolis, Minn., and Atlanta, Ga., to the list. These two branches will serve as local stores and distributing stations for the Northwest and the South.

The Minneapolis store is located at 202-204 Third street, South, and the warehouse at 312 to 320 First street, North. The agency arrangement with the Minneapolis Steel & Machinery Company has been discontinued. Burke Richards, former resident salesman at Cleveland, O., has

been promoted to manager of the Minneapolis branch.

The Atlanta branch and warehouse is located at 54 Marietta street. S. L. Dickey, resident salesman at that place, has been appointed manager. No change has been made with any of the agency connections in the South.

### A Veneer Punch

Users of birdseye maple and walnut veneer will be gratified to learn of a veneer punch which is a very efficient "black spot chaser." The old and frequent trouble with black eyes in maple and holes in walnut is entirely done away with by the use of this tool. It is the only one of the kind on the market, and is made of Sander-



son tool steel and tempered in whale oil. Its edge is as sharp as a razor. It is fitted with a turned hardwood handle and bronzed to resemble silver, making a neat and convenient little article. The punch comes in sizes from an eighth inch to three inches in diameter, and the price is \$3.98 for one, \$11.75 for a set of three and \$14.75 for a set of four. The tool is sold by Birdseye Walker, Chicago, exclusively.

### Government Transfers Work of Forest Products Investigation

Preparations have been completed for the transfer of all the government's forest products work to Madison, Wis., where the United States Forest Service products laboratory will be located, and to Chicago, where the headquarters of the office of wood utilization will be established.

The new forest products laboratory being erected at Madison by the University of Wisconsin, which will co-operate with the government in its forest products work and which is to cost approximately \$50,000, is now in course of construction. The laboratory will be a fireproof building of brick trimmed with white stone and is located near the Chicago, Milwaukee & St. Paul railroad, with exclusive tracks and other railroad facilities. The building is expected to be ready for occupancy January 1. In the meanwhile temporary offices will be located at 1610 Adams street, Madison.

On October 1 the Yale timber testing laboratory was discontinued and the Forest Service equipment there was shipped to Madison. The laboratory at Washington was discontinued at the same time. The timber testing laboratory at Purdue, Ind., will be operated until the middle of December, when it will be discontinued and its equipment sent to Madison.

The offices having general supervision over all the work of the branch of products will remain temporarily at Washington.

W. L. Hall, assistant forester, continues in charge of branch of products and McGarvey Cline will be director of the Madison laboratory. The work of the laboratory will be assigned to five offices, as follows:

Wood preservation, which will study all problems related to the impregnation of wood with preservatives and other substances.

Wood chemistry, which will handle all work bearing on the chemical utilization of forest products. Wood distillation, paper pulp and other fiber products, chemical analyses of creosotes, turpentine, etc., are the principal lines handled by this office.

Timber tests, which will have charge of all tests to determine the strength and other mechanical properties of different woods.

Technology, which will study the microscopic structure of wood, methods of seasoning and drying it, and other problems of a purely technical character.

Maintenance, which will have charge of the filing and computing. It will also be responsible for the purchase of supplies and general care of the entire laboratory.

The class of work in the laboratory may be separated into three kinds, as follows:

1. The investigation of problems in experimental research.

2. Experimental work in co-operation with commercial plants to verify laboratory experiments on a commercial scale.

3. Co-operation with outside parties for the purpose of assisting them in applying principles and processes of recognized commercial value with which the service is thoroughly familiar.

The supervisory staff of the laboratory is as follows:

McGarvey Cline, director.  
H. S. Bristol, in charge of wood chemistry.  
H. D. Tiemann, in charge of technology.  
H. F. Weiss, in charge of wood preservation.  
Rolf Thelen, in charge of timber tests.  
W. H. Kempfer, in charge of maintenance.

The technical force will in part be made up of the following men:

H. E. Surface, engineer in wood chemistry.  
Edwin Sutermeister, wood pulp investigations.  
Jason L. Merrill, chemist.  
E. Bateman, chemist.  
L. F. Hawley, wood distillation investigations.  
Frederick Dunlap, kiln drying investigations.  
C. D. Mell, microscopist.  
W. D. Brush, microscopist.  
C. J. Humphrey, pathologist, detailed from the Bureau of Plant Industry.  
F. W. Bond, mechanical engineer.  
E. W. Ford, mechanical engineer.  
C. T. Barnum, mechanical engineer.  
C. F. Winslow, civil engineer.

The work of the office of wood utilization at Chicago will consist of studies of the wood-using industries of various states, the study of woods in manufacture and of the methods of disposing of mill waste, the collection of statistics on the price of lumber at the mill and at the principal distributing markets of the country, and the study of specifications and grading rules. The office will also secure statistics of forest products of importance to the experimental work of the service and the study of the movements of lumber and of the conditions of the principal lumber markets.

The personnel of the office of wood utilization for the present is as follows:

H. S. Sackett, in charge.  
Hu Maxwell.  
Franklin H. Smith.  
Roger E. Simmons.  
Charles F. Hatch.

### Miscellaneous Notes

The Moro Land & Lumber Company has recently been incorporated at Marked Tree, Ark., with a capital stock of \$25,000. John J. Hirschman is president; W. L. Black, vice-president; T. J. Turner, secretary and treasurer, and Paul H. Westbrook, manager. The company now has one mill in operation and will put in another larger one soon.

Fire recently broke out in the yard of the Fullerton Lumber Company at Anita, Iowa. The whole stock of lumber was destroyed, causing a loss of about \$15,000.

The Spencer Lumber Company of Vandervoort, Ark., recently started business with a capital of \$25,000. The incorporators are S. A. Richardson, president, E. J. Spencer and R. Goff.

New machinery was received by the Fortuna broom factory of Beville, Tex., which when installed will increase the capacity of the plant from fifteen to forty dozen brooms a day. A stock company is being formed which will be capitalized at \$8,000.

Word has been received that Hill City, a new town twenty-five miles from Grand Rapids, came near being wiped out by fire on November 11. The town has made rapid strides in the past year, due to its large hardwood forests. The flames were discovered in a lumber yard, and for a while threatened the destruction of the whole town, as it has no fire protection. However,

after a hard fight on the part of the citizens the fire was extinguished with only \$2,000 loss. Hill City is in the midst of the hardwood lumbering camp. During the past year the Mississippi River, Hill City & Western Railway Company has built a road into the place, thus greatly increasing the value of the timber land there.

A company has been organized at Wichita, Kan., for the purpose of planting 1,000 acres in catalpa trees. The plantation is located about twenty-nine miles southwest of Enid, Okla., and the trees will be planted next spring. It is proposed to plant about 1,500 trees to the acre, making 1,500,000 in all.

The tie-treating plant of the Mexican Central railroad has reached an output of 3,500 ties a day, making it one of the largest concerns of its kind in the country.

Work on the plant being erected by the Pioneer Hardwood Lumber Company of Durant, Okla., is progressing rapidly. It is expected that the sawmill will be completed this week. About \$4,000 worth of timber to be used by the plant has been received and is now awaiting the commencement of operations. The plant will employ about fifty men.

The Wallace Robinson Lumber Company, Duluth, Minn., has been capitalized at \$100,000 by W. J. Wallace, W. C. Robinson and F. L. Swan, all of Duluth.

The Jackson Lumber Company has been organized to do a general lumber business at Evansville, Ind. The capital stock is \$35,000 and the directors are C. W. Talge, Louis Koss and W. C. Calhoun.

The Ballard-Trimbale Lumber Company, a Minnesota corporation with a capital of \$70,000, has filed a statement to do business in Wisconsin.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

The RECORD is advised that the firm of Brants, Franck & Co. of Antwerp, Belgium, was dissolved on October 1, and that the business will be continued under the style of Amédée C. Franck & Co., 76 Rue Loos, Antwerp.

E. W. Tickle of the big mahogany and American lumber house of Tickle, Bell & Co. of Liverpool, sailed from Liverpool on Thursday last by steamship Canada for a business journey through the United States. Mr. Tickle will visit Chicago during his tour.

The Northfield Lumber Company is the name of a new hardwood institution just organized at Chicago Heights, Ill. The institution is made up of H. C. Schneider, C. C. Robinson and George G. Drumper. The house will engage in the wholesale production of dimension stock and interior hardwood finish.

R. H. Vansant, the well-known poplar magnate of Ashland, Ky., and head of the house of Vansant, Kitchen & Co., spent nearly all the week before last in Chicago on business matters.

Giles Wright, president Wright-Saulsberry Lumber Company of Ashland, Ky., was a caller at RECORD office on November 11. Mr. Wright is very enthusiastic over the current and prospective hardwood lumber business.

Among recent Chicago visitors have been Alexander Lendrum of the Penrod Walnut & Veneer Company, Kansas City, Mo.; E. D. Galloway, president of the Galloway-Peace Company, Cincinnati; M. M. Wall of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., and W. W. Knight of the Long-Knight Lumber Company, Indianapolis, Ind.

At a meeting of the board of directors of the Business Men's League of Greenville, Miss., held on November 16, J. L. Strickland was agreed on to be president of the organization. Mr.

It has an interest of \$25,000 here and has appointed D. M. Travis of Ellsworth as its Wisconsin representative.

The new Katy crosstong tie plant is now in operation and when running on full time, twenty hours a day, will employ 150 men and treat 5,000 ties daily. There are now on hand 100,000 ties, and others are ready for shipment to this point. The plant is constructed of fireproof material throughout, at a cost of over \$100,000.

Experiments have begun at the experimental station on the Shasta national forest reserve for the purpose of introducing eastern hardwoods into California. Seeds of the following species have been received for trial: White and red oak, shag-bark hickory, black walnut, chestnut, black locust, and linden. Secretary Wilson of the Department of Agriculture favors the experiments on a large scale and urges that the forestry of the state plant heavily the territories all over California which are so fitted to receive and produce timber.

What is declared to be the largest and most expensive leather belt ever made for power drive was shipped a few days ago from New York to the Great Southern Lumber Company of Bogaloussa, Fla. The belt is 240 feet long, 6 feet wide, 3 ply in thickness, and is said to cost \$5,800. The hides of 540 Texas steers went into this belt.

The Henderson Chair Factory at Henderson, Ky., was recently damaged by fire. The loss was about \$45,000.

The Hertzler Lumber & Manufacturing Company has been organized at Carlisle, Pa., to operate a mill owned by Harry Hertzler on West North street. The members of the company are Harry Hertzler, W. Harry Crider and Peter Gassaman, the latter of Williamsport.

Strickland is one of the best-known lumbermen of the Greenville hardwood section, and is of the firm of Starnes & Strickland. His choice as president of the Greenville Business Men's League is a distinct compliment to this energetic lumberman.

It will be recalled that some time ago A. H. R. Timpink, who operated under the title of the Kentucky Car Lumber Company at Madisonville, Ky., was arrested by postoffice inspectors in Chicago on the charge of the misuse of the United States mails. The RECORD has been advised by Inspector R. M. C. Hosford of the postoffice department that Timpink has entered a plea of guilty and was fined \$300. Mr. Timpink is getting off very easy as a result of his swindling enterprises.

J. M. Attley, president of the Sagola Lumber Company, is visiting the company's mill at Sagola, Mich.

T. Ford, manager for Ward Lumber Company in Chicago, is visiting the company's mill at Whiting, Mo.

W. B. Heinemann of the B. Heinemann Lumber Company of Antigo, Wis., visited Chicago last week. He reported a splendid business.

Inspector Hanbury of the Chicago Wholesale Lumber Dealers' Association is now located in offices on the sixth floor of the Baltimore building, 21 Quincy street.

The Chicago Hardwood Lumber Exchange will hold its next regular meeting November 27 at the La Salle hotel. The chief business will be the consideration of publicity matters, plans for which have been in the hands of the publicity committee for several weeks. The report of this committee will be exhaustive, it is stated, and the committee hopes for some tangible results. Luncheon will be served at 12:30.

The new concrete, fireproof sawmill of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., is completed and now running.

Much credit is due General Manager Ian Bushong for the excellent and modern condition of this plant, which is one of the best of its type in the country. A veneer plant and flooring factory will soon be added to the equipment.

D. J. Arpin of the Arpin Lumber Company, Grand Rapids, Wis., accompanied by Mrs. Arpin, visited Chicago last week. Mr. Arpin stated that his company would in all probability log from 12,000,000 to 15,000,000 feet this year. He is sanguine on the business outlook for 1910.

N. J. G. VanKeulen of the VanKeulen-Wilkinson Lumber Company of Grand Rapids, Mich., was in Chicago on business November 9.

T. S. Estabrook, a well-known and popular member of the Estabrook-Skeele Lumber Company, who was operated on for appendicitis a few weeks ago, is now recovered sufficiently to be at his desk again.

The Flanner-Steger Land & Lumber Company of Chicago, with mill at Blackwell, Wis., is making additions to its plant in the form of two boilers, two dry kilns and two new machines in the hardwood flooring department. This will increase the capacity of the plant from 16,000 feet to 40,000 feet.

C. R. Lamb of the Lamb-Fish Lumber Company of Memphis, visited a day in Chicago last week on his way from Minneapolis to French Lick Springs.

George F. Kerns of the Kerns-Utley Lumber Company spent several days last week at the company's plant at Mounds, Ill.

W. K. Schieweck, a well-known timber estimator of Memphis, visited Chicago last week.

Samuel A. Thompson of Darnell-Tanzer Lumber Company of Memphis, A. B. Baker of the Cincinnati Poplar Company, R. L. Muse of the R. L. Muse Lumber Company of Jonesboro, Ark., were among hardwood salesmen who visited Chicago last week.

Edwin D. Johnson, the hardwood man of the Old Colony building, returned to his desk last week after being confined in a local hospital for ten days. Mr. Johnson underwent a minor operation which resulted most successfully and his wide circle of friends and acquaintances are glad to see him back at his desk again.

F. M. Mulvany of the Mulvany-Pratt Lumber & Tie Company of this city severed his connection with that concern November 6. The following officers have since been elected: G. C. Pratt, president; W. H. Russe, vice-president, and George D. Burgess, secretary and treasurer. Mr. Mulvany's interest has been taken over by Messrs. Russe and Burgess.

Announcement has been received of the incorporation of the Floyd-Olmstead Company, with headquarters at 307 Bulletin building, Philadelphia. This concern will conduct a general wholesale lumber business, making specialties of white pine, hardwoods, spruce and long and short leaf pine. The company will have on hand at all times a complete stock of these woods, and is in position to offer very prompt and efficient service to customers. A. S. Olmstead is president, and J. W. Floyd treasurer of the concern.

The National Hardwood Lumber Association, whose headquarters are in the Rector building, this city, has added six new inspectors to its force since October 5, and four more will be added as soon as satisfactory men can be obtained. Secretary Frank F. Fish reports that the inspection department of the association is very busy, which speaks well for the service which the organization is giving the hardwood trade. The following men have been assigned to permanent stations: Edward E. Nichols, to be located at Memphis, Tenn., as assistant to George Teets; C. A. Shreve, to New Orleans as assistant to C. E. McSmith; Harry J. Schwartz has been given southern territory and will visit mill plants in Mississippi and Arkansas; John J. Shephard is located in Chicago and will travel to nearby points.

The RECORD had the pleasure of a call on November 22 from George R. Jones, principal of the mahogany and American timber house of Jones Son & Miller, West India docks, London, Eng. Mr. Jones is making an extended trip in the United States, marketing African mahogany logs. He expects to be back in Chicago again in about three weeks. This is not Mr. Jones' first visit to this country, and his house has an established trade among the principal buyers of mahogany. His concern specializes in fine figured African mahogany, satinwood, Circassian walnut and other high-class woods.

William Wilms of the Paepeke-Leicht Lumber Company has been spending some time at the Greenville, Miss., operations of the company, overseeing the construction of large additions to the plant there. More than \$100,000 will be expended on this plant, making the company's operations at Greenville one of the largest veneering factories in the South. The number of men employed at Greenville will be almost doubled.

## NEW YORK

The Emporium Lumber Company, large Pennsylvania hardwood manufacturers, with headquarters at Keating Summit, Pa., and general sales office at Buffalo, N. Y., and local sales office at 1 Madison avenue, have just purchased another big tract of Adirondack hardwood timber, embracing 65,000 acres in the Cranberry Lake section. This latter purchase, together with the extensive timber holdings already owned by the company in Pennsylvania, the Adirondacks and Vermont, still more strongly entrenches them as one of the biggest holders of eastern timber.

Following the fire which totally destroyed the lumber yards and buildings of the C. H. O'Neill Lumber Company at Eighteenth and Nineteenth streets and Jersey avenue, Jersey City, N. J., it was announced that the business of the company had been merged with the big Jersey City retail house of Vanderbeek & Sons, under which plan the latter will restock the former yard and operate the same as a branch, with G. F. Farrell, former head of the C. H. O'Neill Lumber Company, as manager.

J. B. Mitchell, local representative of the John L. Roper Lumber Company of Norfolk, Va., headquarters 18 Broadway, left last week with a party of customers on a hunting trip to the Virginias. The party included W. S. VanCleaf, the large retailer of Port Richmond, L. I.; his son, Cortlandt VanCleaf, and J. B. Quest of the New Rochelle Coal & Lumber Company, New Rochelle, N. Y.

The John R. Capenter Company, large retail house of Jamaica, L. I., has just acquired additional property at Lynn Brook, L. I., which it is developing for its trade further on down the island, thereby saving the extra charges of supplying the wants of its customers from the Jamaica yard.

Sam E. Barr, sales manager for the Lilly Lumber Company, Hinton, W. Va., has just returned from a business trip to the West Virginia and Tennessee mills.

Secretary E. F. Perry, of the National Wholesale Lumber Dealers' Association, has been spending several days in the Pittsburgh district in the interest of association affairs.

The well-known furniture and cabinet firm of E. Schloss & Co., Manhattan, has been incorporated under the same style with a capital of \$75,000.

Thomas Rae, president of Crane & Clark, Inc., large retailers of West Thirtieth street, New York, died suddenly at New Canaan, Conn., aged sixty-four years. He was not actively associated with the management and conduct of Crane & Clark, but was widely known in the building trades of New York through other lines of business.

George M. Stevens, Jr., of Stevens-Eaton Company, 1 Madison avenue, New York, is enjoying ten days' shooting in the Adirondack regions. During his absence G. A. Mitchell, president of the company, is looking after his work.

C. O. Shepherd, wholesale hardwoods, 1 Madison avenue, and who, in fact, is one of the best posted hardwood men of the district, sums up the hardwood situation with the statement: "Good lumber is very scarce; low grades are plentiful, and if the mills cut the same amount of low-grade next year there will be very little material change in the price situation." He further stated that the salient feature of the hardwood situation is in the scarcity of supplies in 1's and 2's lumber. He is of the opinion that there will never again be what may be termed surplus of good-grade hardwood lumber and that if, on the other hand, there was any specially good or excessive demand for good lumber today there would practically be a panic, so to speak, among buyers east of Buffalo and Pittsburg.

C. E. Lloyd, Jr., wholesale hardwood, Land Title building, Philadelphia, spent several days in town during the fortnight in the interest of business. He reports the general market as showing a steady improvement and is confident that there will be a strong demand for all kinds of hardwoods through the winter, with very large and promising prospects for the spring.

S. Segar, head of the George D. Emery Company, returned recently from a visit to Liverpool and other English ports. In addition to the business of George D. Emery Company, Mr. Segar also has large lumber interests on the continent, with main office in London, under the style of S. Segar, Limited.

Pieces of lumber about 2½ by 4 inches and 2½ by 3½ inches, planed on three sides and planed and grooved on the fourth, were decided by General Appraiser McClelland to be dutiable as lumber planed and finished, at the rate of \$4 per thousand feet board measure. By so deciding the general appraiser overruled the assessment of collector of customs at the rate of thirty-five per cent ad valorem as "manufactures of wood." The evidence of the owner of the merchandise, F. W. Myers of Plattsburgh, N. Y., showed that this lumber was rough-planed on three sides and planed and grooved on the fourth; that all of the processes to which it had been subjected were known as rough planing and grooving by machinery, and that in the condition as imported the lumber was used in the construction of buildings.

## BUFFALO

President F. A. Beyer of the Pascola Lumber Company has gone to the mills at Pascola, Mo., with the intention of starting them up before he comes back. Such a press of other business has been upon him of late that lumber has been neglected.

Scatcherd & Son complain of the high price of logs in the Southwest, though they are paying it, for their mills in Memphis are running strong, as they will need to if the demand for oak is met in any way when it returns in full again.

The fall trade of O. E. Yeager has been of the best, September running ahead of all other months except one and October being only a little behind it, so that he has been obliged to lay in a lot of new stock to meet the outgo.

A good October trade is reported by I. N. Stewart & Bro., with chestnut selling at better prices, though it is the time of year for cherry to be quiet. H. A. Stewart has returned from his West Virginia shipping and taken a trip east.

F. W. Vetter is selling a good lot of maple and finds it a good wood to handle on account of the demand for the low grades in the flooring trade. It comes in from various directions and is no longer the cheap lumber that it used to be.

The Buffalo Hardwood Lumber Company reports a fair trade and predicts that it will be good after the first of the year. Between the Buffalo and the Memphis yards the company has an excellent stock of lumber on hand.

G. Elias & Bro. are very busy getting in the last of their lake receipts and reported the other day that they had 3,000,000 feet on the dock, ready to be put into the yard for winter, thus insuring a large stock and big assortment.

The winter stock of A. Miller will be good, as he always knows where to get what he wants, bringing in stock from Michigan, Canada and the South, so that he is sure of the variety that he will need for the winter.

Hugh McLean did not take his usual fall vacation, so he managed to find himself in the vicinity of the late Yale-Princeton football game. Business is always active with him and the office reports fine sales of oak, poplar and chestnut.

T. Sullivan & Co. are looking after their last fall shipments by lake, finding it hard to get vessels for that trade of late. A good stock of Pacific coast lumber is one of the easy-selling parts of the yard stock.

New purchases of timber south add to the operations of the Standard Hardwood Lumber Company, which is doing well in yard sales and will look for a fine revival of trade early in the new year.

## PHILADELPHIA

Horace G. Hazard of H. G. Hazard & Co. reports as much business as his company can handle. Fortunately it is not inconvenienced to any extent by the growing car shortage, as most of the goods are shipped by water.

Justin Peters, manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, says he has no reason to complain of business, as the average amount of insurance is being written up right along.

J. Gibson McIlvain, Jr., of J. Gibson McIlvain & Co. has just returned from a searching tour through the southern and some of the western lumber camps in connection with a visit to firms' mill. He reports trade in good shape and says that so far the company's shipments have not suffered from car shortage.

George A. Howes, chairman of the Office and Entertainment Committee of the Lumbermen's Exchange of Philadelphia, has just brought his family home from their seductive summer cottage in Belmar, N. J.

The W. M. Ritter Lumber Company is busy, but already hampered by the car shortage. H. W. Collins, eastern sales manager, has returned from the usual monthly meeting of the sales managers at the Columbus, O., office with a hearty testimony as to improved trade.

The Floyd-Olmstead Company is a recent corporation, under New Jersey laws, capitalized at \$50,000. The officers are A. S. Olmstead, formerly with the Atlantic Coast Lumber Company, president, and J. W. Floyd, formerly with W. H. Fritz & Co., vice-president, and C. E. Lloyd, Jr., treasurer, a duo of well-known hustlers in the trade. The company will handle hardwoods, white pine, spruce and long and short leaf pine. It is established in large airy offices at 307 Bulletin building.

From the offices of Fenwick Lumber Company come reports of a steady activity. J. C. Tennant, secretary and sales manager, is on a tour through the New York state consuming district.

The Baldwin Locomotive Works on November 1, received orders for sixty-eight locomotives to be built, fifty passenger engines for the Chicago, Burlington & Quincy railroad, thirteen for the Lehigh Valley and five for the Charlotte Harbor & Northern railroad, aggregating more than \$1,000,000.

The Chadwick Engineering Works, Pottstown, Pa., makers of automobiles, have found it neces-

sary to increase their capital stock from \$500,000 to \$1,000,000.

William P. Shearer of Samuel H. Shearer & Son, has recently returned from a selling trip through eastern Pennsylvania. He reports a vigorous improvement in trading; the volume much ahead of last year and prices steady.

President Herbert P. Robinson of the Lumbermen's Exchange of Philadelphia has appointed Samuel B. Vrooman, Robert C. Lippincott, Franklin Smedley, Frederick S. Underhill and Frank C. Gillingham delegates to represent the exchange at the sixth convention of the Rivers and Harbors Congress, which will be held at the New Willard hotel, Washington, D. C., on December 8, 9 and 10.

An elm tree was recently cut down in the Paradise settlement, Winslow township, Jefferson county, Pa., the height of which was 140 feet, spread of limbs 72 feet, distance to first limb 36 feet. It was five feet through and seven feet from ground. Reckoned by annual rings, it was between 320 and 325 years old.

The sawmill of George Craig & Sons, Inc., of Philadelphia at Winterburn, W. Va., was destroyed by fire on November 9. The loss is estimated at \$30,000; well insured.

The Atlantic Automobile & Supply Company obtained charter under New Jersey laws November 15; capital, \$125,000.

The Washington Casket Company, Washington, D. C., was incorporated under New Jersey laws November 15, with a capital stock of \$8,000.

The Berkebile Lumber Company, Somerset, Pa., obtained a charter under Delaware laws, November 9. The capital stock is \$100,000.

The Whiting Timber Company, to buy and sell all kinds of timber, was incorporated November 10. The capital is \$1,000,000 and the incorporators are W. C. Taylor, A. L. Bair, William B. MacDonald.

## PITTSBURG

W. R. Cornelius, one of the hustling young hardwood wholesalers of Pittsburgh, made a flying trip through West Virginia last week in search of stocks. Mr. Cornelius was highly favored lately, having acted as best man at the weddings of two of his bachelor friends.

An indication of general business in the Pittsburgh district is found in the refusal of the Jones & Laughlin Steel Company to take any more orders at its plants for the present. The company has orders booked to keep it running at full capacity for some time. Other steel plants in the Pittsburgh district are in the same condition. Many of them are preparing to relieve this situation by making extensive improvements or building large additions this winter.

J. C. Parsons of the Meyers-Parsons Lumber Company, was down in West Virginia this week taking up some good stocks. This concern reports the best business last week of any week in its history, which shows that it is a "comer" for a young firm.

The American Lumber & Manufacturing Company is keeping its hardwood interests under strong headway and has its face toward higher prices. President Johnston has believed for the past eighteen months that hardwood was selling at less than any wholesaler was justified in letting it go and he is going to be correspondingly firm in his quotations from this time forward.

The Pennsylvania Railroad Company, although it has planted a very large number of young oak trees for cross tie purposes, has not enough to supply its current needs and so is making its first use of its new pitch pine ties. These have been treated at the Mount Union, Pa., creosoting plant and the Pennsylvania officials will watch the result of this experiment with great interest.

President J. B. Flint of the Flint, Irving & Stoner Company is taking an enforced vacation of a few days on account of sickness. His company is doing a rushing business at its new

hardwood operation near Dunlevie, W. Va., and looks for some big records to be made during the next few months.

President Baker of the Empire Lumber Company returned from an eastern trip a few days ago much impressed with the cheerful tone of the market in that section and the increase in demand for all kinds of lumber. He sees no reason to doubt that prosperity in the East has come to stay a long while.

The Berkebile Lumber Company, capital \$100,000, has been formed at Somerset, Pa., forty miles east of Pittsburgh, by Adam G. and Ralph L. Berkebile and Isaac H. Jones, all of Somerset. The company will engage in a general retail and wholesale business in that town.

Forest fires have been very prevalent in Pennsylvania and West Virginia the past two weeks and some serious losses have resulted. Nearly a dozen counties in central and eastern Pennsylvania have had considerable areas burned. In some of them were located the forest reserves of the state, which suffered more than in any previous fires.

The Linehan Lumber Company is feeling better on account of the improvement in general hardwood conditions, although it sees no boom on hand as yet. Its trade in flooring is improving, however, which shows that building is beginning to revive in all sections.

President Freck of the Pennsylvania Lumber Company dropped off in Pittsburgh for a day or two recently to talk over business with his local manager, J. W. Hulse. The company's plant at Sheffield, Pa., is one of the largest in the state. Likewise, Mr. Freck is one of the most nervy manufacturers in eastern Pennsylvania and, looking ahead a few months, recently boosted his quotations and is standing hard by the wheel in the face of pretty hard competition just now over price-cutting competitors.

The S. W. Means Lumber Company has received final settlement on all its insurance claims and is preparing to reestablish its big yard in the East End, where its plant was recently burned. The United Planing Mill Company, whose plant was also burned, will not continue in business for the present.

Hanie Clark & Son of Waterford, Pa., have bought eighty-five acres of the finest oak timber in that part of Pennsylvania and are starting work on a big sawmill. The plant will be convenient for shipping to the Pittsburgh and also to lake points.

Officers of the Kendall Lumber Company say it is much oversold on some lines of hardwood. Its big business with the B. & O. and the mining companies has been largely responsible for this exceptionally good demand. In spite of hard efforts to keep its mills up in stocks, the company is not able to make any gain. J. L. Kendall, president of this company, has recently returned from a trip through the West.

The Emporium Lumber Company, Emporium, Pa., has bought about 120,000 acres of hardwood timber in New York and Vermont, much of it being in the Adirondacks. The two tracts purchased will cut at least 1,000,000 feet of birch alone. The company will not begin operations right away, but will finally establish a very large plant to cut off the timber.

The Warren Handle Works, Warren, O., has secured the contract from the United States Steel Foundry Company to furnish its entire supply of handles for two years. This is one of the best orders ever booked by a Western Reserve firm and will take a large amount of hardwood to fill it.

E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association and also of the Lumber Underwriters' Insurance Company of New York, made a short stay in Pittsburgh recently. Another visitor to the city last week was Morris W. Wiley of the Wiley-Homer Lumber Company of Baltimore.

The Railroad & Car Material Company is making first-class headway in its hardwood depart-

ment. Railroad orders are much more encouraging and the demand for oak is sufficient to keep the company busy a good share of the time.

The car shortage, chiefly in West Virginia, is looking quite serious. On the B. & O. and the Western Maryland it is reported that at many points shipments have to wait a week or more for cars; even then some wholesalers announce that they have to use cattle cars for shipping good lumber. If this condition becomes more aggravated, as it is likely to do, its effect upon the hardwood market cannot fail to stiffen prices.

The work of getting Pittsburgh's big bond issue in shape to spend is already started. Ordinances will be introduced in city council shortly to get in definite form the bond issue, and it is likely that the bonds will be placed and actual work on the improvements started early in January. Mayor William A. Magee has been in frequent consultation with the State Railway Commission at Harrisburg in reference to immense improvements to the trolley system of this city. His efforts are likely to avail much and trolley construction work is pretty sure to be announced by 1910 on a mammoth scale. It is evident to all observers that Pittsburgh is booked for a splendid era of municipal and corporation improvements, and Pittsburgh wholesalers are already beginning to count their sales of lumber which will be needed for these improvements.

The annual convention of the Pennsylvania lumber retailers will be held at the Monongahela house in Pittsburgh, January 27 and 28. Last week the Pittsburgh Retail Lumber Dealers' Association appointed A. G. Breitwieser of the A. G. Breitwieser Company, George M. Glass of the Keystone Lumber Company and A. C. Righter, secretary of the local association, a committee to get up the program for the convention and make all preliminary arrangements. The annual convention is a much more important gathering than the midsummer meeting of the Pennsylvania retailers, which is more a social gathering, and at the coming convention several matters of much importance to the state retail lumber interests are to be discussed.

## BOSTON

George B. Jobson, secretary and sales manager of the A. C. Davis Lumber Company, Columbus, Ohio, was a recent visitor in the Boston market, as was also F. C. Zupke, second vice-president of the Darnell-Taenzler Lumber Company, manufacturers of and dealers in hardwood lumber, Memphis, Tenn.

Furber, Stockford & Co., wholesale dealers, have removed their offices to the Fisk building, 89 State street, Boston.

Frank H. Taylor, one of the best known lumbermen in Maine, died November 9 at his home in Bangor. He had been associated with the James Walker Company for forty-two years.

The Mapleton Lumber Company has been organized at Presque Isle, Me., with a capital stock of \$30,000 to deal in timber lands.

The Berkshire Lumber Company, Pittsfield, Mass., is planning to make improvements at its yard. A new shed will be erected.

William E. Litchfield has returned from a trip to Washington and New York.

Eliot P. Livermore, who has conducted a lumber business in Bridgeport, Conn., under the name of the Livermore Lumber Company, has disposed of all of his lumber to the Frank Miller Lumber Company and has retired from the lumber business.

An attempt was recently made to set fire to the large plant occupied by the Simonds Manufacturing Company, saw manufacturers. Fortunately the fire was discovered by the watchman before it had made any headway.

The Palmer & Palmer Company, Boston, is classed as one of the pioneers in the manufacture of veneers in this country. The business was established in 1832 by Harrison Parker be-

where he had reached the age of twenty-one years. In 1906 the company was incorporated with Harrison Parker, president; Irving S. Palmer, treasurer; Frank D. Sawyer, vice-president, and William I. Palmer, assistant treasurer and secretary. The company is a large manufacturer of mahogany veneers, but also handles large lots of other costly and rare woods.

James C. Hall of the Hall Lumber Company recently visited the New York market.

A party of business men, members of the Boston Chamber of Commerce, will leave on December 1 for a visit to Chicago. Several lumbermen will be in the party.

Herbert K. Blanchard of William Haskins & Son, Boston, returned early in the month from a six months' trip to South America.

Frederick R. Smith of the Clark & Smith Company died at his home in Reading, Mass., November 18. Mr. Smith was one of the oldest retail dealers in this section.

## BALTIMORE

Preparations have been practically completed for the next annual meeting of the Baltimore Lumber Exchange, which will be held on December 6 at the Merchants' Club on German street, to be followed by the yearly banquet. The nominating committee, consisting of George W. Eisenhauer of the Eisenhauer-MacLea Company, John H. Geis and Joseph D. Virdin of the Canton Lumber Company, has put into the field a ticket with John L. Alcock at the head, and there is not believed to be any doubt about its success.

E. M. Terry, secretary of the National Lumber Exporters' Association, returned home on November 6 from an extended tour in the interest of his organization. Every place he visited he endeavored to get in touch with the membership, and was successful in seeing about fifty per cent. He also secured some new accessions to the membership.

Complaints are being heard again about a car shortage. This lack of rolling stock on railroads is especially pronounced on the Chesapeake & Ohio railroad. In response to a letter written to one of the officials two weeks ago, a Baltimore shipper received word that on three divisions the shortage amounted to not less than seventy-five cars. The railroads, however, say they are doing the best they can.

Samuel W. Sowers of Hagerstown, Md., has secured an option on 17,000 acres of hardwood timber along a trunk line railroad in West Virginia. A company is being organized to erect sawmills, build railroads and lumbermen's houses, and develop the tract. The company will have a capital stock of \$450,000.

Holger A. Koppel, a hardwood exporter, returned from a trip of about ten days or two weeks in West Virginia, where he looked up mill connections and arranged for stocks. He is of the opinion that the foreign outlook has improved very much of late, and that a brisk movement of lumber and logs to the other side of the Atlantic will set in perhaps in the early part of next year. Already the inquiry is far more active, and only the approach of the holidays tends to hold down the volume of business.

James Cant of Cant & Kemp of Glasgow, who was here two weeks ago on the way to the West and South, to make an extended trip in the lumber manufacturing sections, gave it as his opinion that the business in England has been held back by the presentation of the budget, which has aroused much discussion and given rise to a feeling of unsettlement. He said until the budget was disposed of the natural strength of the British market for stocks could not be expected to assert itself.

John L. Alcock of John L. Alcock & Co. was on a brief trip to West Virginia two weeks ago. He went to look after some of his mill connec-

tions and to take up matters which required his personal attention.

The N. W. James Lumber Company, Aliceanna street, has laid in an extensive stock of hardwood flooring, which is at present in strong demand among builders. Oak flooring is especially in favor, and the company carries a full line.

Among the visiting lumbermen in Baltimore within the past two weeks have been H. O. Bonham of Chilhowie, Va.; George G. Barr of Beecher & Barr, Pottsville, Pa.; G. W. Beebe, Southern Lumber Company, Clayton, Ga.; Genio Cardwell of the Cardwell & Kreger Lumber Company, North Wilkesboro, N. C., and L. E. Hunter of the Carr-Hunter Company of Graham, Va.

## CHARLOTTE

The Cole Manufacturing Company, located near Charlotte, extensive manufacturers of farming implements, is building a plant which will include six large buildings, to cost \$50,000.

A large new concern for Hudson, N. C., is the Hudson Chair Company, just chartered, with \$50,000 capital stock, by J. L. Sigmon, T. J. Lutz and others. Chairs and furniture of all kinds will be manufactured.

Indicative of the improvement affecting the hardwood trade in the Carolinas is the fact that most of the furniture factories are now working full time. Last year during the dullness in the furniture business many of the factories were forced to closed down, and most of them curtailed production heavily.

The Parker-Whitaker Lumber Company is a new concern for Nashville, N. C., having \$25,000 capital. J. R. Parker and others are the incorporators. They will deal in timber, etc.

The Seaboard Lumber Company of Carthage, N. C., has just been chartered with \$50,000 capital stock. The incorporators are M. G. Dalrymple and Alton McIver of Carthage and J. J. Angle of Greensboro and J. T. Penn of Asheboro, N. C.

L. A. Briles, receiver for the Standard Furniture Company of High Point, N. C., will sell the property and real estate of this concern at public auction in High Point within the next few days.

The Gilmore-Rankin Lumber Company of Fayetteville, N. C., has recently been chartered with \$50,000 capital stock. C. E. Rankin, J. E. Gilmore and others are the incorporators.

Charter has just been granted the Duck Lake Lumber Company of Rocky Mount, N. C., with \$75,000 capital. S. T. Anderson, W. L. Groom and others of Rocky Mount are the incorporators.

The White Furniture Company of Mebane, N. C., which has had many large orders from the War Department for goods to be shipped to Panama, has just booked another large government order. It calls for 360 library desks, 290 sideboards and 240 extension tables for use in officers' quarters in various army posts of the product of this concern ranks with that of any similar manufactory in the country.

A petition in bankruptcy was filed a few days ago by W. H. Lassiter of Asheville, N. C., manufacturer of carriages and wagons. Liabilities are stated at \$42,781.66 and assets at \$37,366.91. Mr. Lassiter owned a large number of firms. This is one of the largest failures occurring in Asheville for some time.

Mention of the sale of the Kinston Lumber Company's large sawmill and railroad at Kinston, N. C., to the John L. Roper Lumber Company was made in the last issue of the HARDWOOD RECORD. The purchase price at auction was \$35,000. It is understood that the large sawmill at Kinston will be operated and the railroad property developed by the new purchasers. Messrs. Ellington and Guy, who had held \$28,000 in first mortgage bonds and interest against the

company, own extensive timber lands in the Kinston section, including much fine hardwood timber, and if they sell out to the new purchaser it is certain the mill will continue operations for some time.

Some of the finest hardwood timber in western North Carolina has been destroyed by forest fires during the past two or three weeks. The last heavy rain in the mountains occurred October 10, and the leaves are dry and fires spread rapidly. On the Murphy branch of the Southern, out from Asheville, N. C., much valuable timber was burned, although it is impossible at this time to estimate the loss. A report from Asheville, N. C., states that forest fires have been raging for several days in the vicinity of Canton, N. C., and on the Vanderbilt estate fires are now burning. It is said these fires were started by hunters to run the deer out.

An important meeting of the North Carolina Case Workers' Association, representing prominent furniture manufacturers of North and South Carolina and Virginia, was held Nov. 17 at Greensboro, N. C. It was decided to advance the price of all grades of furniture on an average of ten per cent. This advance is due to the fact that the cost of material entering into the manufacture of furniture has increased to a considerable extent. The new tariff has resulted in largely increasing the price of glass, for example, an important item in the manufacture of furniture. Action of the Carolina manufacturers is said to be in line with recommendations of the American Furniture Manufacturers' Association, which recently met in Chicago, and urged a ten per cent increase in furniture prices. The increase will go into effect the first of the year.

At a largely attended meeting of the North Carolina Chair Association, held at Thomasville, N. C., a few days ago, similar action to that of the Case Workers' Association was taken.

The Muckenfuss Manufacturing Company's plant, at Spartanburg, S. C., was destroyed by fire a few days ago; loss is estimated at \$20,000 with about \$15,000 fire insurance. The factory manufactured brooms and whisk brushes. Something like 18,000 brooms were burned with the plant. Whether the plant will be rebuilt is not known as yet.

The Dixie Floor Finishing Company is the name of a new concern for Spartanburg, S. C., headed by P. T. LeMaster and H. L. Bomar. The company is to handle the floor scrapers and polishers invented and patented by Mr. LeMaster. They also propose to manufacture a high grade of floor stains, and will use in their manufacture weeds that grow around Spartanburg.

A condition bordering on a state of terror exists in the lumber camps of the Waccamaw Lumber Company, whose headquarters are at Bolton, N. C., in Brunswick county, following the wrecking of a logging train a few days ago, resulting in the death of a Russian laborer and fatal injuring two others. Officials of the company say they believe the train was wrecked by "squatters" on their lands, and this opinion is shared by their several hundred laborers, more than one hundred of whom have quit work rather than be made the target of further attacks by "squatters." Mr. Clark, general manager of the lumber company, says the "squatters" on the lands, many of whom claim possession of the lands by right of adverse possession, have brought the company thousands of dollars loss recently by spiking logs that were cut. More than \$5,000 worth of saws have been destroyed. Spikes have been driven in trees and skidders blown up with dynamite. A night watchman was fired upon recently by men in ambush and a skidder was wrecked by dynamite. The lumber company has employed detectives who are in the woods and several arrests have been made.

The Green Swamp Cypress claims were bought by the Waccamaw company two years ago and an old man named Brady and his kith and kin were insulted thereby. The lands include many thou-



sand acres, lying in Brunswick and Cumberland counties, on which are to be found some of the finest hardwoods and other timbers in the South. The lands were procured by a process of the Federal court and many of these people are resisting removal from property they have occupied for years, believing it to be theirs.

### NORFOLK

Maynard A. Cheny, president of the South Georgia Lumber Company, Savannah, Ga., a new company just organized, was in the city recently. He states that the outlook for hardwood, especially cypress, is very good.

Harvey M. Dickson of the Dickson Lumber Company has given a good bit of his time to the Deep Waterways Convention for several days, but will now return to the hardwood business with renewed interest. His office reports business satisfactory.

Mr. Weaver of the Edgerton Lumber Company, Victoria, Va., was a recent visitor in Norfolk.

R. L. Lamberth has sold the veneer factory he had at Thomasville, N. C., to R. T. Lamberth and associates from Virginia and Pennsylvania. They will at once begin to remodel the entire plant, and it is planned to have one of the largest veneer plants in North Carolina.

The Deep Waterways Convention, which met here on the 18th, 19th and 20th, brought many hardwood dealers to our city.

Antonie Govers of Antwerp was in the city buying hardwood, and he states the hardwood market is picking up a great deal.

Robert McLean, president of the Norva Land & Lumber Company, with large mill at Wallace, Va., was in the city recently attending the Atlantic Deep Waterways Convention. He states that the lumber outlook is very good and says his company is practically filled up with orders for some time ahead for the foreign market.

Jott Mitchel of the John L. Roper Lumber Company was in the city for several days in the interest of business.

### CLEVELAND

The Martin-Barriss Company, dealers in hardwoods, recently delivered one load of lumber in Cleveland, the total value of which exceeded \$1,300. It was a load of fine mahogany panels to be used in the construction of interurban cars by the Kuhlman Car Company. The panels were of crotch mahogany, of various sizes.

Elmer E. Teare of Potter, Teare & Co. was elected president of the Cleveland Builders' Exchange during the past month. Mr. Teare is the first lumberman ever to be awarded the honor. He is a member of one of the most important lumber firms in the city and has served for several terms upon the executive board of the organization. Mr. Teare was given an informal reception at the Lumbermen's Club on the day succeeding his selection. J. J. Wemple, manager of the Ohio Sash & Door Company, was recently elected president of the wholesale merchants' board of the Chamber of Commerce.

H. C. Christy, president of the Advance Lumber Company, has joined with Otto Muehlhauser of the Muehlhauser Piano Company in the leasing for ninety-nine years of the Pythian temple property on Huron road, a short distance east of East Ninth street. The building will be entirely remodeled and a large theater built on vacant property in the rear, an entrance to it to be made through the present building. The expenditures will exceed \$150,000.

Mr. Christy reports the mills of the Advance Company in the South to be running to capacity, turning out hardwoods of every description for the trade. Business is very brisk at present, with good prospects for the winter.

H. B. Weller has been appointed by the Jenks

Lumber Company to represent it in northern Ohio, outside of Cleveland. Mr. Weller has been with the Detroit Lumber Company for some time. His father was a lumberman before him who used to ship cargoes from the upper lakes district clear through to Quebec for export to the old country.

A partnership has been formed by W. J. Brinker and Martin Sating, to operate a wholesale lumber business. Offices have been opened in the Williamson building. Both men formerly have been connected with various Cleveland firms.

F. E. Smith, representing the Palmer Semans Lumber Company of Uniontown, Pa., in calling upon the local trade during the past week announced that the company will hereafter act as selling agents for the hardwood output of the three mills of the Tri-State Lumber Company and the United Lumber Company of Uniontown, Pa. The company will also do a general brokerage business.

On November 1 Clarence N. Howells left the employ of the Jenks Lumber Company of Cleveland to represent the Southern Lumber Company in this section of Ohio.

E. P. Ransom has been appointed by the Domestic Lumber Company of Columbus to represent it in this territory. Mr. Ransom has operated through this part of Ohio for a long time and is well known to the trade.

The offices of the Edwin B. Smith Company, dealers in ties and structural timber, have been moved to 1005 Rockefeller building. Business with the firm is reported as being unusually active, as the railroads have begun ordering on a large scale.

On November 5 the mill of Brott & Pike at Willoughby, a suburb of Cleveland, narrowly missed being wrecked by a Nickel Plate train which was derailed at a switch. A large flour mill was razed and a number of piles of lumber scattered over a wide area. The lumber company is endeavoring to collect damages from the railroad.

The Cleveland Hardwood Floor Company has secured the contract for installing over 6,000 square feet of parquet floor in the new ten-story Pope building on Euclid avenue. Some fine hardwood fixtures are to follow.

### COLUMBUS

J. E. Cummins of the Columbus Sawmill Company reports steadily improving market conditions in most varieties of hardwoods. Mr. Cummins does considerable export business to Hamburg, Germany, in walnut.

C. T. Nelson, head of the C. T. Nelson Column Company, says there is a better demand for the product of his concern. He believes that building operations will be more active next season, although the demand was good the latter half of 1908. James H. Heyl of the company recently left on an extended business trip in the South.

H. W. Putnam, president of the General Lumber Company, reports an increasing demand from manufacturing establishments and from railroads for all grades of hardwoods. He says that railroads are telegraphing for hurried shipments of lumber and that prices are getting firmer. The company is preparing its mill at Ashland, Ky., for operation as soon as the winter freshets carry the logs down the Big Sandy river. The concern has been busy during the summer, cutting logs on its timber tract in the interior. A new engine and boiler will be installed at the mill. The engine will be of 150 horsepower.

The shops of the Jeffrey Manufacturing Company of Columbus are being operated on full time and orders for lumber handling apparatus are coming in rapidly. The plant has been increased by several large additions recently.

H. H. Fassett's planing mill at Findlay, which was burned to the ground August 15, is being rebuilt and will soon be ready for operation.

The Columbus Grove Lumber Company of Co-

lumbus Grove, O., has been succeeded by the Light Lumber Company. The concern does a retail business.

The W. M. Ritter Lumber Company, which occupies the entire tenth floor of the Harrison building, Columbus, is having a difficult time to keep its lady employees for any length of time. The reason is the attacks of Cupid have resulted in at least six marriages in as many months. The last to resign her position to enter the state of matrimony is Miss Alma E. Dean, who was married recently to Philip Luginbill of Columbus Grove.

At Mansfield, O., the Robert Hixon Lumber Company is selling out to M. D. Fancher, who will operate the business at the same locality.

By a certificate filed with the secretary of state recently the Ottawa Coopersage & Lumber Company of Ottawa, O., has increased its capital stock from \$100,000 to \$150,000.

Statistics compiled from Ohio, West Virginia and western Pennsylvania for the week ending November 10 shows that contracts awarded amounted to \$1,016,300, as compared with \$1,569,000 for the corresponding week in 1908 and \$491,000 in 1907. Since January 1 contracts awarded amount to \$83,573,000.

R. L. Gilham, secretary of sales of the W. M. Ritter Lumber Company, reports active business during the month of November and he believes the month will hold up to that of October, which was one of the best in the history of the company. He says there is a steady demand for all grades and there is no accumulation of stocks. The company recently called all its traveling representatives into the home office for the purpose of conferring and receiving reports from the various territories. It has recently added to its staff E. J. Flautt, who will look after the territory in and around Baltimore, Md.

The H. R. Allen Lumber Company will add a traveling salesman to its force December 1, in the person of Ralph W. Peck, formerly with the Great Southern Lumber Company.

W. L. Whitacre reports a steady stream of orders and numerous inquiries. He is of the opinion that lumber conditions will show more improvement after the first of the year.

George B. Jobson, secretary of the A. C. Davis Lumber Company, recently returned from a two weeks' selling trip in the East. He reported a weak market in many respects. A. C. Davis, president, reports a run of good orders locally.

John R. Gobeys of John R. Gobeys & Co. recently returned from the South. He was in New Orleans for several days checking up the two-cent overcharge, which means quite an item to him. He reports active conditions in the lumber trade in the South, with surprisingly small stocks when the prices are taken into consideration.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, reports a better demand from railroads. He says that wide sizes of poplar will bring almost any price. W. M. Boyer of the company is on an extended selling trip through eastern Ohio.

Hugh Ford, formerly manager of the factory of the Pioneer Pole & Shaft Company of Akron, O., has taken charge of the timber department of the same company at Memphis.

The engagement of Daniel Flee, a well-known lumber salesman of Columbus and Cincinnati, to Mrs. Maude Mason of Columbus has been announced. The marriage will take place in December.

A resolution asking the next session of the Ohio general assembly to appropriate \$50,000 to investigate the feasibility and cost of building a ship canal between the Ohio river and the Great Lakes was adopted by the Ohio State Board of Commerce at its recent annual meeting in Columbus, O. The outcome of the matter will be watched with great interest by lumbermen in Ohio and southern states, for it would mean quite a reduction in transportation charges of hardwoods.

## CINCINNATI

W. F. Duling of the Graham Lumber Company is touring the Middle West, and his reports show good business.

J. Watt Graham left recently for a short stay in the hardwood regions of the South, looking over his mill interests.

Owing to the large amount of work connected with getting out the big Cincinnati special of the HARDWOOD RECORD, a few errors in names have crept in, and these will not be blamed upon the old scapegoat, the "intelligent compositor," but will be placed upon the shoulders of the "scribbler," whose pothooks are not at all times decipherable even by himself; but mistakes will occur in the best regulated families, and we ask forgiveness for our misguided son, who in the future will pose as the chauffeur of a typewriter when putting proper names over the speed line.

In the description of the Freiberg Lumber Company the name should be Harry A. Freiberg.

In writing of our "grand old man" of the hardwood trade, inadvertently C. C. Boyd was placed under the picture of S. G. Boyd. With Mr. Boyd's forgiveness for this error, we hope in the near future to present to the readers of the HARDWOOD RECORD an interesting life sketch of this pioneer of the veneer-cutting industry of the West. C. C. Boyd was the original head of the firm years ago, but has passed to his reward.

The line under the cut of the New River Lumber Company's mill should read Norma, Tenn., instead of Norma, Ky.

Chester F. Korn, president of the Farrin-Korn Lumber Company, was elected a member of the board of directors of the Business Men's Club. A. J. Conroy, widely known furniture man and member of the Queen City Furniture Club, was made president. As the Business Men's Club is the strongest of its class in the city, the honor is much sought after.

A. A. Andridge, former president of the United States Timber Company, bankrupt, is now a bustling hardwood dealer with office in the Mercantile Library building.

The Asher Lumber Company, one of the new hardwood companies in this field, is piling up a heavy stock of hardwoods in its yards at McLean and Bank streets, on the Cincinnati Southern railroad yards.

Owing to continued illness, James King, for many years with Gage & Russell, express specialists, but more recently a member of the firm of King & Trimble, has withdrawn from that connection.

W. A. Bennett, of Bennett & Witte, returned Saturday from a two weeks' stay in New York and the East.

The next meeting of the Cincinnati Lumbermen's Club will be held at the Gibson house on Monday, December 6. There will be a special program of interest, as Chairman Joseph Boiser is busy arranging for some good five-minute talks. President Cliff S. Walker will have a report from the Inspection Committee, and a general discussion will follow. The usual six o'clock dinner will open the session.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, left on November 18 for an extended trip which will embrace Columbia, O., the mountains of Virginia, and thence to New York City headquarters, returning by way of Philadelphia about December 1. Mr. Heaton, the chief executive at headquarters, is very busy receiving and issuing the reports, and with his corps of assistants keeps things on the hum. Mr. Heaton was so busy that he did not even have time to smile when the RECORD man dropped in to see if the headquarters were still there.

The annual convention of the Hardwood Manufacturers' Association of the United States,

which will be held at the Sinton hotel in this city on February 1, 2 and 3, 1910, will be the greatest and most interesting gathering of lumber interests ever held in this country. Invitations will be sent out to the hardwood consumers of the country and most interesting speakers have been secured to lecture on the most elaborate collection of stereopticon views of "lumberland" and modes of getting out timber that has ever been presented to the public. No pains will be spared to give a generous welcome to all who attend, as the sessions of the association are all open to the public and those who attend will be able to enjoy the educational features spread before them by practical lumbermen. This will be a rare educational treat to the consumers, who will have the art of grading hardwoods elaborately explained. It is expected that the attendance will run into the thousands.

During the past fortnight callers at the association's headquarters were: Joseph Boyd, New Orleans Lumber Trade Journal, New Orleans, La.; A. C. Bolander of A. C. Bolander & Co., Danville, Ky.; C. H. Loveland, Winchester, Ky.; C. D. Fridman, New Richmond, O. Dr. Herman Von Schrenck of the Rock Island railroad, whose headquarters are in St. Louis, dropped in to pay his respects to Secretary Doster while in the city attending an important railroad conference. J. A. Keyes, president of the Kentucky Lumber Company, Terre Haute, Ind., was also a caller at headquarters while on a visit to the Cincinnati office of his company.

The Swann-Day Lumber Company of Winchester and Lexington, Ky., has taken quarters in the First National Bank building and will open its suite of offices on December 1. Mr. C. "Mack" Clark will be the Cincinnati manager.

W. R. Barksdale of Memphis, Tenn., stopped in this city recently to look over his friends.

Richard Bartlett of the J. J. Newman Lumber Company, St. Louis, Mo., is here stirring up the trade.

Cliff S. Walker, president of the Bayou Land & Lumber Company, left last week with a number of Cincinnati capitalists on an inspection tour through timber lands in Louisiana. Mr. Walker stated that he was trying to interest capital in Louisiana timber lands and did not expect to return for a couple of weeks.

Harry B. Millikan, manager of the Advance Veneer & Lumber Company of Indianapolis, Ind., he of the three hundred pounds of high-grade avoirdupois, was in town November 18. He was very cheerful over the business outlook.

Another noted veneer man was in town on the same date, and there was a joyous meeting between the two jolly purveyors of thin lumber. H. F. Wonderly of Grand Rapids, Mich., representative of Uptegrove & Beckwith, stated that he was very happy to meet his heavy friend.

W. H. Devoss of the H. V. Cyril Lumber Company, Pittsburg, Pa., was here several days disposing of hardwoods and incidentally offering a fine lot of birch to the trade.

"Tom" Stone of the T. B. Stone Lumber Company is recreating in New York City and the East. While on his way he stopped over at his old boyhood home in McKeesport, Pa., where there are still a few Stones left.

The Queen City Furniture Club will hold its annual election at the Business Men's Club on Wednesday, December 1. The town is covered with the red posters of the "Regulars" and the blue posters of the "Independents." The election will be a hot old time. The club will give its annual banquet at the Sinton hotel in the week between Christmas and New Year's, followed by a dance. This will be the first occasion on which the ladies have attended the annual banquet.

The annual election of the Cincinnati Furniture Exchange will be held in conjunction with the annual banquet on Tuesday, December 7.

A. Johnson of the Pennington Lumber Company, Pennington Gap, Va., is here circulating among the trade.

"For goodness sake, don't say I told you," but Will S. Sterrett, president of the Sterrett Lumber Company and secretary of the Cincinnati Lumbermen's Club, is married. This being his second venture in the matrimonial field, he went quietly away and almost forgot to even tell himself.

W. A. Bennett is in New York City and the East on a business trip. His office manager, E. J. Thoman, is the busy man during his absence. A smile and "I'm very busy today" is all the RECORD man could get from him.

On November 10, O. B. Bannister of Terre Haute, Ind., president of the Wheel Club, entertained that body with an elaborate dinner at the Sinton hotel.

## EVANSVILLE

C. G. Powell, manager of the Fullerton-Powell Hardwood Lumber Company, paid a visit to the local office of the concern this week.

F. M. Cutsinger of Young & Cutsinger returned this week from a southern trip, having visited Jackson and Memphis, Tenn., and other points.

This market was visited this week by representatives of two foreign houses, John Cant of Cant & Kemp, 52 St. Enoch square, Glasgow, and Mr. Wright of the well-known house of C. Leary & Co., London.

Bedna Young of Young & Cutsinger was in Jasper, Ind., this week, closing up the affairs of the firm of Maley, Young & Cutsinger at that point.

The C. P. White Manufacturing Company, a concern to engage in the lumber business, with headquarters at Evansville, filed articles of incorporation with the county recorder recently. The firm is capitalized at \$50,000 with shares at \$100 each. Clark P., William T., Walter L. and Roy C. White, all of Boonville, Ind., are the incorporators and will serve as directors. The life of the company is to be fifty years. It recently erected a new band mill in this city.

W. H. Cornell of the Nichols & Cox Lumber Company, Grand Rapids, was in the city this week on business for his firm.

The Jackson Lumber Company of this city is erecting a sawmill at Jackson, Tenn., and has the buildings for the plant well under way. It is composed of Charles W. Talge of the Evansville Veneer Works of this city, Louis Koss and W. C. Calhoun, and they have just incorporated at Indianapolis for \$35,000. The new mill will have a capacity of fully 15,000 feet per day and it is expected that the new plant will be in operation by the first of the new year.

A car shortage has been felt here quite keenly for the past three weeks which has hampered local manufacturers and dealers considerably. A few of the local railroads have been unable to secure cars for their merchandise business and consequently other interests have suffered considerably.

## MEMPHIS

Heavy rains have occurred throughout this section during the past week, and while these have interfered to some extent with logging operations, they have been a help rather than a hindrance as a whole. A number of plants were forced to close down because of the low stage of the water in the streams on which they were located. Some of these have been able to resume after the heavy rain.

There is a tendency to increase the production of hardwood lumber in this territory, as evidenced by the resumption of some of the mills during the past three or four weeks. Much dissatisfaction is expressed over the prices of lumber in certain quarters, particularly on some

doms, but there is a large volume of business under way. This is the feature that has induced manufacturers to resume after having been closed down for an almost indefinite period. The production is not yet of normal proportions for this territory, but indications are that it will very nearly reach the average by the end of the year, especially if production is increased as rapidly during the next seven or eight weeks as during the past similar period.

Bank clearings in Memphis during the past week were as large as ever shown for this period and those of the preceding week were also of record proportions. Clearings at Little Rock and Birmingham recently have also been of very large proportions. There is every evidence that the business situation south is very wholesome. There has been some slowing down in the steel and iron industry and yellow pine is not moving as rapidly as the manufacturers would like to see it. These are about the only discords in an otherwise very harmonious situation.

The railroads are still having some difficulty in furnishing all cars needed by lumber shippers in Arkansas. It is notable, however, that there has been some tendency toward an improvement in this respect during the past fortnight. It is now stated that the Iron Mountain, Cotton Belt and Rock Island System are able to furnish about seventy-five per cent of the cars needed, whereas a fortnight ago they could not furnish more than twenty-five to thirty-five per cent. The lumbermen themselves admit that there has been considerable improvement, but they are still short of cars and, during the recent period of inability to secure cars, it was necessary for them to cancel some of the orders they had booked. The climax of the cotton movement has already been passed and it is expected that this fact will operate very largely in favor of lumber shippers.

The Three States Lumber Company is operating only one of its hardwood mills. This is located at Winchester, Ark., and is devoted exclusively to cutting cypress. The company has made no preparation whatever for resumption at its big mill at Burdette or at the other plants in Memphis territory.

The Clements-Stevens Lumber Company has filed an amendment to its charter, whereby its capital stock is increased from \$10,000 to \$17,500. This company was organized here only a short time ago.

The Darnell-Taenzer Lumber Company has resumed operations at its second mill in South Memphis, which has been idle for some time. The company is making no preparation to resume at its mill at Round Pond, Ark., which has been idle for several years.

The East End Hardwood Lumber Company has been granted a charter under the laws of Tennessee. It will have a capital stock of \$10,000 and headquarters at Memphis.

Contract for the reconstruction of the buildings of the Gulf Cooperation Company at Texarkana, Ark., recently destroyed by fire, has been let and it is expected that the work will be completed in about thirty days. The machinery to replace that destroyed by fire has already been ordered and will be installed as soon as the buildings are ready therefor.

Engineers are busy locating the route for the extension of the Arkansas, Louisiana & Gulf railroad, which is to be run by way of Pine Bluff, Ark., northward from Hamburg to Hazen. All arrangements have been made for financing the extension of this road. General Manager J. N. Parker is authority for the statement that the work will begin not later than January 1. The extension is 135 miles and will be one of the most important pieces of railroad construction undertaken in Arkansas since the completion of the Missouri & North Arkansas. When completed the road will run from Monroe, La., to Hazen, and connection will be made at the latter point with the Rock Island. Pine Bluff has

raised a bonus of \$100,000 to secure the passing of the extension through that city. The road will run through a magnificent timber section and will furnish facilities for its development.

The Rock Island System has opened its new terminals at Hurlbut, Ark., just across the river from Memphis. These terminals have been constructed at a cost of between \$175,000 and \$200,000 and will greatly facilitate the Rock Island System in handling its east-bound traffic. The Frisco System has made arrangements with the Rock Island whereby its east-bound traffic will also be handled through the same yards. The new terminals were opened last Monday morning.

The Illinois Central railroad has reopened its industrial office in Memphis, which was discontinued during the financial depression. G. P. Harper is in charge. It is the specific purpose of the industrial office to secure new industries for the Illinois Central System in the South, and Mr. Harper states that he will cooperate with the Business Men's Club and with other organizations in Memphis which are seeking to secure new industries for this city.

Five cars of steel rails have been delivered to the Wisconsin-Arkansas Lumber Company at Waldo, Ark. This is the first shipment of rails that will be used in building six miles of track which this company will construct to facilitate the handling of its timber. The headquarters of the company are located at Malvern, Ark. It is operating in the timber region around Waldo.

Lumber interests in Arkansas are much pleased with the fact that the St. Louis, Iron Mountain & Southwestern will take over a number of short roads in that state. They are all of the opinion that a great deal better service will be maintained on these lines under the management of the Iron Mountain than has prevailed under the local regime. A meeting of the stockholders of the St. Louis, Iron Mountain & Southern will be held in St. Louis to vote on this proposition, but it is regarded as a certainty that the short lines will be consolidated with the parent road.

S. B. Anderson of the Anderson-Tully Company, W. R. Barksdale of the Barksdale-Kellogg Lumber Company and W. H. Russe of Russe & Burgess, Inc., are the lumbermen who will serve on the committee appointed by the Business Men's Club of Memphis to advertise the city in every way possible. The committee consists of forty members and it is expected they will have about \$50,000 to spend. The Business Men's Club some months ago took over the work which had been carried on by the old Memphis Industrial League, which was organized specifically for the purpose of attracting industries to this city. This work has been in the hands of James S. Warren, industrial commissioner, and he will be materially aided by the committee of forty. It is the intention of the committee to advertise Memphis in the most systematic and thorough manner ever known.

The T. B. Laycock Manufacturing Company of Indianapolis, Ind.; Belknap Hardware Manufacturing Company of Louisville, Ky.; the Standard Furniture Company of Nashville, and the Olympia Chair Company of Martinsville, Ind., have arranged to establish a distributing depot at Memphis which will be in charge of E. L. McClure. The officials of the various companies spent some time in Memphis recently perfecting plans to this end. A large warehouse has already been secured. The several firms manufacture hardware and lumber products and will be able to do business together without competing with each other, as they manufacture different forms of the same product. A number of other cities made efforts to secure the distributing depot, but Memphis was chosen on account of its central location and also on account of its splendid transportation facilities.

W. D. Kilpatrick, a Michigan capitalist, has leased several acres of ground from the Chicago Mill & Lumber Company at Marked Tree, Ark.,

and will at once establish a large hoop and stave plant at the latter point. The machinery has already been ordered and it is stated that the enterprise will be in operation by the first of the year.

George D. Burgess of Russe & Burgess, Inc., has returned from a business trip to Louisiana.

W. B. Morgan, secretary of the Anderson-Tully Company, is at home again after a business trip to New Orleans and St. Louis.

J. W. Dickson, president of the Valley Log Loading Company, the name under which the old Memphis Log Loading Company and the Valley Log Loading Company have been consolidated, is authority for the statement that this company handled into Memphis during October about 750 cars of logs and that this month it will bring fully 700 cars, mostly oak and ash. All of this timber is being brought to Memphis over the lines of the Yazoo & Mississippi Valley road. The cars average about 4,000 feet each, which gives some idea of the amount of timber handled by this company. There is a great deal of timber being brought in that this company does not touch, with the result that the receipts may be characterized as quite full.

C. L. Wheeler of J. W. Wheeler & Co., Madison, Ark., states that the big mill of the company at that point is still idle and that the recent rainfall was not heavy enough to enable it to resume operations. This firm has about 3,000,000 feet of high-grade logs awaiting a satisfactory water stage for transportation to its mill.

The Lee Wilson Lumber Company states that all of its mills in this territory are in operation and that business shows improvement over a short time ago.

The J. W. Thompson Lumber Company reports a very satisfactory run of orders and is doing a good business. All of the mills with which this company is identified in any way are operating on full time.

The Bellgrade Lumber Company is running its big mill at Belzoni, Miss., on full time and says that it is meeting with a very good demand for its output.

J. P. Hanna of the Wiborg & Hanna Company of Cincinnati, O., spent some time in Memphis this week.

Another recent visitor to the Memphis market is Gardner I. Jones of the Jones Hardwood Company of Boston.

## NASHVILLE

John B. Ransom and John W. Love, two of Nashville's prominent lumbermen, together with a number of other leading business men of the city, are having all sorts of trouble in wrestling with the problem of a new Y. M. C. A. building for Nashville. It was proposed to erect the building on a lot on the corner of Seventh avenue, North and Union streets, but the city came along and condemned thirty-five feet off the rear of the lot for a boulevard and thus rendered it too small, in the judgment of the committee, for the purposes of such a Y. M. C. A. building as Nashville should have. The committee met a few days since and decided therefore to sell the site and go into the market for another one, which will probably be announced soon.

John S. Denton, another of Nashville's well-known lumbermen, has recently been appointed chairman of the finance committee of the city council.

An interesting visitor to the city a few days since was K. S. Darrow of the Gardner Wood Company in the Flatiron building, New York. This company has mills in Louisiana and makes a specialty of the unique "Gardner wood process," which consists in inoculating the standing timber any desired color by a secret treatment. He states that this company is now coloring wood some forty-seven tints.

Forest fires have wrought much damage to various sections of Tennessee and Kentucky. The present fall season has been an unusually dry one. In various communities the farmers have had to go out and fight fire all night to keep the flames from their houses. One of those who is interesting himself in the prevention of forest fires in Tennessee is State Game, Fish and Forestry Warden Col. J. H. Acklen. Col. Acklen states that investigations by his department confirm the statement that fully seventy-five per cent of the forest fires in Tennessee occur along the railroad rights of way. He estimates that his wardens have saved the state over \$200,000 annually in forest fires handled by them. Col. Acklen states that the railroads all over the state have obeyed his orders in regard to clearing away the trash and undergrowth near their rights of way and he believes this step will prove most beneficial and a great saving.

An interesting and profitable meeting of the Cumberland River Improvement Association was held last week at the Nashville Board of Trade and it was attended by a number of well-known lumbermen of the Cumberland river valley and other noted men. The keynote of the meeting was that the people of the valley should keep on agitating and urging the necessity of liberal government appropriations for river improvement. The work on the Cumberland was reported to be progressing satisfactorily, but it was the consensus of opinion that the appropriations must be continued if possible. The Cumberland river furnishes a large part of the annual lumber supply of the Nashville market, millions of feet of fine timber being floated down to Nashville each winter and spring in rafts. The rafts are tied up for miles and miles above the city to season and then are brought down to be sawed as needed. Many of the lumber concerns have yards right on the river.

John B. Ransom & Co. report brisk business and an increased demand for high-grade stock. This firm's business of October was the biggest of the year as yet and a good start has been made on November business and another record for the year may be broken yet.

The Baker-Jacobs Company reports unusual activity at its plant at Sparta, Tenn. It had a good business in October.

Love, Boyd & Co. did a rushing business in October and report that so far November is coming up all right.

W. R. Patterson, J. W. Overall and W. W. Vaught have purchased the famous old cedar bucket factory of the Previtt Spurr Manufacturing Company at Murfreesboro. The latter company owned the factory for twenty years and it is said to be the only red cedar bucket factory in the world. The consideration was \$35,000.

The Davidson, Hicks & Greene Company is enjoying a good run of orders. The members of the firm pay frequent visits to the big interests in Fentress county.

The Standard Furniture Company reports that the business of the past month done by it was a big improvement over that done in the same month a year ago.

The W. J. Cude Land & Lumber Company has nothing to complain of in a business way except that the crop movement is affecting its business in Mississippi, where it has large timber holdings and interests.

Building continues on a boom in Nashville. As a result of the meetings of the Masons of Tennessee in Nashville last week, announcement was made that two handsome club buildings or lodges are to be erected in Nashville at once. One is to cost about \$200,000 and the other \$150,000. Many of Nashville's most prominent lumbermen belong to the Masonic orders.

H. B. Bond, formerly a merchant of Lebanon, Tenn., has come to Nashville to associate himself in the lumber business with A. E. Baird,

the latter being his uncle. Mr. Bond was prominent in the politics of Wilson county and was formerly chairman of the county Democratic executive committee.

## LOUISVILLE

The meeting of the Louisville Hardwood Club last week was enlivened by the presence of S. B. Lynd, cashier of the Citizens' National Bank and one of the best known financiers in the city. Mr. Lynd addressed the hardwood men on the subject of banking as related to lumber, and brought out several interesting points of value to lumbermen. It is the intention of the Hardwood Club to have other experts in various lines make addresses to them on subjects related with their business.

The annual meeting of the Hardwood Club has been set for November 23. The election of officers is the principal item of interest, but annual reports which will be made by all the officers are expected to epitomize the work done by the club during its first twelve months. Following the election, committees will be appointed by the new administration to take up the work of arranging for the national convention to be held here in May or June of next year.

R. F. Smith of the Ohio River Saw Mill Company said that business is good, and that lumber is selling freely. The company has all it can do to keep up with the demand. Prices are steady and stronger. Mr. Smith has just returned from a hunting trip to Seymour, Ind., but had indifferent luck because of bad weather.

T. M. Brown of W. P. Brown & Sons said that business is fine and prices rising. F. H. Wade, a hardwood broker of Indianapolis, called on the Browns recently, as did Owen Moffett of the Moffett-Boyman Lumber Company of Madison, Ind. Mr. Moffett said that his company is preparing to move to Memphis and open a hardwood yard there. He didn't know whether or not they would have a mill.

The revision of the tax laws is interesting the hardwood trade, along with the other branches of business in the state, and it is expected that the new legislature will propose a constitutional amendment along that line. C. K. Mengel, a member of the tax commission, was in Frankfort the other day attending a meeting. He and W. F. Schuerman, a furniture manufacturer of Carrollton, are on the manufactures subcommittee, and J. C. Mayo of Paintsville and J. B. Atkinson of Earlington are the subcommittee on lumber. Both own a large amount of timber.

Charles H. Stotz, who was for several weeks with the Robinson Hardwood Company, has announced that a new company has been formed to take over the Robinson interests. It is the A. Z. Haas Lumber Company, and it will handle hardwoods mainly, with offices in the Keller Building. The officers of the company are: A. Z. Haas of Fayetteville, Tenn., president; Charles H. Stotz of Louisville, general manager, and E. S. Haas of Vincennes, Ind., secretary and treasurer. E. S. Haas and Mr. Stotz will be in active charge, as President Haas, who recently retired from the William-Haas Lumber Company of Fayetteville, desires to remain inactive. Both of the Haases have had experience in the lumber business. The new company has been incorporated with a capital stock of \$25,000. C. W. Robinson, a yellow pine manufacturer of New Orleans, who was interested in the Robinson Hardwood Company, has sent Warren Birnbaum to Louisville to represent his interests here. His company is the Robinson Lumber, Veneer & Box Company.

Business is good in all lines, according to E. L. Davis of the Edward L. Davis Lumber Company, and there is no complaint at all to be made. Claude Sears, who has been having a successful trip, has returned.

Louis C. Mathey of Spot, Tenn., was in Louisville lately. He represents the Kaufman Stave & Lumber Company, which owns 26,000 acres of timberland in Tennessee. He said that while the company has done nothing in the stave line for several years, things are now improving so much that it may soon begin to manufacture again.

George P. DeWitt of Horace G. Hazard & Co. of Philadelphia was here recently. Some of the hardwood men asked that it be stated that Mr. DeWitt behaved perfectly while he was here.

H. M. McCracken of the Kentucky Veneer Works has been ill for some time, but his condition is not believed to be serious. Treasurer Geiger of that company said that the veneer trade is much better, and that prices are going up. The furniture factories are buying again, while the piano and automobile manufacturers, which have been taking veneers all through the so-called hard times, are still in the market.

Barry Norman of E. B. Norman & Co. says that business is good, with the demand pretty well distributed. Lower grades are moving in larger volume. The box factory is running at night in order to take care of the demand. Whisky cases are its main output. The Normans, who are the Nimrods of the Hardwood Club, have not yet got into action.

"Business in flooring is rather dull at present," said W. A. McLean of the Wood-Mosaic Flooring & Lumber Company. "But the demand for quartered oak is pretty good." Mr. McLean, by the way, is sporting a fine new Stearns just now, and proved its quality by taking the HARDWOOD RECORD correspondent for a ride.

H. P. Roberts, who looks after the lumber business of the Mengel Box Company, said that the demand for oak is so much better that the price has advanced. "It looks as if prosperity were here again," Mr. Roberts said.

C. C. Mengel & Bro. Company has two boats chartered for the purpose of importing mahogany logs. One is the Rose Lea, which is on its way from Belize with a 900,000-foot cargo, and which is due the latter part of this month. Then there is the Chiswick, which is loading at Axim on the west coast of Africa. It is expected to bring over about 1,000,000 feet of logs and to dock them at Pensacola in December. The company recently received a shipment of 40,000 pounds of chicle from Central America. It has a ready sale to the chewing gum manufacturers. J. C. Wickliffe, secretary of the company, has been in the Bahama Islands and is thought to be en route home. Owing to the storms in the West Indies and the impossibility of communicating with him, the members of the company are awaiting news of his condition with some eagerness.

The Southern Veneer Company has nearly finished work on its addition, and reports business to be excellent. The furniture and piano manufacturers are buying freely, it was stated.

Walter R. Day, who was convicted for alleged frauds committed in connection with the lumber business of his uncle, Floyd Day, in eastern Kentucky, has been pardoned. He was treasurer of the state under the brief Taylor regime ten years ago.

Fire destroyed the plant of the H. H. Collins Lumber Company at Maysville November 8. Besides lumber, a large quantity of millwork was burned. The loss was \$5,000, and the fire is said to have been of incendiary origin.

Forest fires, which have caused considerable loss in the western part of the state, Butler county, Hopkins county and Christian county, were the main localities where fires of any extent were reported. In most instances they were started by hunters or nutting parties, and the inhabitants of the nearby towns turned out to fight the flames. Rain in most cases intervened and saved further loss after a large amount of timber, fencing, outbuildings, etc., had been destroyed.

As an evidence of the conservation policy of the railroads, the Louisville & Nashville is planting catalpa on all available spots along its line. Near Lagrange, a suburb of Louisville, it has succeeded, in a few years, in raising quite a sizable lot of catalpa, and they will be large enough in a short time to be used for ties. This policy has been adopted by most of the railroads of the country.

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Though it looks as if the good roads amendment to the state constitution, one of the measures which the lumber interests of the state especially favored, was lost at the November election, its leaders say that there is still a chance for it, and that if it did go down to defeat, the agitation will be started in its favor all over again.

River improvement is a thing which the lumbermen everywhere are urging, and the improvement of the Ohio and its tributaries is considered to be of first importance by Kentuckians engaged in the lumber business. The annual report of the chief of engineers at Washington shows that a good deal is being done in this direction. At Louisville the dam has nearly been completed, and when it is finished there will be a nine-foot stage between here and Madison, Ind. The Kentucky river, which is a great channel for logs, has had \$3,000,000 expended on it, and lock No. 13 is now being completed, and the Big Sandy river has been improved by the construction of three locks and their accompanying dams. Interest in this sort of work is suggested by the enthusiasm with which the state has taken hold of the plans for the National Rivers and Harbors Congress at Washington next month. The two commercial organizations of Louisville have called a mass meeting at the Gayety theater for December 2, when it is expected to make plans for sending a delegation of 500 to the convention to fight for the Ohio river improvement. Delegates have been appointed not only from Louisville, but from every city of consequence along the Ohio on the Kentucky side. In addition the governor has appointed delegates to represent the state at large, C. C. Mengel of Louisville is one of them.

## BRISTOL

Several new mills are being erected in this section. F. K. Bradshaw, formerly of the United States Spruce Company of Marion, Va., who was in Bristol this week, is building a band mill near Erwin, Tenn., where he owns a 20,000-acre boundary of fine timber. The mill is situated near the line of the Carolina, Clinchfield & Ohio railroad. The Honaker Lumber Company is building three mills at Honaker, Va., all band mills, while J. A. Wilkinson of Bristol will put in a new mill in West Virginia, where he has recently added to his timber possessions.

Dougherty & Hill of Morristown, Tenn., have just purchased a \$15,000 tract of timber from James Maye. It is situated in Meigs county, Tennessee, and may be developed by the purchasers.

C. Morton of the Morton-Lewis & Willay Lumber Company of this city is here from Grand Rapids, Mich. His company is rapidly disposing of the rolling stock of the Holston Valley rail road, running out of Bristol, since it closed

down the Bristol band mill. It has sold a large number of the logging cars to the Rockcastle Lumber Company of this city, which were shipped to West Virginia. It has six locomotives which will be sold.

The Rockcastle Lumber Company of Bristol has just placed an order for the second Climax locomotive, made by the Climax Manufacturing Company of Corry, Pa., for the Meek, Ky., mill, which was started last week.

The Tug River Lumber Company is running its big Cherry mill regularly and is cutting about 800,000 feet a month. The mill broke all records last week when it cut 45,500 feet. The Wise county timber will be cut out in about twelve months, as there is only about 12,000,000 feet left standing.

J. W. Diefenderfer of the J. W. Diefenderfer Lumber Company of Philadelphia and the Laurel Lumber Company, operating near Bristol, was a visitor on the local market last week. The company's mill at Laurel has been idle for some time.

C. N. Hawkins of Bluefield, W. Va., district representative of E. Stringer Boggess of Clarksburg, W. Va., was in Bristol this week and reports business moving along well, with excellent prospects for spring trade.

Walter Johns, buyer for the Wm. H. Perry Lumber Company of Cincinnati, spent several days in Bristol last week and left some orders for hardwood stocks to be shipped at once.

J. H. Mathews of the Mathews Lumber Company of Macon, Ga., and the Stetson Lumber Company of Arlington, Ga., was a prominent visitor in Bristol last week. He reports business moving along well in the lumber industry in Georgia.

The Gilmore-Rankin Company has been organized at Fayetteville, N. C., to do a general lumber business.

"Business is not as good as we had thought it would be by this time," said George W. Peter of the Peter-McCain Lumber Company. "However the outlook for next year is especially good."

B. B. Burns of the Tug River Lumber Company, Irving Whaley of Whaley-Warren Lumber Company and F. W. Hughes of Price & Heald were among the Bristol lumbermen who spent several days last week hunting.

Among the buyers on the Bristol market last week was W. W. Dempsey of Johnstown, Pa.

## ASHLAND

James Kitchen, manager of the Standard Planing Mill & Building Company, reports a good business. The company now has on hand more contracts than it will be able to take care of for some time. It is furnishing a large amount of the lumber for various residences and business buildings under course of construction in this city and a number of contracts in surrounding vicinity.

The W. H. Dawkins Lumber Company continues to operate its band mill at Ironton, Ohio, full time, and has enough logs to keep it running until about the first of the year. More orders are received for panel and high-grade poplar than can be furnished. Prices have greatly advanced. Mr. Dawkins is figuring on buying more timber in 1910 than this year in order to enable the company to supply more stock and take care of its customers in better shape.

O. E. Faught, sales manager of the K. & P. Lumber Company, Cincinnati, Ohio, was a business caller in our city this week, calling on our several lumbermen. Mr. Faught states the lumber business is greatly improved in Cincinnati and that his company finds it more difficult to fill orders now than it has been for some time; especially is this true of high-grade and panel stock poplar, and as well high grades in plain and quartered oak.

W. L. Watson of the J. W. Mahan Lumber Company, Mahan, W. Va., has returned to the company's plant at Mahan after a few days' stay in the city. Mr. Watson states everything is running very satisfactorily and orders received will enable the company to ship stock as fast as it is ready.

R. E. Elmer and Mr. Fisher of the Fearon Lumber & Venter Company, Ironton, Ohio, were business callers in our city, en route to the mountains on a business trip. The company closed its mills this week for an indefinite length of time and will make extensive repairs, putting in new boilers, ovens, etc. It advises business satisfactory and bright prospects for 1910.

W. A. Cool of W. A. Cool & Son, Cleveland, Ohio, spent a few days in our city this week. Mr. Cool gives encouraging reports on lumber markets in Cleveland and states that his company is receiving a large amount of business. Prices have materially advanced.

The Whistler & Searcy Company, Ironton, Ohio, closed its mills this week, having sawed out the present supply of logs. Mr. McConn of the company advises good business and says orders are being received at advanced prices.

L. C. Smith of the Cranor-Smith Lumber Company, Prestonburg, Ky., was a business visitor in our city, returning from a trip to Lincoln county, Kentucky. This company owns and operates a number of mills in the Big Sandy district.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, was a business visitor in Ashland this week in the interests of the association. From here he went to Bluefield, W. Va., and various other large lumber manufacturing centers before returning to his office in Cincinnati, Ohio.

The Breece Manufacturing Company, New Boston, Ohio, whose plant was destroyed by fire, has placed contracts for rebuilding at once. The work will be rushed through as fast as possible, so as to enable the company to begin operations at a very early date. At the time of the fire it was enlarging the plant and increasing its capacity in order to take care of the increased amount of business received. The Three States Manufacturing Company, Kenora, W. Va., is allied with this company and manufactures the best of oak veneers, both plain and quartered.

## ST. LOUIS

The recent strike at several of the East St. Louis planing mills has practically ended. The mills are running open shops, the cause of the strike. Union or non-union connections are ignored by the managers and many of the old hands have returned to work and have accepted the inevitable.

J. S. Garetson of the Garetson-Greaseon Lumber Company has been appointed to the Missouri Forestry Commission by Gov. Hadley in place of W. W. Dings, who resigned when he removed to Chicago. As Mr. Dings was one of the officers of the Garetson-Greaseon Lumber Company, the selection of Mr. Garetson keeps the appointment in the company.

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, says that a satisfactory trade is being done and no trouble is experienced in making shipments, as the car shortage is not affecting the lines on which the firm's mills are situated to any extent. Alf. Bennett, the president of the company, is down in Texas and Arkansas, visiting the Dayton, Spring and Todd mills, and will be absent until about December 1. Mrs. Bennett and their little daughter are with him. The manager of one of the mills has arranged for a little shooting trip for Mr. and Mrs. Bennett while they are in Texas, for Mr. Bennett is quite a sportsman and Mrs. Bennett is an expert with a gun. The trip will be to the Taft ranch in



Texas, where President Taft spent several days while he was on his trip. A gasoline launch has been arranged for, dogs have been secured and all the paraphernalia for duck, quail and snipe shooting.

The American Hardwood Lumber Company has been having quite a good rush of business. It is sending out a large amount of upper grade gum at good prices.

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, says there is only a moderate degree of activity in the hardwood market. The call for plain and quartered red oak is good and the upper grades of cypress are also in fair demand. All the orders are for quick shipment. The prospects for next season are most promising.

The sawmill of the Henry Quellmalz Lumber & Mill Company, at Brookings, Ark., has recently started up after a thorough overhauling. Many improvements have recently been added.

The office of the International Hardwood Lumber Company has recently been moved to 1421 Wright building. The new location is well adapted for handling its increasing business. C. S. Stanley of the company is down at the mills on business, and W. E. Keown, president, is still in the West, where he went some time ago for his health.

The Fullerton-Moses Tie Company, the incorporation of which was mentioned recently in this paper, has elected its officers. The company might be called a subsidiary company of the Chicago Lumber & Coal Company, as S. H. Fullerton is president, J. C. Cremer is secretary and Frank Goepel is treasurer. The headquarters of the company are at Ava, Mo., where L. B. Moses, the vice-president and general manager, is located. Mr. Moses is well known in the lumber trade in Kansas City. The company will buy and sell white oak ties.

Charles A. Tilden, under the name of the Charles A. Tilden-Lumber Company, has bought out the business of A. C. Baird and will be located in Mr. Baird's old office at 1310 Wright building. Mr. Tilden will handle yellow pine, hardwood and Pacific coast lumber.

## MILWAUKEE

George Mason of the Mason-Donaldson Lumber Company of Rhinelander, Wis., recently called upon the Milwaukee trade.

W. E. Cooper, president of the Cooper & Maxson Lumber Company of Milwaukee, general wholesalers, has returned from a trip of inspection at his different retail yards about the state. G. M. Maxson, secretary of the company, has returned from northern Wisconsin.

L. A. Parker of the American Hardwood Lumber Company of St. Louis has called upon the Milwaukee trade.

The Cumberland Fruit Package Company has been incorporated at Cumberland with a capital stock of \$25,000. The company will begin the erection of a new factory building at once which will be 60x60 feet in dimensions and equipped with the latest woodworking machinery. The plant will use birch, basswood, ash, elm, maple, poplar and pine in the manufacture of the Ewald folding berry boxes. It is expected that the plant will be in operation within three months' time.

The Volmar-Below Lumber Company of Marshfield has purchased the Maxwell sawmill at Mellen and will operate the plant this winter. The mill has a capacity of about 50,000 feet daily.

The Vetter Manufacturing Company of Stevens Point has completed arrangements for the installation of electric power in its woodworking plant. Considerable new machinery will also be installed.

The C. A. Goodyear Lumber Company of Tomah has completed the installation of a new electrical power plant of 1,200 horsepower. New machinery

has been added and the plant now has a daily capacity of 100,000 feet.

The Manasha Manufacturing Company is erecting a new plant at Goodrich for the manufacture of wooden plugs.

The Lane-Coos Land Company has been incorporated at Appleton with a capital stock of \$80,000 by E. G. Jones, Fred F. Wettengel and J. V. Canavan. The corporation owns 6,000 acres of timber land in Oregon.

The Kiel Furniture Company of Kiel, Wis., which recently purchased the furniture plant of the B. A. Kipp Company of Milwaukee, has taken out a permit for the erection of a new \$30,000 plant adjoining the Kipp plant at Milwaukee.

The Menasha Woodenware Company of Menasha has closed a contract with the Robbins Lumber Company of Rhinelander to cut 50,000,000 feet of timber from the Menasha company's holdings. The deal means that both plants of the Robbins company at Rhinelander will be kept in operation this week.

The entire timber holdings of the Joseph Dessert Lumber Company west of the Wisconsin river, consisting of 3,345 acres, have been purchased by the Mosinee Land, Log and Timber Company. The tract contains considerable hardwood.

The insurance on the plant of the John R. Davis Lumber Company, which was destroyed by fire recently with a loss of \$150,000, has been adjusted. It is announced that the plant will be rebuilt.

The Edgar Veneer & Box Company of Edgar has been dissolved by common consent of the stockholders and that portion of stock paid in on the capitalization of \$15,000 has been paid back to the owners. The company has been in existence but a few months and dissension among the members resulted in this step.

Kenfield & Lamoureux have begun the erection of another addition to their box factory at Washburn. The addition will be 100x30 feet in size and will be equipped with the latest machinery. The plant is now rushed with orders.

The Alexander Stewart Lumber Company, the Barker & Stewart Lumber Company and the Mortenson Lumber Company have all closed their plants after a successful run.

The Flambeau River Lumber Company has been incorporated at Ladysmith with a capital stock of \$100,000 by E. K. Hughey of Bellevue, Iowa, and James F. Mitchell and Willard E. Thompson of Ladysmith. The company owns 10,000 acres of timber land in the Flambeau river district.

Assemblyman William M. Bray, well-known young lumber manufacturer of Oshkosh, has presented dock property to his home city valued at \$15,000. The gift was made in memory of Mr. Bray's late father, V. M. Bray, the pioneer lumberman, who recently died, and Leander Choate, also a pioneer lumberman and late partner of the elder Mr. Bray.

Lumbermen all over Wisconsin are interested in the announcement that the old "Gottin Gap" in the Chippewa river at Chippewa Falls has been closed. It was in operation for thirty years.

Business men of Mosinee are endeavoring to induce the Mosinee Land, Log & Lumber Company, which has purchased the timber holdings of the Joseph Dessert Lumber Company, to move its sawmill from Four Mile creek to Mosinee.

The lumber yards of C. A. Nye of Cornucopia were destroyed by fire recently with a loss of \$14,000, with insurance of \$10,000. The sawmill of Mr. Nye was saved.

The special committee of the Wisconsin Legislature on forestry, water powers and drainage held a session at the Hotel Pfister, Milwaukee, for the consideration of important problems, including the conservation of the timber supply. State Forester D. M. Griffith addressed the committee and advocated the system of burning slash.

## MINNEAPOLIS

Information has been received here this week that about the first of the year the rates on lumber and lumber products from Minneapolis, St. Paul and Duluth and northern Wisconsin and Michigan points to Eastern Trunk Line territory will be reduced. The new rates will be the same as those in effect two years ago. The hardwood lumber manufacturers of Wisconsin have been working for this reduction for some time and have been ably assisted by the traffic department of one of the lines, whose officials have believed right along that the rate in effect two years ago was high enough. After the present rates were put into effect shipments of lumber eastward fell off fully sixty per cent. The opposition to the restoration of the rates in effect two years ago came principally from those lines that get a longer haul on lumber shipped to the Southwest.

Minneapolis building permits for ten months amounted to \$11,180,855, and were thirty-two per cent larger than for the same period of last year.

The Minneapolis mills have finished cutting lumber for the season. The output of the mills this year is about 80,000,000 feet greater than last year, when the cut was 189,000,000 feet.

L. C. Nolan of the Nolan Brothers Lumber Company, Memphis, Tenn., has been in the North on business during the past two weeks.

The Northwestern Hardwood Lumbermen's Association will hold its annual meeting at St. Paul on December 7.

## SAGINAW VALLEY

Men are being called for to quite an extent in the lumber woods, and some firms are experiencing difficulty in getting good men. Wages range from \$24 to \$28 in the lower peninsula, and \$30 to \$35 north of the straits. Indications point to the cutting of a large quantity of timber during the winter. The improvement in the lumber trade and the general revival of business and industry are the stimuli to activity in the woods. All of the larger firms will put in all the stock they can handle and get to the mills. Ross & Wentworth are lumbering north of Grayling, and they buy enough additional stock to keep the Campbell-Brown lumber mill at Bay City busy. This firm has had a successful year.

The Bliss & Van Auken mill and flooring mill are running the year through and have had a good business. The Wylie & Buell Lumber Company is furnishing the stock for the plant, which comes down over the Mackinac division of the Michigan Central. The W. D. Young & Co. plant at Bay City is running both sawmill and flooring mill day and night and shipping large quantities of maple flooring abroad. The Mer-shon-Bacon Company has done a large business this year in the manufacture of hardwood lumber into box stuff. The Bay City Box & Lumber Company has also handled more or less hardwood in the production of box stuff.

The Richardson Lumber Company's mill will run through the winter, as usual. The plant has a hot water pond for winter operations. It receives about twenty-five cars of logs from the North daily.

The construction of the Hanson Ward Company maple flooring mill at Bay City is being pushed as rapidly as possible. It will be equipped with up-to-date machinery. Another large flooring plant is in process of incubation at Bay City.

The Nicholson & Hanson Lumber Company's plant at Lewiston will finish its cut in a few months and will then be removed.

The Salling-Hanson mills at Grayling have enough stock to operate for twenty years or more. The Johannesburg Manufacturing Company's plant at Johannesburg, some twenty miles

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Owing to the fact that the "belt line" of the Kentucky and Indiana Bridge & Railroad Company touches most of the lumber plants of the city, the hardwood men were interested by the filing of amended articles of incorporation, allowing it to increase its scope. It is understood that the company will extend its trackage and improve its equipment generally.

Though it looks as if the good roads amendment to the state constitution, one of the measures which the lumber interests of the state especially favored, was lost at the November election, its leaders say that there is still a chance for it, and that if it did go down to defeat, the agitation will be started in its favor all over again.

River improvement is a thing which the lumbermen everywhere are urging, and the improvement of the Ohio and its tributaries is considered to be of first importance by Kentuckians engaged in the lumber business. The annual report of the chief of engineers at Washington shows that a good deal is being done in this direction. At Louisville the dam has nearly been completed, and when it is finished there will be a nine-foot stage between here and Madison, Ind. The Kentucky river, which is a great channel for logs, has had \$3,000,000 expended on it, and lock No. 13 is now being completed, and the Big Sandy river has been improved by the construction of three locks and their accompanying dams. Interest in this sort of work is suggested by the enthusiasm with which the state has taken hold of the plans for the National Rivers and Harbors Congress at Washington next month. The two commercial organizations of Louisville have called a mass meeting at the Gayety theater for December 2, when it is expected to make plans for sending a delegation of 500 to the convention to fight for the Ohio river improvement. Delegates have been appointed not only from Louisville, but from every city of consequence along the Ohio on the Kentucky side. In addition the governor has appointed delegates to represent the state at large. C. C. Mengel of Louisville is one of them.

### BRISTOL

Several new mills are being erected in this section. F. K. Bradshaw, formerly of the United States Spruce Company of Marion, Va., who was in Bristol this week, is building a band mill near Erwin, Tenn., where he owns a 20,000-acre boundary of fine timber. The mill is situated near the line of the Carolina, Clinchfield & Ohio railroad. The Bonaker Lumber Company is building three mills at Hoboken, Va., all band mills, while J. A. Wilkinson of Bristol will put in a new mill in West Virginia, where he has recently added to his timber possessions. Dougherty & Hill of Morristown, Tenn., have just purchased a \$15,000 tract of timber from James May. It is situated in Meigs county, Tennessee, and may be developed by the purchasers.

C. Morton of the Morton-Lewis & Wilby Lumber Company of this city is here from Grand Rapids, Mich. His company is rapidly disposing of the rolling stock of the Holston Valley railroad, running out of Bristol, since it closed

down the Bristol band mill. It has sold a large number of the logging cars to the Rockcastle Lumber Company of this city, which were shipped to West Virginia. It has six locomotives which will be sold.

The Rockcastle Lumber Company of Bristol has just placed an order for the second Climax locomotive, made by the Climax Manufacturing Company of Corry, Pa., for the Meek, Ky., mill, which was started last week.

The Tug River Lumber Company is running its big Cherry mill regularly and is cutting about 800,000 feet a month. The mill broke all records last week when it cut 45,500 feet. The Wise county timber will be cut out in about twelve months, as there is only about 12,000,000 feet left standing.

J. W. Diferderfer of the J. W. Diferderfer Lumber Company of Philadelphia and the Laurel Lumber Company, operating near Bristol, was a visitor on the local market last week. The company's mill at Laurel has been idle for some time.

C. N. Hawkins of Bluefield, W. Va., district representative of E. Stringer Boggess of Clarksburg, W. Va., was in Bristol this week and reports business moving along well, with excellent prospects for spring trade.

Walter Johns, buyer for the Wm. H. Perry Lumber Company of Cincinnati, spent several days in Bristol last week and left some orders for hardwood stocks to be shipped at once.

J. H. Mathews of the Mathews Lumber Company of Macon, Ga., and the Stetson Lumber Company of Arlington, Ga., was a prominent visitor in Bristol last week. He reports business moving along well in the lumber industry in Georgia.

The Gilmore-Rankin Company has been organized at Fayetteville, N. C., to do a general lumber business.

"Business is not as good as we had thought it would be by this time," said George W. Peter of the Peter-McCain Lumber Company. "However the outlook for next year is especially good."

B. B. Burns of the Tug River Lumber Company, Irving Whaley of Whaley-Warren Lumber Company and F. W. Hughes of Price & Heald were among the Bristol lumbermen who spent several days last week hunting.

Among the buyers on the Bristol market last week was W. W. Dempsey of Johnstown, Pa.

### ASHLAND

James Kitchen, manager of the Standard Planing Mill & Building Company, reports a good business. The company now has on hand more contracts than it will be able to take care of for some time. It is furnishing a large amount of the lumber for various residences and business buildings under course of construction in this city and a number of contracts in surrounding vicinity.

The W. H. Dawkins Lumber Company continues to operate its band mill at Ironton, Ohio, full time, and has enough logs to keep it running until about the first of the year. More orders are received for panel and high-grade poplar than can be furnished. Prices have greatly advanced. Mr. Dawkins is figuring on buying more timber in 1910 than this year in order to enable the company to supply more stock and take care of its customers in better shape.

O. E. Faught, sales manager of the K. & P. Lumber Company, Cincinnati, Ohio, was a business caller in our city this week, calling on our several lumbermen. Mr. Faught states the lumber business is greatly improved in Cincinnati and that his company finds it more difficult to fill orders now than it has been for some time, especially in this line of high grade and panel stock poplar, and as well high grades in plain and quartered oak.

W. L. Watson of the J. W. Mahan Lumber Company, Mahan, W. Va., has returned to the company's plant at Mahan after a few days' stay in the city. Mr. Watson states everything is running very satisfactorily and orders received will enable the company to ship stock as fast as it is ready.

R. E. Elmer and Mr. Fisher of the Fearon Lumber & Veneer Company, Ironton, Ohio, were business callers in our city, en route to the mountains on a business trip. The company closed its mills this week for an indefinite length of time and will make extensive repairs, putting in new boilers, ovens, etc. It advises business satisfactory and bright prospects for 1910.

W. A. Cool of W. A. Cool & Son, Cleveland, Ohio, spent a few days in our city this week. Mr. Cool gives encouraging reports on lumber markets in Cleveland and states that his company is receiving a large amount of business. Prices have materially advanced.

The Whisler & Searcy Company, Ironton, Ohio, closed its mills this week, having sawed out the present supply of logs. Mr. McConn of the company advises good business and says orders are being received at advanced prices.

L. C. Smith of the Cranor-Smith Lumber Company, Prestonburg, Ky., was a business visitor in our city, returning from a trip to Lincoln county, Kentucky. This company owns and operates a number of mills in the Big Sandy district.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, was a business visitor in Ashland this week in the interests of the association. From here he went to Bluefield, W. Va., and various other large lumber manufacturing centers before returning to his office in Cincinnati, Ohio.

The Breece Manufacturing Company, New Boston, Ohio, whose plant was destroyed by fire, has placed contracts for rebuilding at once. The work will be rushed through as fast as possible, so as to enable the company to begin operations at a very early date. At the time of the fire it was enlarging the plant and increasing its capacity in order to take care of the increased amount of business received. The Three States Manufacturing Company, Kenova, W. Va., is allied with this company and manufactures the best of oak veneers, both plain and quartered.

### ST. LOUIS

The recent strike at several of the East St. Louis planing mills has practically ended. The mills are running open shops, the cause of the strike. Union or non-union connections are ignored by the managers and many of the old hands have returned to work and have accepted the inevitable.

J. S. Garetson of the Garetson-Grease Lumber Company has been appointed to the Missouri Forestry Commission by Gov. Hadley in place of W. W. Dings, who resigned when he removed to Chicago. As Mr. Dings was one of the officers of the Garetson-Grease Lumber Company, the selection of Mr. Garetson keeps the appointment in the company.

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, says that a satisfactory trade is being done and no trouble is experienced in making shipments, as the car shortage is not affecting the lines on which the firm's mills are situated to any extent. Alf. Bennett, the president of the company, is down in Texas and Arkansas, visiting the Dayton, Spring and Todd mills, and will be absent until about December 1. Mrs. Bennett and their little daughter are with him. The manager of one of the mills has arranged for a little shooting trip for Mr. and Mrs. Bennett while they are in Texas, for Mr. Bennett is quite a sportsman and Mrs. Bennett is an expert with a gun. The trip will be to the Taft ranch in

## MINNEAPOLIS

Information has been received here this week that about the first of the year the rates on lumber and lumber products from Minneapolis, St. Paul and Duluth and northern Wisconsin and Michigan points to Eastern Trunk Line territory will be reduced. The new rates will be the same as those in effect two years ago. The hardwood lumber manufacturers of Wisconsin have been working for this reduction for some time and have been ably assisted by the traffic department of one of the lines, whose officials have believed right along that the rate in effect two years ago was high enough. After the present rates were put into effect shipments of lumber eastward fell off fully sixty per cent. The opposition to the restoration of the rates in effect two years ago came principally from those lines that get a longer haul on lumber shipped to the Southwest.

Minneapolis building permits for ten months amounted to \$11,180,855, and were thirty-two per cent larger than for the same period of last year.

The Minneapolis mills have finished cutting lumber for the season. The output of the mills this year is about 80,000,000 feet greater than last year, when the cut was 189,000,000 feet.

L. C. Nolan of the Nolan Brothers Lumber Company, Memphis, Tenn., has been in the North on business during the past two weeks.

The Northwestern Hardwood Lumbermen's Association will hold its annual meeting at St. Paul on December 7.

## SAGINAW VALLEY

Men are being called for to quite an extent in the lumber woods, and some firms are experiencing difficulty in getting good men. Wages range from \$24 to \$28 in the lower peninsula, and \$30 to \$35 north of the straits. Indications point to the cutting of a large quantity of timber during the winter. The improvement in the lumber trade and the general revival of business and industry are the stimuli to activity in the woods. All of the larger firms will put in all the stock they can handle and get to the mills. Ross & Wentworth are lumbering north of Grayling, and they buy enough additional stock to keep the Campbell-Brown lumber mill at Bay City busy. This firm has had a successful year.

The Bliss & Van Auken mill and flooring mill are running the year through and have had a good business. The Wylie & Buell Lumber Company is furnishing the stock for the plant, which comes down over the Mackinaw division of the Michigan Central. The W. D. Young & Co. plant at Bay City is running both sawmill and flooring mill day and night and shipping large quantities of maple flooring abroad. The Mer-shon-Bacon Company has done a large business this year in the manufacture of hardwood lumber into box stuff. The Bay City Box & Lumber Company has also handled more or less hardwood in the production of box stuff.

The Richardson Lumber Company's mill will run through the winter, as usual. The plant has a hot-water pond for winter operations. It receives about twenty-five cars of logs from the North daily.

The construction of the Hanson Ward Company maple flooring mill at Bay City is being pushed as rapidly as possible. It will be equipped with up-to-date machinery. Another large flooring plant is in process of incubation at Bay City.

The Michelson & Hanson Lumber Company's plant at Loviston will finish its cut in a few months and will then be removed.

The Salling-Hanson mills at Grayling have enough stock to operate for twenty years or more. The Johannesburg Manufacturing Company's plant at Johannesburg, some twenty miles

Texas, where President Taft spent several days while he was on his trip. A gasoline launch has been arranged for, dogs have been secured and all the paraphernalia for duck, quail and snipe shooting.

The American Hardwood Lumber Company has been having quite a good rush of business. It is sending out a large amount of upper grade gum at good prices.

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, says there is only a moderate degree of activity in the hardwood market. The call for plain and quartered red oak is good and the upper grades of cypress are also in fair demand. All the orders are for quick shipment. The prospects for next season are most promising.

The sawmill of the Henry Quellmalz Lumber & Mill Company, at Brookings, Ark., has recently started up after a thorough overhauling. Many improvements have recently been added.

The office of the International Hardwood Lumber Company has recently been moved to 1421 Wright building. The new location is well adapted for handling its increasing business. C. S. Stanley of the company is down at the mills on business, and W. E. Keown, president, is still in the West, where he went some time ago for his health.

The Fullerton-Moses Tie Company, the incorporation of which was mentioned recently in this paper, has elected its officers. The company might be called a subsidiary company of the Chicago Lumber & Coal Company, as S. H. Fullerton is president, J. C. Cremer is secretary and Frank Goepel is treasurer. The headquarters of the company are at Ava, Mo., where L. B. Moses, the vice-president and general manager, is located. Mr. Moses is well known in the lumber trade in Kansas City. The company will buy and sell white oak ties.

Charles A. Tilden, under the name of the Charles A. Tilden-Lumber Company, has bought out the business of A. C. Baird and will be located in Mr. Baird's old office at 1310 Wright building. Mr. Tilden will handle yellow pine, hardwood and Pacific coast lumber.

## MILWAUKEE

George Mason of the Mason-Donaldson Lumber Company of Rhinelander, Wis., recently called upon the Milwaukee trade.

W. E. Cooper, president of the Cooper & Maxson Lumber Company of Milwaukee, general wholesalers, has returned from a trip of inspection at his different retail yards about the state. G. M. Maxson, secretary of the company, has returned from northern Wisconsin.

L. A. Parker of the American Hardwood Lumber Company of St. Louis, Mo., called upon the Milwaukee trade.

The Cumberland Fruit Package Company has been incorporated at Cumberland with a capital stock of \$25,000. The company will begin the erection of a new factory building at once which will be 60x60 feet in dimensions and equipped with the latest woodworking machinery. The plant will use birch, basswood, ash, elm, maple, poplar and pine in the manufacture of the Ewald folding berry boxes. It is expected that the plant will be in operation within three months' time.

The Volmar-Below Lumber Company of Marshfield has purchased the Maxwell sawmill at Mellen and will operate the plant this winter. The mill has a capacity of about 50,000 feet daily.

The Vetter Manufacturing Company of Stevens Point has completed arrangements for the installation of electric power in its woodworking plant. Considerable new machinery will also be installed.

The C. A. Goodyear Lumber Company of Tomah has completed the installation of a new electrical power plant of 1,200 horsepower. New machinery

has been added and the plant now has a daily capacity of 100,000 feet.

The Manasha Manufacturing Company is erecting a new plant at Goodrich for the manufacture of wooden plugs.

The Lane-Coos Land Company has been incorporated at Appleton with a capital stock of \$80,000 by E. G. Jones, Fred F. Wettengel and J. V. Canavan. The corporation owns 6,000 acres of timber land in Oregon.

The Kiel Furniture Company of Kiel, Wis., which recently purchased the furniture plant of the B. A. Kipp Company of Milwaukee, has taken out a permit for the erection of a new \$30,000 plant adjoining the Kipp plant at Milwaukee.

The Menasha Woodenware Company of Menasha has closed a contract with the Robbins Lumber Company of Rhinelander to cut 50,000,000 feet of timber from the Menasha company's holdings. The deal means that both plants of the Robbins company at Rhinelander will be kept in operation this week.

The entire timber holdings of the Joseph Dessert Lumber Company west of the Wisconsin river, consisting of 3,345 acres, have been purchased by the Mosinee Land, Log and Timber Company. The tract contains considerable hardwood.

The insurance on the plant of the John R. Davis Lumber Company, which was destroyed by fire recently with a loss of \$150,000, has been adjusted. It is announced that the plant will be rebuilt.

The Edgar Veneer & Box Company of Edgar has been dissolved by common consent of the stockholders and that portion of stock paid in on the capitalization of \$15,000 has been paid back to the owners. The company has been in existence but a few months and dissension among the members resulted in this step.

Kenfield & Lamoureux have begun the erection of another addition to their box factory at Washburn. The addition will be 100x30 feet in size and will be equipped with the latest machinery. The plant is now rushed with orders.

The Alexander Stewart Lumber Company, the Barker & Stewart Lumber Company and the Mortenson Lumber Company have all closed their plants after a successful run.

The Flambeau River Lumber Company has been incorporated at Ladysmith with a capital stock of \$100,000 by E. K. Hughey of Bellevue, Iowa, and James F. Mitchell and Willard E. Thompson of Ladysmith. The company owns 10,000 acres of timber land in the Flambeau river district.

Assemblyman William M. Bray, well-known young lumber manufacturer of Oshkosh, has presented dock property to his home city valued at \$15,000. The gift was made in memory of Mr. Bray's late father, J. M. Bray, the pioneer lumberman, who recently died, and Leander Choate, also a pioneer lumberman and late partner of the elder Mr. Bray.

Lumbermen all over Wisconsin are interested in the announcement that the old "Sorting Gap" in the Chippewa river at Chippewa Falls has been closed. It was in operation for thirty years.

Business men of Mosinee are endeavoring to induce the Mosinee Land, Log & Lumber Company, which has purchased the timber holdings of the Joseph Dessert Lumber Company, to move its sawmill from Four Mile creek to Mosinee.

The lumber yards of C. A. Nye of Cornucopia were destroyed by fire recently with a loss of \$14,000, with insurance of \$10,000. The sawmill of Mr. Nye was saved.

The special committee of the Wisconsin legislature on forestry, water powers and drainage held a session at the Hotel Pfister, Milwaukee, for the consideration of important problems, including the conservation of the timber supply. State Forester E. M. Griffith addressed the committee and advocated the system of burning slash.

from Grayling, has been cutting about 14,000,000 feet annually and has considerable stock in sight.

R. Hanson & Sons' hardwood mill just north of Grayling has been operated steadily during the year, cutting about 50,000 feet a day. The Kerry & Hanson Flooring Company's mill at Grayling is running full time and with a full crew. Trade is reported excellent.

The Endury Martin Lumber Company at Cheboygan is putting its plant in condition for the winter run on hardwood. The company is operating eleven camps this winter.

The new band sawmill of the E. H. Stafford Manufacturing Company at Sand Bay on Bois Blanc Island just off Cheboygan is expected to be ready for sawing in a short time. It will cut about 50,000 feet a day, and the company has purchased 8,000 acres of fine hardwood timber. The company will utilize a considerable portion of the output of the mill in its manufacturing plant at Ionia, Mich.

### CADILLAC

The lumber trade in this vicinity has been unusually good this fall and the manufacturers are having some difficulty in securing proper railroad equipment for handling their stocks. Prices are firm.

The Lista Chemical Company, an eastern concern, has made arrangements to locate in Cadillac. It will use the refuse of wood distillation which has previously been burned by the chemical manufacturers. This waste or tar will be used in the manufacture of a substitute of asphalt. Same has been tried with success in the East. The new company expects to be in operation in thirty days.

The Falmouth Lumber Company, operating at Falmouth, Mich., near Cadillac, has been incorporated recently with a capital stock of \$9,000. Those interested are H. B. Helpolsheimer, John Snitzler, H. M. Liesveld and George Liesveld of Grand Rapids, Mich., and Albert Bunning of Falmouth.

H. H. Cummer of the Cummer Manufacturing Company left Cadillac a few days ago on his semi-annual trip to the Cummer Manufacturing Company's plant in Paris, Tex. He expects to be absent about two weeks.

M. E. Thomas, sales manager of Cobbs & Mitchell, Inc., and the Mitchell Brothers Company of this city has returned from a three weeks' trip in the East. He reports a good trade.

The Michigan Hardwood Manufacturers' Association have undertaken a new line of work in making the office of Secretary J. C. Knox at Cadillac a sort of a clearing house for lumber manufactured in Michigan. This office is in touch with the various stocks of lumber manufactured in Michigan and will be able to advise the consumer where to locate certain kinds and grades of lumber. It is thought that this work will be of considerable advantage to both consumer and manufacturer.

### DETROIT

The J. C. Wilson Carriage Company has bought the machinery of the Humphrey Widman Book Case Company and will occupy the factory at Fifteenth street and Warren avenue, for the manufacture of automobile bodies. J. C. Widman, proprietor of the bookcase company, has transferred the manufacturing of bookcases to the factory of J. C. Widman & Co. The business will be handled separately as to the selling and manufacturing ends from the business of J. C. Widman & Co. The Wilson company will take possession of its new plant and begin turning out automobile bodies in a few days, while the manufacture of bookcases will be resumed in the new location shortly. Both companies will use large quantities of hardwoods.

H. Schneider of the Dudley Lumber Company of Grand Rapids was a Detroit visitor last week. Mr. Schneider reports good business in his section and says that the hardwood trade has been booming.

Giles Wright of the Wright-Saulsbery Lumber Company of Ashland, Ky., was in Detroit last week on a business trip. Mr. Wright was recently elected a senator in his district in Kentucky.

J. M. Clifford of J. M. Clifford & Co. said: "We have been very busy and all grades of hardwood are moving along nicely. Basswood is the only hardwood lumber that is causing any uneasiness. General conditions, however, are excellent."

William E. Metzger of Detroit, one of the largest automobile dealers in the country, says: "The auto wheels are made of second-growth hickory, most of which is brought into the state for manufacture from southern points. A man who owns a large tract of timber in the South told me a few days ago that an average of forty acres a day of hickory is being cut now. It happens that sometimes they do not get a half dozen suitable trees in an acre, as the wood has to be just right for the purpose. The demand is so great that heavier wood is apt to find its way into the wheels of commercial vehicles, to make the hickory last longer."

Clifford F. Blanchard, a Detroit lumberman, has filed a petition in the local federal court asking that he be adjudicated a bankrupt. His liabilities are \$1,788.73, while his assets total \$650.

The steamer Parks unloaded a fine cargo of hardwood lumber from Alpena at the docks of the Thomas Forman Company on the Rouge river last week. The Parks has been one of the busiest lumber carriers on the lakes this season because of the big demand for hardwood lumber at the Forman mills, which have had a banner season. Mr. Forman reports that business is still booming.

H. W. Harding of the H. W. Harding Lumber Company reports a good, healthy trade at the two big yards of the company, with a steadily increasing demand for hardwoods.

The affairs of the Kalamazoo Interior Finish Company, which were found to be badly muddled after the disappearance of Louis Larson, manager and secretary of the company, may be straightened out and the company will probably be able to pay in full the claims against it. Mr. Larson has returned and is assisting in straightening out matters. He said that the company will later reorganize and continue in business.

Over 2,000,000 feet of fine hardwood lumber was destroyed by fire in the yards of the Hudson

Lumber Company at Garnet last week. The yards contained over 5,000,000 feet of lumber, all of which was destroyed, the total loss being about \$70,000.

### GRAND RAPIDS

Local furniture manufacturers are issuing notices to the trade of an advance of ten per cent on the new goods. Similar action has been taken at Rockford. The North Carolina Case Workers' Association met at Greensboro, November 17, and voted a similar advance, to be effective January 1.

Preparations are now active for the January furniture exposition. The new samples of outside manufacturers will begin to arrive soon, and all available space in the exhibition buildings has been taken, which insures the biggest show that this market has ever seen.

Parties in Trieste, Austria, have written the Grand Rapids board of trade asking if the local manufacturers can supply hotel furniture in solid birch at certain prices. It seems that birch is used quite extensively in the making of furniture abroad.

Oak is having a very strong run just now in the furniture trade here owing to the popularity of the Flemish and the Early English styles. Circassian walnut is not as popular as it has been, some big concerns like Berkey & Gay's having cut very little of it this season.

A life insurance company with \$100,000 capital and \$50,000 surplus, all paid in, has been organized here, with headquarters in the Michigan Trust building. Its board of directors includes several well known lumbermen.

George J. Dykhous, son of Henry Dykhous of the Acme Lumber Company, was married November 17 to Miss Martha Schoegge of this city.

Charles W. Garfield, the newly elected president of the Michigan Forestry Association, accompanied by his wife, left for the South, November 16, where they will spend several weeks.

Owners of the float factory at Newberry, in the upper peninsula, are figuring on enlarging the plant by installing machines for the manufacture of handles. This will keep the mill in operation the year round.

The amount of wood that goes into automobile bodies these days is cutting quite a figure in the lumber trade. From January 1 to November 15 this year thirty-four automobile manufacturing companies have been incorporated in Michigan, and in addition fifty-four companies were formed to make automobile parts.

The Stearns Salt & Lumber Company has broken ground for a new salt block at the Fourth ward plant, Ludington.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

There has been no particular change during the last fortnight in Chicago hardwood market conditions. All the yards are busy. Both local wholesale operators and visitors from outside points allege that their Chicago business is strong. Some items of stock are very scarce, especially in the good end of all varieties of oak and in wide good poplar. The prices in these items are daily stiffening. There is manifest shortage in the good end of maple and birch with advancing prices. Nearly all other items are in fair request at satisfactory prices. There is every prospect of a strong fall and winter demand in this market.

### NEW YORK

The hardwood market does not show much of activity in the way of large individual orders,

but what is lacking in that particular seems to be more than made up by the aggregate number of small orders for quick and mixed car shipments. The manufacturing trade is picking up and is showing more of a reviving spirit than for some time past. The scarcity of special hardwood stocks and good-grade lumber is having a sympathetic effect upon prices, which are exceedingly firm, with an upward tendency in most cases. Chestnut and some grades of oak are scarce, especially for export shipments. There seems to be a fair supply of maple and birch. Maple is improving materially in demand and available supplies are being quite rapidly absorbed. Poplar is holding firm, especially in the better grades, and taking the list all the way through, while low-grade stock is not holding up either in price or demand with the better grades, the market is absorbing more low-grade stock right along, which cannot help but have a beneficial effect upon prices and trade generally when the season advances.

**BUFFALO**

Hardwood lumber moves a little slow, but is as good property as it ever was. There is still a little more than the usual amount of distrust of the future on the part of the manufacturer and it is perhaps well, for nothing hurts business much faster than over-production. The amount of hardwood lumber available is small enough to keep it at its best as to price and demand if it is handled right. Buffalo is selling conservatively, at moderate prices, and has her full share of the lumber.

There is some uneasiness expressed over the price of logs, especially of oak in the South. Buffalo dealers who have mills down there are of the opinion that they are going up faster than lumber is, for that is pretty nearly stationary at present. Nobody doubts, though, that it will go higher early next year. Some dealers here say that oak, poplar and chestnut are the best sellers, while others report that maple, elm and ash, especially black ash, are strong and some dealers find the same to be true with birch. The activity of the furniture mills is taking care of the common and lower grades.

**PHILADELPHIA**

The past fortnight has seen a decided activity in hardwood trading, especially in the higher grades of poplar, chestnut, plain and quartered oak and basswood; ash is also gaining strength. The lower grades, although slower in movement, show an advance. The furniture and automobile factories are more active throughout the East. Car building, railroad and trolley, goes on uninterrupted. The outlook in all the consuming districts promises well for 1910. Complaints, unfortunately multiply as to car shortage and orders accordingly are taken subject to delay in shipment. The stocks of the good end of hardwoods are below normal, consequently prices hold firm and it is predicted a steady advance may be looked for.

**PITTSBURG**

Hardwood men are busy. Evidence of this is seen everywhere. Shipments of hardwood are larger than two months ago and stocks are relatively smaller, due to the fact that the demand is steadily eating into supply. Although mills are running at almost full capacity in most places, they are not able to make any gain on stocks. On the other hand, they are barely able to keep up with current orders. The demand for the best hardwood from the eastern furniture factories and the carriage and automobile manufacturers is insistent. The railroad and contracting trade is also calling for a large amount of hardwood, chiefly timbers, for use soon after January 1. To get deliveries of this stock will be no small trouble to many wholesalers. Unless they have mills of their own, they are finding it hard to contract for any large quantity of lumber to be delivered so soon.

Hardwood flooring seems to be improving in demand. Maple stick is wanted at good prices and much of it is going to the eastern market. The call for birch and fine oak is very encouraging. Hickory, ash and poplar continue to be very firm in market and quotations rule above list where stocks are choice and customers are pushed for lumber to supply their needs in the immediate future. There is a larger call for pitch than usual, much of it going to the automobile factories for car sills, etc. Elm is selling well and country mills are turning out much stock. Hardwood prices in general are certain to move up during the next two months if present quotations in this market count for anything at all.

**BOSTON**

There has been a steady improvement in the market for hardwood lumber during the past few weeks. Large buyers who have not been in the market for several months have been operating and salesmen all state they are received in a better way than they have been. Manufacturers of interior house finish have had an active fall business and are still busy, with a good outlook for a large spring trade. More building is looked for in this section next spring than for several years. This, with all of the other work to be started within a few months, will result in an active call for finish. Furniture manufacturers are also very busy. The yard trade has been good and retailers are obliged to replenish their stocks.

Demand for quartered oak is good and stocks are not large. Sales have been made at \$90 for one-inch stock, but buyers as a whole have not been willing to pay this figure. Plain oak is in better demand and prices rule firmer. Ash and maple have been in very good call of late. Chestnut is firm with demand moderate. A fair call is reported for whitewood. Veneers are in larger demand and better prices are obtainable.

**BALTIMORE**

The hardwood trade of this section is moving along without any remarkable developments, but the tone of the market is becoming steadily stronger and such advances as have been made from time to time are maintained. The hardwoods all along the line have been able to hold their own, the demand being sufficiently active to absorb the output of the mills as fast as it could be shipped. Dry weather has continued to favor operations by the manufacturers and the production has made gains, but practically all of these have gone to meet the larger immediate requirements. Except in comparatively few instances no heavy restocking has taken place. For a time the yards were affected by the strain imposed upon them by the depression and deemed it inexpedient to let out, and now, when the situation has changed decidedly for the better, high money rates are compelling curtailment. Collections are reported to be far from satisfactory because of the demand for money, and even though the dealers wanted to expand they find themselves facing limitations imposed by the rising tide of prosperity. After the crop movement and the special needs of the holidays conditions are expected to be more conducive to the placing of liberal orders than at present. The current necessities of the consumer are of fair proportions and there is every indication that the trade will continue to show gains.

Furniture manufacturers are buying quite freely and the wholesalers here report almost without exception that they are going ahead and that a much better feeling prevails. All the woods in general use are favorably influenced, poplar especially being strong and showing no decline. The domestic demand has been of such volume as to curtail the shipments abroad, and prices have improved there. The foreign trade continues to show a marked improvement and exporters are preparing for a far more active movement than has prevailed perhaps in years.

**CHARLOTTE**

The past two weeks has witnessed considerable improvement in the hardwood markets. In some sections the increase in price of oak and other woods amounts to from \$3 to \$4 a thousand. It is said that orders for delivery next year have been turned down at present quotations, lumbermen refusing to place future business at current prices because they confidently believe there will be still further advance in

prices. Makers of furniture in the Carolinas are enjoying the best business they have had for over two years. All the factories are working full time and full forces.

Implement manufacturers, boxmakers and other makers of hardwood products report good business. Here in Charlotte hardwood dealers are finding all the business they can handle, and in every case they report prospects for spring and winter business the best for several years.

Railroads have been in the markets and car makers have placed numerous orders. There is an unusual amount of building under way, and demand from the North and West has been strong during the past fortnight. Large volumes of goods have been shipped out of the state both by rail and water. There has been little complaint of lack of cars to handle business so far, although a few manufacturers have encountered some difficulty in this respect.

**NORFOLK**

The hardwood market of Norfolk is improving, especially in higher grades for the manufacture of furniture, both for home markets and foreign. Hardwood manufacturers are feeling more enthused over the outlook than they have for several months. All of the local firms are busy, and looking forward to a decided increase the first of the year.

**CLEVELAND**

The call for mahogany for interior finish has increased considerably this fall, according to local hardwood dealers. The reasonable price at which mahogany can be secured and the constantly increasing price of oak is causing many persons to use the former in fine residence work. Many of the hardwood dealers are preparing to carry larger and choicer stocks of mahogany than ever before. The call for hardwoods is becoming more active as business revives. The vehicle trade, the car works and furniture factories are also investing more freely. Oak still seems to have the preference, both quartered and plain moving well.

There seems to be a tendency for advanced prices all along the line. Such low prices, comparatively, have been existing for the past year or two that the dealers say they feel justified in holding out for better figures.

Considerable hardwood is being brought down from the upper lakes district by the vessels, as navigation closes early next month. Heavy stocks are being carried by most of the yards in anticipation of a big business this winter and next spring. Manufacturing concerns, which have been running on a short order scale, are again beginning to buy more liberally.

**COLUMBUS**

Increasing strength in all grades characterizes the market in central Ohio. The demand is uniform for all grades, which prevents an accumulation of stocks, as had been the case several months ago. The demand comes from manufacturing establishments, the yard trade and from car works, and one of the best features is the desire to have immediate delivery instead of stringing it along for some time. In many places the telegraph is brought into requisition to hurry up shipments.

Prices are firm. In several instances there have been advances which will probably be followed by others before the first of the year. The car shortage which has been affecting shipments is becoming more pronounced. Quartered oak is as scarce as ever and prices are slightly higher. Stocks are small and the seller can get almost any figure. There is also a good demand for plain oak, especially for firsts and seconds.



## TOO LATE TO CLASSIFY

For other Wanted and For Sale  
Matter See Page 63

### WANTED—ORDERS

For dimension walnut and oak cut to patterns. We also want 500 cars each of walnut, white oak and hickory logs—quick.

### FOR SALE

20 cars of walnut squares of all sizes.  
5 cars of white oak plank and timbers.  
LANGTON LUMBER COMPANY, Pekin, Ill.

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The lower grades are in good demand and mills are hurrying orders. Ash is stronger and the movement is better. Hickory is steady and prices are firm. Poplar is one of the strongest points in the market. Almost any price can be secured for the wide sizes. An advance of \$1 per thousand in the upper grades of chestnut is reported.

### CINCINNATI

There is a cheerful atmosphere in the hardwood market at this point, owing to the continuance of good business conditions and a most encouraging outlook for the future. The demand for good figured quarter-sawn oak is strong, with a feeling that there is not an overabundance in sight; prices are very strong and dealers show no disposition to make contracts for future delivery at current rates. Chestnut is in good demand for ones' and two's of twelve feet and over, with a ready sale for all other lengths; sound wormy is receiving considerable attention from buyers. Poplar is a strong feature in the market, and while the lower grades are abundant in supply, there is an evident scarcity of good clear poplar in the market. A decided activity is noted in the veneer market, with a good demand for Circassian walnut, mahogany and quartered oak veneers.

### EVANSVILLE

Conditions in the local hardwood lumber market have not changed noticeably during the past two weeks. There is, however, a manifestation of increasing confidence shown by buyers in future business. Quite a number of factories are making contracts for 1910 delivery in anticipation of an advance in the price of lumber, and it is generally expected by the local factories that 1910 will be a banner year. Quartered oak remains the strongest factor in this market, and the demand for poplar continues to improve. The demand for plain oak is improving noticeably, but the price is not as good as it should be. However when present stocks of this wood are used up, the price will advance.

### MEMPHIS

The demand for hardwood lumber is fairly active and there is a good volume of business under way in most items. There is a steady increase in the amount of business being put through, and, while orders are not as brisk as some of the trade expected, there has been so much improvement that there is a feeling of hopefulness among the trade regarding the outlook. The biggest part of the demand is from yarding interests. Consuming interests appear to be disposed to buy only for more pressing requirements. The time is approaching for taking stock, and this is expected to militate against business to some extent, but the situation has a number of encouraging features. There is some increase in the number of inquiries from Europe, and altogether there is rather more business passing with that country.

The feature of the situation is the strength of plain and quartered oak, which is in excellent demand at good prices. This is true of both firsts and seconds and No. 1 common. Some members of the trade say that quartered oak is now higher than it was prior to the financial depression. There is some improvement in the demand for lower grades of cottonwood and gum, but prices have not materially improved. The supply of high-grade cottonwood and gum is lighter, but cottonwood is showing greater strength than gum. Cottonwood box boards are scarce and prices on these are improving, though some holders here are not quite able to secure

the prices put on their stock some time ago. The improvement in the box business is looked upon as a stimulating factor in connection with the lower grades of cottonwood and gum. Ash is moving fairly well and there is also a moderate movement in cypress, though perhaps there is not as much activity in these items as a fortnight ago. There is almost no poplar for sale in this market, but those who have any are meeting with no difficulty whatever in disposing of it.

### NASHVILLE

The local market has improved somewhat during the past week. The car shortage situation appears to be in a better shape than for some time and less apprehension is felt on that score. In fact, a general improvement is noted in all lines, nothing particularly noteworthy or sudden, but just a general and satisfactory improvement in conditions. The railroads, realizing that their stock is entirely inadequate to demands, have jumped into the hardwood market and are placing large orders for car material. These orders in themselves are helping the lumber business just that much as an initial proposition, not to mention the ultimate good that will result when the cars for which the stuff is being ordered shall have been built. The wood working factories and the box people are reported quite busy, including the planing mills and the furniture factories. Quartered oak, both red and white, continues to be a leader in the local market. The lower grades are moving well also. High-grade poplar is also selling well. Cypress is steady. The box factories are using liberal quantities of cottonwood and the various cabinet woods are in good demand. There is a better tone to chestnut, but ash is a bit slow.

### BRISTOL

Trade conditions here are not as good as they were a fortnight ago. The lull in business is unabated and orders are not coming as rapidly as lumbermen had expected. However, trade is in fair shape and the lumbermen generally will be satisfied to drift along until the new year, when they expect business to boom. Inquiries are less numerous and November will not make the showing of October, though shipments are holding up well. Prices are steady, but there has been little advance of late.

### LOUISVILLE

The demand for hardwoods continues to improve. Every branch of trade is ordering in old-time volume, and this activity has stiffened prices considerably. Quartered and plain oak and poplar are all on the up grade as far as quotations are concerned. The lower grades of nearly all items are beginning to move under the stimulus of the increased demand, and the chances are that the winter will see a marked decrease in the accumulation of low-grade stuff caused by the depressed prices that prevailed during the times following the panic. Mahogany is being imported and manufactured in the accustomed large volume, and while the demand for it is not such as is causing any great enthusiasm, it is sufficient to show that the trade is there and that continued conditions such as exist now will produce a heavier demand later on. Veneers are selling much more freely, and prices are higher. The general situation as far as hardwoods are concerned is satisfactory.

### ASHLAND

Everything at present points to great increase in price and demand for all kinds and grades of lumber. Manufacturers are all very busy manu-

facturing and loading out stock, although some mills closed on account of having sawed out their present supply of timber. They are all busy loading lumber on orders and are very much encouraged over the prospects for a large amount of business in 1910. Poplar in panel stock and firsts and seconds far exceeds the present supply, with prices almost at their option. Lower grade poplar has materially increased in demand and price the last thirty days.

Building materials of all kinds are in great demand and building is on the boom, both dwelling houses and business buildings. All planing mills and retail yards have all the business they can possibly handle, and more contracts on hand at the present time than they have had for the past two years. The bevel siding and flooring manufacturers are rushed with orders and have been obliged to turn down large amounts of business the past two weeks, being unable to make shipment. Every indication points to more business next year than there is at the present time.

### ST. LOUIS

There is a fairly good demand for hardwood stock and the shipments are about the average. The better grades are most in demand. Owing to the nearness of the holiday season and the approach of stock-taking time, the general buying is having a tendency to fall off. Some manufacturing lines, however, are holding up quite well and in fact are buying more freely now than they did a few weeks ago. The manufacturers of agricultural implements are taking considerable thick ash stock. The oak situation shows no change. There is a good call for gum in firsts and seconds, and this has resulted in stiffening the price. Sap gum is also in fair request. Firsts and seconds cottonwood is in fair demand. Other items are not moving above the average. Door and millwork people are busy.

### MILWAUKEE

In spite of the fact that demand is a little easier in the Milwaukee hardwood market, prices are being well maintained, especially in the upper grades. Only slight declines have been experienced in low-grade stuff.

The sash and door plants are placing good orders for interior finishing stock and seem to be meeting a fairly good business. The building season is fast drawing to a close and the bulk of the orders that are being placed in the lumber line are for finishing material. The furniture people seem to be meeting with a good business and manufacturers are placing some very good orders. The box factories are in the market for plenty of material and this has resulted in considerable improvement in the lower grade stuff. The flooring trade has been fairly active of late. Oak, birch and basswood lead in demand in the local market, with poplar, maple and ash a close second.

### MINNEAPOLIS

Wholesalers of hardwood lumber in this market feel that better times are ahead of them. Trade during this season has not been bad, but values have not advanced as rapidly as they ought to, considering the increased volume of business the country is doing. However, there is a strong feeling in the hardwood market, and owners of good birch are expecting better values soon after the first of the year. The upper grades are stronger already, but low-grade stock—No. 2 and No. 3 common—has not advanced materially. Oak, both white and red, continues to sell well, and the demand is keeping up even though winter weather has commenced. The sash and door factories are still busy on odd

work, and as they had little raw stock on hand they keep placing new orders from day to day, though not for large amounts. Rock elm is not called for much and prices are unsatisfactory. Basswood in the upper grades is selling well, but boxboards are not moving at all freely. There is too much box lumber of other kinds on hand, and too little demand for it to make low-grade basswood very desirable at present.

### SAGINAW VALLEY

The volume of business is good and prices are firm. Some woods, notably basswood, birch and maple, have hardened and are bringing better prices with indications of still further advance. Thick maple is not only higher, but in face of the large quantity manufactured, there is likely to be a shortage of dry stock. In fact, dry ash, birch and basswood are scarce, some firms being entirely cleaned out. Dealers and manufacturers will go into the winter with much lighter stock of dry lumber than a year ago.

Some difficulty is reported in getting cars. The movement of lumber products by rail is very heavy at present.

### DETROIT

General condition in the hardwood market in Detroit and vicinity remain unchanged. Prices are fair and a good demand in all grades of hardwoods is reported. Continued activity is shown in oak, maple, cypress and poplar, while basswood has toned up considerably and the demand for this wood is again about normal. Activity in the flooring trade continues to be the feature of the market. Box and veneer manufacturers report a good healthy trade. Better business with the box manufacturers has increased the demand for hardwood culls and has toned up the prices for the lower grades of hardwoods.

### LIVERPOOL

The volume of business passing is very disappointing and the future is not looked forward to with any degree of confidence. Prices for some commodities are on the up grade, but generally speaking there has not been any material change. Ash is very firm and in urgent demand, especially 3-inch and up thicknesses. Shippers are advised to send all grades and sizes of this wood at the earliest possible date. Hickory logs are also wanted, good prices being easily obtainable. There is none of this wood here, and orders for the first shipment arriving will be quite exorbitant. Shippers are advised to send all available supplies without delay. The man who could have 5,000 prime logs here in December and January would make a fortune, and this quantity and more will be wanted for later delivery. We know of several buyers who have taken orders which they cannot deliver, and naturally they are very anxious to get hold of the wood at almost any price. Ash logs are almost as firm, although shippers at present are not advised to ship heavily to this market. Mahogany continues fairly firm, but a weak undertone is detected. The mahogany position has been to a large extent "bolstered up," and the present ruling figures are purely deceptive of these values, and American buyers are warned not to be misled by the apparent firmness of this department. An early fall is looked for at the next sales, and if this occurs buyers should seize the opportunity to buy heavily, as in the present mood of those interested anything may happen, without any regard to the true position of the market. Other markets continue much as before. Oak, birch and poplar lumber are all much as before, though perhaps there is a firmer tone to be noted.

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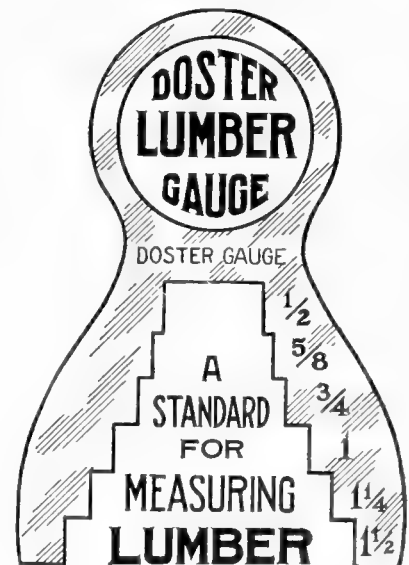
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Farrin, M. B., Lumber Company	13
Galloway-Pease Company	14
Graham Lumber Co.	13
Kentucky Lumber Company	13
Ohio River Lumber Co.	81
Radina, L. W. & Co.	14
Ritter, W. M., Lumber Company	16
Swann-Day Lumber Company	16
Vansant, Kitchen & Co.	84
Wood, R. E., Lumber Company	16
Yellow Poplar Lumber Company	84

## SOUTHERN HARDWOODS.

Alcock, John L., & Co.	9
Anderson-Tully Company	4
Asher Lumber Company	15
Atlantic Lumber Company	7
Banning, Leland G.	14
Barrett-Mitchell Lumber Co.	82
Bayou Land & Lumber Company	13
Beilgrade Lumber Company	80
Bennett, Alf, Lbr. Co.	14
Bennett & Witte	80
Berthold & Jennings	55
Bluestone Land & Lumber Co.	14
Boyd, C. C. & Co.	12
Brenner, Ferd., Lbr. Co.	7
Brown W. P. & Sons, Lumber Co.	83
Buffalo Hardwood Lumber Co.	80
Cardwell Mill & Lumber Co.	18
Carrier Lumber & Mfg. Co.	1
Cherry River Boom & Lumber Co.	55
Cincinnati Hardwood Lumber Co.	8
Clark, Edw. & Son	74
Clearfield Lumber Co., Inc.	8
Climax Lumber Company, Ltd.	78
Coale, Thomas E., Lumber Co.	8
Coles, John W.	78
Columbia Hardwood Lumber Co.	81
Cool, W. A. & Son	82
Craig-Vernon Lbr. Co.	78
Crandall & Brown	78
Crane, C. & Company	13
Crescent Hardwood Lumber Co.	70
Curl, Daniel B.	9
Cypress Lumber Co.	74
Darling, Chas., & Co	78
Darling, J. W., Lumber Co.	12
Davidson, Hicks & Greene Co.	1
Davis, A. C., Lumber Company	81
Davis, Edward L., Lumber Co.	75
Dempsey, W. W.	4
Dickson, J. W., Company	1
Drake-Conger Lumber Co.	80
Duhlmeier Brothers	12
Dulweber, John & Co.	83
Elias, G., & Bro.	79
Estabrook-Skeele Lumber Co.	12
Farrin-Korn Lumber Co.	13
Farrin, M. B., Lumber Co.	79
Flanner-Steger Land & Lumber Co.	15
Frankie Lumber Company	14
Freiberg Lumber Company	80
Galloway-Pease Company	78
Garetson-Greaseon Lumber Co.	13
Gilchrist-Fordney Company	78
Gillespie, John, Lbr. Co.	13
Graham Lumber Co.	54
Greenbrier Lumber Company	70
Green River Lumber Co.	78
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Hackley-Phelps-Bonnell Co.	14
Hardwood Lumber Company	5
Hayden & Westcott Lumber Co.	9
Hazard, Horace G. & Co.	78
Hendrickson, F. S., Lbr. Co.	80
Himmelberger-Harrison Lumber Co.	74
Hosball & McDonald Bros	81
Huddleston-Marsh Lumber Co.	81
Hulbert, H. A.	81

## MAHOGANY, ETC.

Duhlmeier Brothers	15
Freiberg Lumber Company	15
Huddleston-Marsh Lumber Co.	18
Luehrmann, Chas. F., Hdwd. Lbr. Co.	13
Maley, Thompson & Moffett	7
Mengel, C. C. & Bro. Co.	74
Otis Manufacturing Company	9
Palmer & Parker Co.	72
Rice Veneer & Lumber Company	8
Thompson, Lewis & Co.	8
Vrooman, S. B. & Co.	1
Willey, C. L.	1

## HARDWOOD FLOORING.

Arpin Hardwood Lumber Co.	71
Carrier Lumber & Mfg. Co.	18
Cobbs & Mitchell, Inc.	3
Cummer-Diggins Co.	3
Dennis Bros. Salt & Lumber Co.	76
Dwight Lumber Company	5
Eastman, S. L., Flooring Co.	77
Forman, Thos., Company	5
Kerry & Hanson Flooring Co.	76
Licking River Lumber Company	18
Louisiana Long Leaf Lumber Co.	75
Mitchell Bros. Company	73
Nashville Hardwood Flooring Co.	6
Nichols & Cox Lumber Co.	71
Robbins Lumber Co.	18
Stephenson, I., Company, The	79
Wilce, T., Company, The	18
Wisconsin Land & Lumber Co.	2
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## WOODWORKING MACHINERY.

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Cadillac Machine Co.	66
Defiance Machine Works, The	66
Dodge Manufacturing Company	67
Fay, J. A., & Egan Co.	14
General Electric Co.	66
Gordon Hollow Blast Grate Co.	10
Hanchett Swage Works	69
Linderman Machine Co., The	65
Mershon, W. B., & Co.	65
Phoenix Manufacturing Co.	65
Saranac Machinery Co.	67
Sinker-Davis Company	15
Smith, H. B., Machine Co.	65
Stephenson Mfg. Co.	66
Veneer Machinery Company	79
Westinghouse Electric & Mfg. Co.	68

## LOGGING MACHINERY.

Appleton Car Mover Co.	70
Clyde Iron Works	70
Lidgerwood Manufacturing Co.	68
Russel Wheel & Foundry Co.	68

## DRY KILNS AND BLOWERS.

Gordon Hollow Blast Grate Co.	66
Grand Rapids Veneer Works	72
Phila. Textile Mch. Co.	72

## SAWS, KNIVES AND SUPPLIES.

Atkins, E. C. & Co.	17
Willmarth & Morman Co.	77

## WATCHMEN'S CLOCKS.

Hardinge Brothers, Inc.	79
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## LUMBER INSURANCE.

Adirondack Fire Insurance Co.	1
Lumber Insurance Company of New York	18
Pennsylvania Lumbermen's Mutual Fire Insurance Co.	61
Rankin, Harry & Co	1
Toledo Fire & Marine Insurance Co.	63

## TIMBER LANDS.

Lacey, James D., & Co.	6
Spry, John C.	79
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## MISCELLANEOUS.

Chicago House Wrecking Co.	54
Childs, S. D. & Co.	54
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# WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.

MANUFACTURERS AND  
DISTRIBUTERS OF THE

## Finest Cherry and Mahogany

IN THIS COUNTRY  
—Correspondence Solicited—

# Wanted and For Sale -SECTION-

ADDITIONAL ITEMS ON PAGE 55

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYEES WANTED

### WANTED.

Correspondence with a high-class hardwood lumberman with energy and integrity and a thorough knowledge of both buying and selling is solicited by a foremost East-ern manufacturing and wholesale lumber concern. Must be competent to take full charge of a well developed hardwood division of the business. All communications will be treated in strict confidence. A very desirable berth for the right man. Address "HIGH CLASS," care Hardwood Record.

### WANTED—MILL FOREMAN.

One thoroughly conversant with hardwood flooring manufacture and capable of taking charge of large and going operation. None but experienced will be considered. When applying give full details regarding experience. Address "BOX 40," care Hardwood Record.

## EMPLOYMENT WANTED

### WANTED—POSITION

High-grade business man. Capable of taking charge of any department where responsibility is attached, but prefer sales or purchasing department, where have had twelve years' experience handling hardwoods, mahogany and veneers. Fully in touch with conditions at both producing and consuming ends. Married. Can give bond. Prefer salary and commission, or share of profits. Address "BOX 51," care Hardwood Record.

### WANTED—A POSITION

With a responsible hardwood company in sales department. Have had experience and will furnish good references. Address "BOX 50," care Hardwood Record.

### COULD YOU USE A FIRST CLASS MAN

In your office? I would like a position as sales manager for a first-class hardwood lumber company operating its own mills. Age 25, and I have had seven years' experience in the lumber business, wholesale yard, retail yard, in the woods, and am now on the road traveling Canada, Michigan and parts of Indiana and Ohio. Salary to start, \$150 per month. For personal interview address "BOX 42," care Hardwood Record.

## LUMBER FOR SALE

### FOR SALE—CHESTNUT LUMBER

1 car S 4 No. 3 Com at \$10 f. o. b. Chicago. Address "J-4," care Hardwood Record.

### FOR SALE.

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.  
1,000,000 feet 2" white oak common bridge plank, also timbers.  
Write for prices.

BLUFF CITY LUMBER CO.,  
Pine Bluff, Ark.

### FOR SALE.

3 cars 4/4 and 10/4 Red Oak.  
1 car 10/4 to 16/4 White Ash.  
2 cars 6/4 and 12/4 Soft Elm.  
C. C. GOODELL & SON, Fredericktown, Ohio.

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:  
35 M ft. 1x18" & wider, 1st & 2ds, red...\$35.00  
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap..... 32.00  
80 M ft. 1x6 to 12" 1st & 2ds, red..... 28.50  
50 M ft. 1x4" & wider No. 1 com., red..... 16.00  
140 M ft. 1x3" & wider No. 2 com., red..... 10.00  
200 M ft. 1x6 to 12" 1st & 2ds, sap..... 22.00  
96 M ft. 1x4" & wider No. 1 com., 1st & 2ds, sap..... 15.00  
200 M ft. 1x3" & wider No. 2 com., 1st & 2ds, sap..... 10.00  
24 M ft. 1x13 to 17" 1st and 2ds, tupelo... 32.00  
90 M ft. 1x6 to 12" 1st and 2ds, tupelo... 26.00  
35 M ft. 1x4" & wider No. 1 com., tupelo... 16.00  
100 M ft. 1x3" & wider No. 2 com., tupelo... 11.00  
200 M ft. 5/4 log run tupelo..... 17.00  
150 M ft. 4/4 red and sap, log run..... 16.00  
All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa.....	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y.....	23c
Pittsburg, Pa.....	21c	Springfield, Mass..	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y.....	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C.....	9.9%		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.  
AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.  
A. B. GARROTT,  
Fort Madison, Iowa.

### FOR SALE—CANADIAN BIRCH

1 1/4, 1 1/2, 2, 3 and 4" thick. Seasoned stock. We can make prompt shipments.  
BRADLEY COMPANY, Hamilton, Ont.

### FOR SALE.

4/4 poplar boxboards 12-17", 2 cars.  
4/4 poplar 1sts and 2ds and panel, 18-23", 1 car.  
4/4 poplar 1sts and 2ds and panel, 20-24", 1 car.  
8/4 poplar 1sts and 2ds and No. 1 common, 1 car.  
5/8 clear poplar, 24-28" } 1 car.  
5/8 clear poplar, 28-31" }  
5/8 clear poplar, 31-40" }  
8/4 No. 2 common poplar, 1 car.  
4/4 clear hard maple, 14-30" wide, 1 car.  
CHARLES F. SHIELDS & CO., Cincinnati, O.

## LUMBER WANTED

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1 1/2" squares. Squares to be 43" long. Lumber to be plump 11 16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

### WANTED

We will need during the next six months 3 to 5 cars 1x24 to 27" soft yellow poplar, 1sts and 2nds, panel and No. 1. Must be choice stock. Give us your best price for prompt cash and state time of delivery.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

### WANTED—TO CONTRACT

For about half million feet 4/4 soft Yellow Poplar, 20 to 32" or wider, to average not less than 26 to 27". Must be strictly firsts and seconds and panel with nothing picked out. Delivery required from time to time during the next six months. Will pay spot cash.

Also might be willing to purchase several million feet of log run out of big logs. What have you to offer?  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

D. K. JEFFRIS & CO.,  
615 Pullman Bldg., Chicago, Ill.

### WANT TO BUY IN SAP GUM.

400,000 feet 1" No. 1 and No. 2 common.  
500,000 feet 1 1/2" No. 2 common, No. 1 common and firsts and seconds sap.  
Deliveries December, January, February and March. Name delivered prices on each grade, stating how much of each thickness and grade you can ship per month.

## BUSINESS OPPORTUNITIES

### BAND MILL FOR SALE

I have for sale, owing to death of owner, a complete and first-class band mill, including band resaw, structures and entire equipment, practically new and in perfect running order. Located in live Ohio town with nearby timber supply to last for many years. Good opportunity for live lumberman. Address "BOX 53," care Hardwood Record.

### CLOSE TO THE STUMP.

A woodworking plant at the junction of the "Soo" and Great Northern railways is offered for sale, or rent on easy terms, owing to the desire of the owner to retire.

The plant covers an entire block; main building 40x160 feet outside of engine room; finishing and packing rooms 36x80 feet and 40x80 feet; new 80-horsepower boiler and engine; dry kilns and office.

Plenty of hardwood timber supply at a low price.

A live furniture or woodworking man can secure a bargain and a splendid money-making business.

For full particulars address

L. J. BROWN, Alexandria, Minn.

### WANTED.

A responsible party with a band sawmill to log and manufacture the timber on two sections of land lying 1 1/2 miles from Y. & M. V. R. R. in Washington Co., Miss. Oak and Gum proposition. We have option on timber and will turn timber over to mill man at cost price and buy all the lumber on grades. Address "BOX 43," care Hardwood Record.

## DIMENSION STOCK WANTED

### WANTED

8 to 10 cars strictly white oak squares for delivery beginning as soon as possible, and running through the next 12 months. Must be well manufactured and free from knots, checks and other defects. Address "D-1," care Hardwood Record.

### WANTED—DIMENSION STOCK.

We are in the market for several carloads of oak and hickory dimension stock.  
ESTABROOK-SKEELE LUMBER CO.,  
Fisher Bldg., Chicago, Ill.

## LOGGING EQUIPMENT FOR SALE

### FOR SALE

One No. 6 McGiffert Log Loader and Skidder in first-class repair; immediate southern delivery. Bargain price.  
Address "BOX 9," care Hardwood Record.

## RAILWAY EQUIPMENT FOR SALE

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 185 locomotives of various types at our shops.  
SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.



# American Hardwoods and Where They Are Sold

## Some Interesting Statistics Showing Where the Hardwoods of the U. S. Are Sold

During the past four years the HARDWOOD RECORD, by means of sending out nearly one thousand letters and report blanks daily, has collected information from the chief hardwood buyers throughout the United States, covering their normal annual requirements by quantity, kind, grade and thickness. This information has been put into the form of condensed paragraphs, which recite the state, town, name of concern, use to which the lumber is put, the name of the purchasing agent, with the other information added. Up to this date forty of these bulletins have been issued. This information, when pasted up on tabbed cards, as shown on page 64 of this issue, and filed alphabetically by towns, between state guide cards, forms a roster of the leading wholesale hardwood consumers of the United States, and makes a ready reference, showing from what source trade in every line of lumber, including foreign woods, dimension stock, veneers and panels may be intelligently sought. This information is free to every display advertiser in the HARDWOOD RECORD, and is being utilized by the majority of them to their manifest advantage.

As before noted, these bulletins, including all back numbers, are supplied free to advertisers, and where people desire to paste up their own system, the only additional cost involved is that of the tabbed cards, which cost \$3.50 per thousand, and a set of state guide cards, costing 75 cents. However, in a good many instances, advertisers have preferred that this service be pasted up for them in complete form, with the extra tabs removed from the index cards, and filed alphabetically by towns between state guide cards, enclosed in a four-drawer oak cabinet. The service thus prepared is sold to advertisers at practically cost—the sum of \$35. This includes 100 extra cards to continue the service as subsequent bulletins are issued. Once a year a correction sheet is sent out to all concerns listed in this service, and if there are any corrections to be made they are supplied and issued in a correction bulletin form. Thus the service is kept up-to-date. There is no question about the accuracy of the information involved, as in every instance it comes direct from the purchasing agent of the various concerns.

Up to this time more than 15,000 requirements are shown on this service, which, in part, list up about as follows:

Buyers of Ash	625
Buyers of Basswood	600
Buyers of Beech	215
Buyers of Birch	550
Buyers of Butternut	65
Buyers of Cherry	200

Buyers of Chestnut	475
Buyers of Cottonwood	250
Buyers of Cypress	425
Buyers of Elm	350
Buyers of Gum	375
Buyers of Hickory	300
Buyers of Mahogany	350
Buyers of Maple	675
Buyers of Oak	1,350
Buyers of Walnut	165
Buyers of Poplar	675
Buyers of Sycamore	110
Buyers of Dogwood	15
Buyers of Persimmon	12
Buyers of Locust	10
Buyers of Holly	15
Buyers of Dimension Stock	650
Buyers of Veneers and Panels	550

With this information at hand the manufacturer or jobber in hardwoods is able to address an intelligent letter to buyers on the subject of any variety of lumber. They know approximately what the buyer uses and this enables them to gauge their offerings in accordance with the requirements of the prospective customer. It is not an economical proposition to write these vast number of buyers individual typewritten letters, but it is logical for the man in charge of the lumber sales department to write one letter covering one kind of wood each day and have this letter sent out in duplicate form to every buyer of this particular wood. The most successful sales managers handling out this HARDWOOD RECORD mail-order sales system follow this plan minutely. On Monday he will write a letter devoted exclusively to ash, describing in detail his offerings in this wood. On Tuesday he will talk to buyers of basswood, oak, birch or poplar. In the course of the month other letters pertaining to these same woods are repeated in different forms, and, of course, the answers induced are replied to in individual letters.

This system of soliciting orders of hardwood lumber by mail in no way interferes with a sales force on the road, but manufacturers and jobbers are able to reduce their number of salesmen to a marked degree by the use of this service and reduce their sales cost to a very low figure. For example: The average expense of having a regular traveling salesman call on a prospective customer averages about \$2 per visit. These letters, in duplicate form, can be forwarded to prospective customers, even under 2-cent postage, at a cost not to exceed 5 cents per letter. In other words, it is a forty-to-one proposition in favor of the mail sales system, so far as cost goes.

It is not contended that even a forceful, tactful and diplomatic letter in each indi-

vidual case is as capable of effecting a sale as a competent salesman, but the people who have thoroughly utilized this service have demonstrated that the percentage of letters inducing sales of lumber is very much greater than the forty-to-one cost involved in a personal visit. Again, it would be impossible for the ordinary sized concern to employ salesmen enough to cover the vast number of sales possibilities that is involved in this list of buyers.

The HARDWOOD RECORD would be very glad to supply further suggestions to both users and prospective users of this system in detail and will also be glad to suggest the use of the best form of letter-duplicating apparatus.

A very important fact has been demonstrated by the HARDWOOD RECORD's Information Bureau and pertains to the distribution territory of hardwoods throughout the United States. Every user of wood in every line has been thoroughly canvassed for this information in all parts of the United States, and it is found that eighty-five per cent of the hardwood sales are made in a comparatively small area. It is an area where things are made out of wood. It is within the seven states of Wisconsin, Michigan, Illinois, Indiana, Ohio, New York and Pennsylvania. This would indicate that the New England states, New Jersey, Delaware, Maryland, the High Point district of North Carolina, the St. Louis district and the small quantity of hardwoods consumed in the chief cities of the Pacific coast and other cities in parts of the country not herein mentioned consume only fifteen per cent of the total of hardwoods employed in the domestic trade. These facts are further emphasized by the circulation books of the HARDWOOD RECORD, which show more than sixty per cent of its circulation is in the seven states first named.

### Coolness of Trees

It is not shade alone that makes it cooler under a tree in summer. The coolness of the tree itself helps, for its temperature is about forty-five degrees Fahrenheit at all times, as that of the human body is a fraction more than ninety-eight degrees. So a clump of trees cools the air as a piece of ice cools the water in a pitcher. That is why the legislator has authorized the park authorities of New York City to plant trees in the tenement districts. If the air can be made cooler and purer by the trees, fewer children will die of heat ailments.

Liver in a recent campaign, "What about us in a logic. Did you ever hear about that young woman in Fort Dodge? One spring morning she sat on the piazza of her pretty little home sewing a button on her husband's coat. The husband himself appeared and she said, fretfully, "It's a perfect shame the careless way the tailor sewed this button on. This is the fifth time I've had to sew it on again for you."—EVERYBODY'S.

# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAT. MAY 22, '19 APR. 22 '20

LIBRARY BUREAU G. 98898

SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago

# PERSONAL LETTERS

*Mr. Business Man  
Good Times  
Personal U.S.A.*

## The Writerpress

Makes it possible to send out from 8,000 to 10,000 **Personal Letters** daily. Not printed forms, but actual typewritten letters bearing the name of the recipient and having all the earmarks of a letter pounded out on the typewriter.

Multiply your best selling arguments by the number of names on your mailing list and the result is largely increased business.

By a new method possible only with the WRITERPRESS, names and addresses can be filled in on the Writerpress at the same time the body of the letter is made, doing away with the typewriter in making form typewritten letters.

## The Direct Inking Carriage

converts the Writerpress into a complete printing plant, enabling the business man to print his own office forms, quotations, price lists, filing cards, cost prices, advertising copy, etc.

Send for descriptive booklet and sample of work.

## The Writerpress Co.

410 Writerpress Bldg., Buffalo, N.Y.



## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

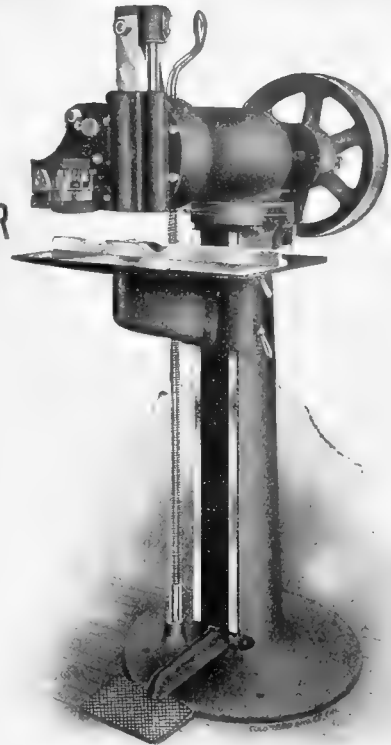
## "ADVANCE" CORRUGATED JOINTFASTENER MACHINE

Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

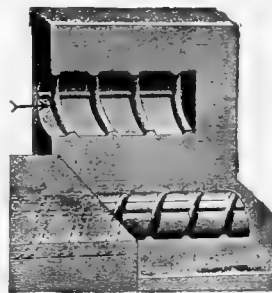
Manufactured only by



**Saranac Machine Co., St. Joseph, Michigan**

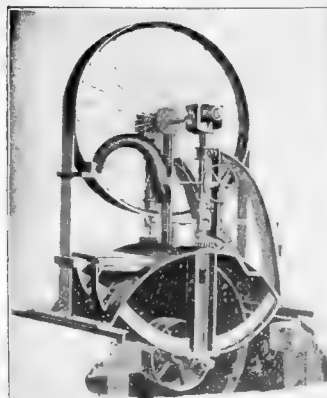


## SPIRAL GROOVED AND BEVEL POINTED KILNED HARDWOOD DOWEL PINS



The Spiral Groove holds the glue, and gives holding power similar to a screw. **Means better product.** Pins with good Bevel Point drive quickly. **means more output.** Only pin for Dowel Door Manufacturers.

Automatic Wood Turnings of all kinds. Samples and special discounts on application. **STEPHENSON MFG. CO., SOUTH BEND, IND.**



## "Phoenix"

## 6-Foot BAND MILL

FOR HARDWOOD

**Serves You Right**

Price Moderate

Capacity 25,000 to 30,000 ft. in 10 hours

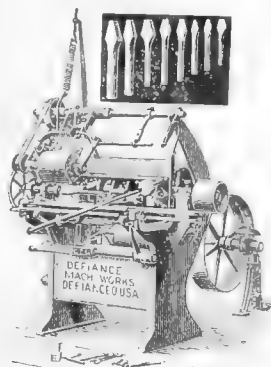
**Phoenix Mfg. Co.**

Eau Claire

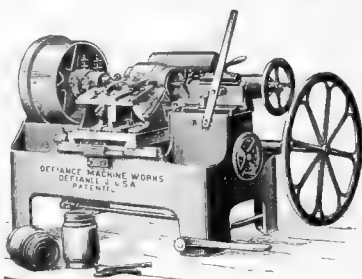
Wis.

## "DEFIANCE" Woodworking Machinery

Invented and Built by **THE DEFIANCE MACHINE WORKS, DEFIANCE, OHIO**

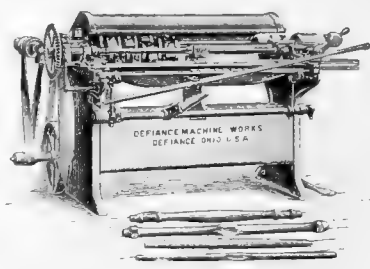


Automobile Spoke Lathe.



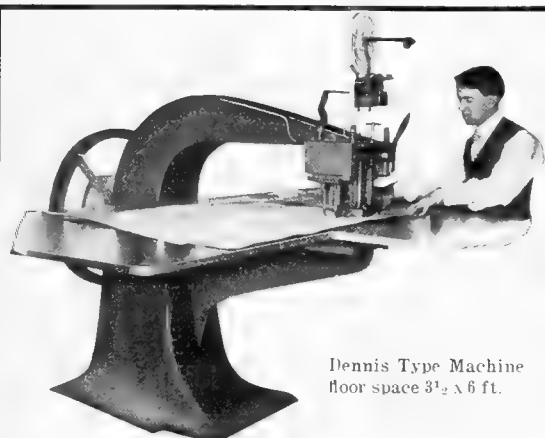
No. 1 Hub Lathe.

For Making  
**AUTOMOBILE WHEELS and  
 BODIES, Hubs, Spokes,  
 Wheels, Wagons, Carriages,  
 Rims, Shafts, Poles, Neck-  
 Yokes, Single Trees, Hoops,  
 Handles of all Kinds, Spools,  
 Bobbins, Insulator Pins,  
 Table Legs, Balusters, Oval  
 Wood Dishes and for General  
 Woodwork.**



48-Inch Neck Yoke and Singletree Lathe.

Send for Catalogue.

Dennis Type Machine  
 floor space 3½ x 6 ft.

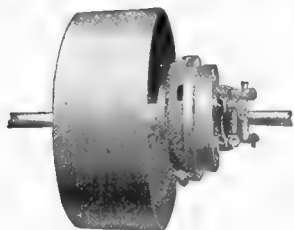
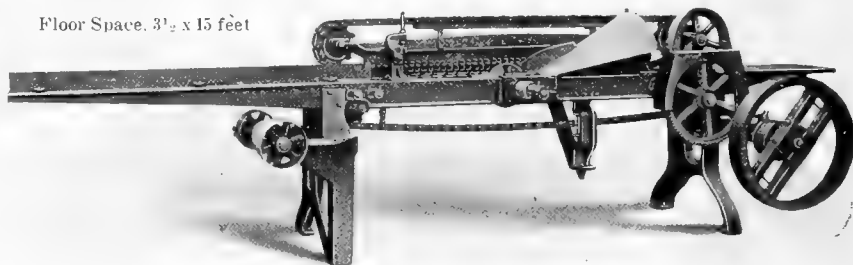
### JOINTING AND SETTING UP VENEER BY HAND IS A USELESS WASTE OF MONEY

Our patented machines will set it up at the rate of 1,500 to 2,000 lineal feet of jointing per hour, and do it far better than can possibly be done by hand.  
**Our Continuous Feed Veneer Jointer**, which edges and joints in one operation, has three or four times this capacity.

If interested in doing this work at a minimum of cost, write for full particulars.

**THE VENEER MACHINERY COMPANY, 602 Austin Ave. Chicago, Ills.**

Floor Space, 3½ x 15 feet



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are "making good" in the hardest kind of service—Cement Mills, Smelters, Clay Working Plants, Beet Sugar Houses, Wood Working Mills. Many of the largest Manufacturers in these lines have, after comparative tests and trials, adopted the Dodge Clutch.

There's a good reason why there are more Dodge Clutches sold than any other.

Ask for Bulletin No. G-116.

**DODGE MANUFACTURING CO.**

Station H-55, :: Mishawaka, Ind.

### BURN YOUR REFUSE UNDER YOUR BOILERS.

utilizing the heat to run your mill.

This enables you to dispose of it without expense, and permits you to

#### SELL YOUR WOOD,

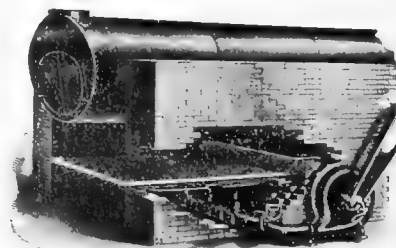
for which there is a large and rapidly-growing demand, at good prices.

#### THE GORDON HOLLOW BLAST GRATE

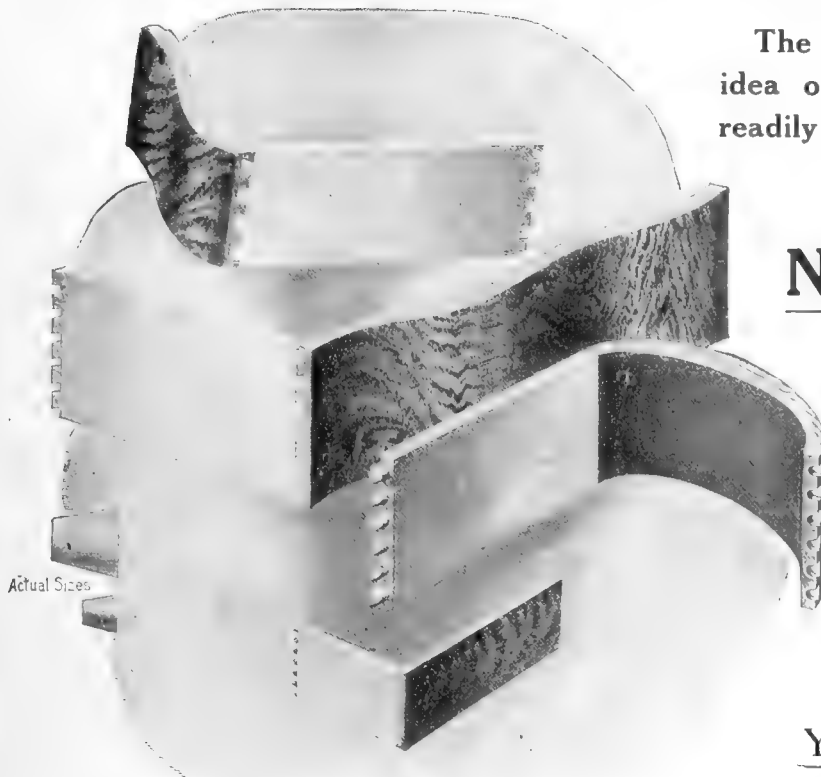
gives as good results with wet, green or frozen sawdust as a draft grate gives with dry wood.—Equally efficient with wet or green slabs.—Generates from 25 to 50% more steam than an ordinary grate.—Gives you perfect control over your fire.—Makes you independent of the weather.—Saves labor in firing.—Lasts a lifetime.—Adapted for either ordinary furnaces or Dutch ovens, and for any number of boilers.

It often

PAYS FOR ITSELF IN ONE WEEK'S TIME.



**GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICHIGAN.**  
 (Please mention this publication.)



The illustration herewith will give you an idea of the variety of fronts that can be readily dovetailed on the

## J. A. FAY & EGAN CO.'S New No. 201 Gang Dovetailer

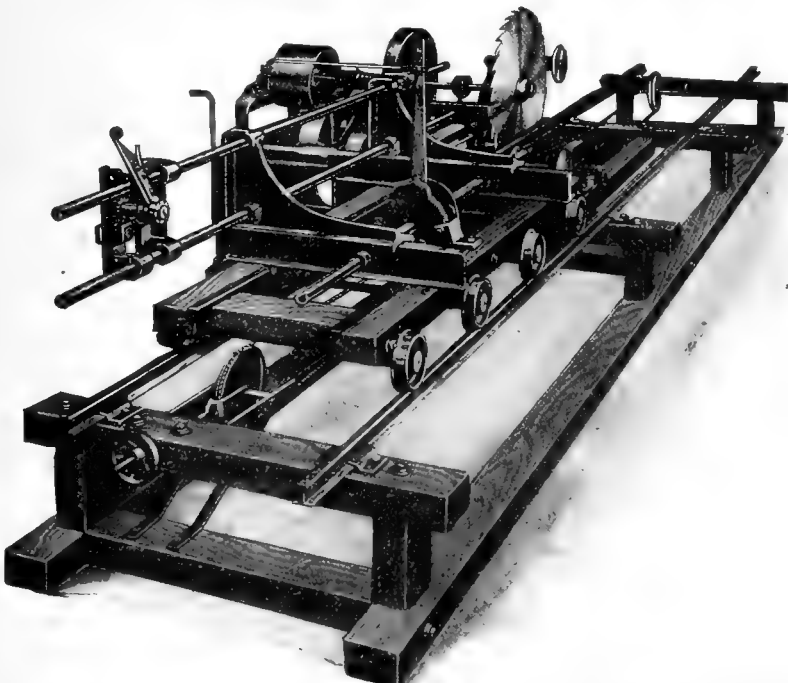
This illustration, in two colors, forms the front cover of their new booklet, which describes and illustrates, with five cuts, their No. 201 Gang Dovetailing Machine.

You are requested to write for booklet.

DOVETAILING

414-434 West Front Street, Cincinnati, Ohio

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address :

**THE SINKER - DAVIS COMPANY, Indianapolis, Indiana**





The Best Skidding Engines are none too good for the service demanded.

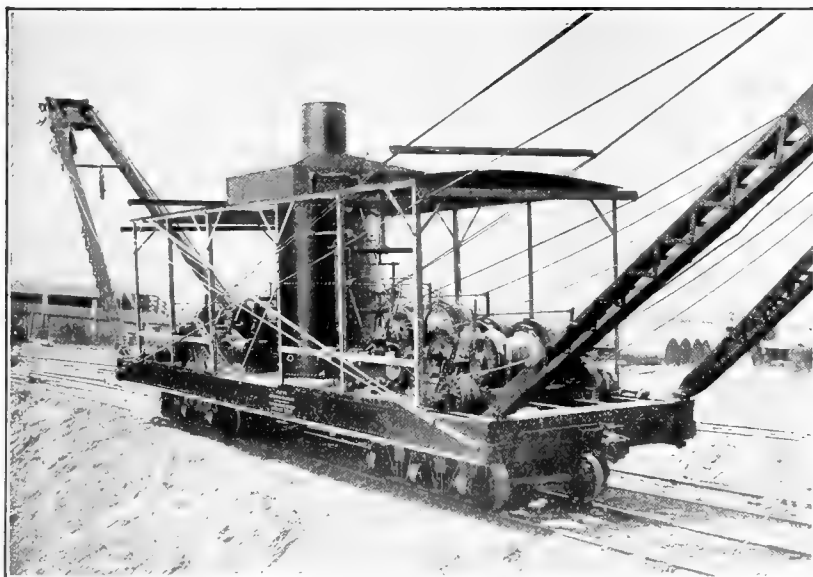
This is the principle that has guided our design and construction.

## **RUSSEL COMBINED Skidders and Loaders**

**LOGGING TOOLS  
LOGGING CARS**

Catalogs on Request

**RUSSEL WHEEL & FOUNDRY COMPANY**  
DETROIT, - MICHIGAN



## **RESULTS**

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### **CLYDE SELF-PROPELLING STEAM SKIDDER**

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of

any machine is the **average** in all kinds of timber, scattered growth and from the long haul as well as the short haul. It's in the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## **CLYDE IRON WORKS**

Sole Manufacturers of the  
**McGiffert and Decker Patent Self-Propelling Steam Logging Machinery**  
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FARMERS BANK BLDG. PITTSBURG, PA.

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THREE CARS 6-4 FLITCH LOCUST  
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WE WISH TO MOVE

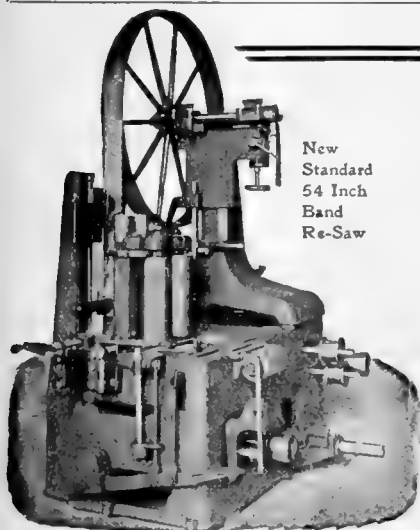
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40M ft. 2x8 inch, 16 ft.  
30M ft. 2x10 inch, 10 to 14 ft.  
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Special Bills Cut to Order.

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Standard  
54 Inch  
Band  
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Manufacturers

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Thin Stock and Quartered Oak  
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Will Convince  
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4 cars 1" Nos. 1 and 2 Pl. R. Oak.  
10 cars 1" No. 1 Com. Pl. R. Oak.  
2 cars 5" Nos. 1 and 2 Pl. R. Oak.  
2 cars 7" No. 1 Com. Pl. R. Oak.  
3 cars 6" No. 1 C. & B. Pl. R. Oak.  
2 cars 2" Nos. 1 and 2 Pl. R. Oak.  
2 cars 2" No. 1 Com. Pl. R. Oak.  
1 car 3" & 4" Nos. 1 and 2 Pl. R. Oak.  
1 car 2x12 up Nos. 1 and 2 Pl. R. Oak.  
1 car 1x10 up Nos. 1 and 2 Pl. R. Oak.  
20 M 5" No. 1 Com. Q. R. Oak.  
1 car 2" No. 1 Com. & Bet. Q. R. Oak.  
2 cars 1" Nos. 1 and 2 Pl. W. Oak.  
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## CRESCENT HARDWOOD LUMBER CO.

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Main Office and Yards,  
MEMPHIS, TENN.

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1 car 2" No. 1 Com. W. Ash.  
1 car 1" Nos. 1 and 2 W. Ash.  
1 car 1" No. 1 Com. W. Ash.  
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on grade.  
150 M 1" Tupelo Gum on grade.  
1/2 car 1"x13 to 17 Tupelo Gum B. Bds.  
1/2 car 1"x13 to 17 Sap Gum B. Bds.  
50 M 6" No. 1 C. & B. Hickory.  
1 car 1"x5" No. 1 Com. Hickory.  
25,000 ft. 2" Nos. 1 & 2 Com. Gum.  
75,000 ft. 1" to 2" Nos. 1 & 2 Com.  
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2 cars 1" Sound Wormy Oak.  
75,000 ft. 3/4"x5/8" Log Run P. & Q. Oak.

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Half car 1 in. 1 and 2 Cottonwood 18 in. and up.  
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One car 1 in. No. 1 Common Ash.  
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One car 18 and up Gum Box Boards.  
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We are in a position to manufacture from choice logs any item of a special nature in White Oak, Red Oak, Cottonwood, Poplar or Gum.

Prices will be furnished upon receipt of inquiry.

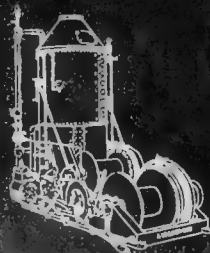
## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

Quartered White Oak				Also Plain Oak, Poplar, Ash and Other Hardwoods	Quartered Red Oak			
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		Com.	Com.				Com.	Com.
1-2	13,560				3-4	2,400	400	
5-8	25,000				4-4	71,750	139,000	8,800
3-4	5,600	1,000			5-4	53,152	21,630	
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Large Amount Strips 1 1/2 to 2 1/4 and 2 1/2 to 5 1/2				Send Us Your Inquiries				

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ASH	BIRCH	} WRITE US FOR PRICES
ELM	MAPLE	
HEMLOCK	PINE	
BASSWOOD		

## WE CAN SHIP QUICK

150 M 1 in. No. 3 Common Basswood  
150 M 1 in. No. 1 Common Basswood  
1 in., 1½ in. and 2 in. No. 2 Common and Better Birch, on grades  
200 M 1 in. No. 3 Common Birch  
3 Cars 1 in. No. 3 Common Ash  
2 Cars 1 in. No. 3 Common Soft Elm  
2 cars 2 in. 1st and 2d Michigan Hard Maple  
1 in. and 1½ in. 1st and 2d and No. 1 Common White and Red Oak  
1 in. and 1½ in. Sound Wormy Chestnut  
PINE AND HEMLOCK CRATING OF ALL KINDS.  
WRITE FOR PRICES

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MILWAUKEE, WIS.

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MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock*, *Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

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Is air and kiln-dried, end matched, bored and steel scraped. Mixed car—loads a specialty.

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Basswood—4-4 to 5-4 in. " " —500 M Ft.

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We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

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Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

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300,000 feet Bird's-Eye Maple Veneers  
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Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

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WELL DRIED  
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WE CAN  
**DOUBLE**  
THE CAPACITY  
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**GUM**

The Best Lumber You Can Buy.  
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Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

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You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

IT IS RICH  
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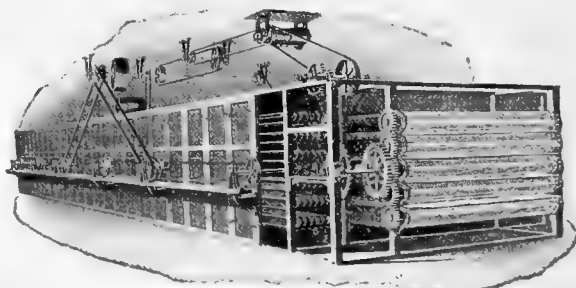
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Prompt shipment guaranteed

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ROTARY CUT

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## DOOR VENEERS AND CABINET STOCK

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The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

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Ash Gum Cypress Hardwoods

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APALACHICOLA, FLA.

MANUFACTURERS OF

CYPRESS  
ASH  
COTTONWOOD

# LUMBER

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SWEET GUM  
YELLOW PINE

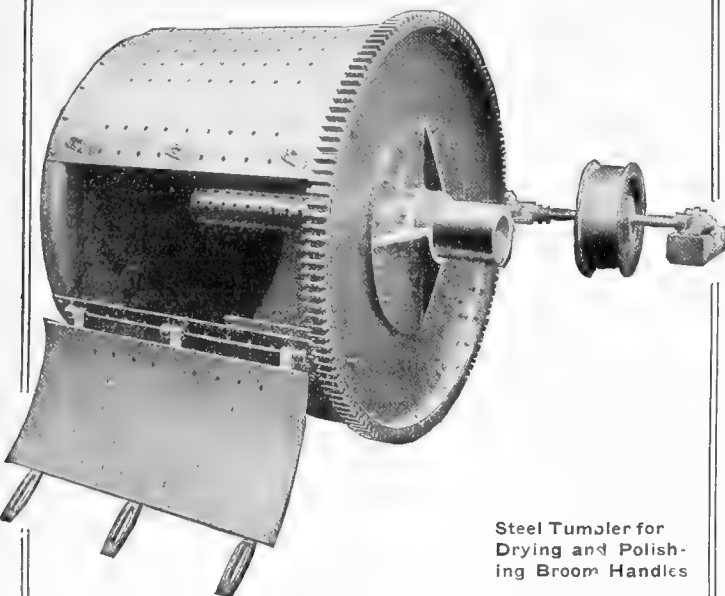
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**Oak Flooring**

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2 1/4 FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$22 F.O.B. SALT LICK, KY.

## Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond

4 L Co.

Brand

**OAK FLOORING**

A GUARANTEE OF PERFECTION

## Keys-Fannin Lumber Co.

Herndon, W. Va.

Manufacturers and Wholesalers

**Poplar, Oak, Bass, Hemlock,  
Chestnut and Lath**

Write us for Prices

## PARDEE & CURTIN LUMBER CO.

Manufacturers of

**West Virginia Hardwoods**

CLARKSBURG, W. VIRGINIA

## We Want to Move AT SEEBERT, W. VA.

145,000 ft. 4-4 No. 2 Common Birch  
435,000 ft. 4-4 No. 2 Common and Better Maple  
75,000 ft. 4-4 Common and Better Ash  
30,000 ft. 8-4 Common and Better Ash  
125,000 ft. 4-4 Log Run Beech, M. C. O.

If you can use any of this stock write for our attractive prices.  
Send us your inquiries for anything that you need in Hardwood  
Lumber.

**W. W. DEMPSEY, Manufacturer and Wholesaler**

GENERAL OFFICE, JOHNSTOWN, PA. 18 BROADWAY, NEW YORK CITY

**THE SUN LUMBER CO.**

MANUFACTURERS OF  
**ROUGH AND DRESSED  
LUMBER**

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## Thistlethwaite Lumber Co.

LIMITED

WASHINGTON, LA.

MANUFACTURERS OF

**Oak and Ash Lumber**

Band Mill and Office, Washington, La.

WHEN IN NEED OF ANYTHING IN  
**HARDWOODS OR YELLOW PINE**

It will be to your interest to write us

**STARNES & STRICKLAND, Greenville, Miss.**

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

**THE PRATT-WORTHINGTON CO.**

Crofton, Ky.



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FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

### Hardwood and Hemlock Lumber, Lath, and Cedar Shingles

### END DRIED WHITE MAPLE A SPECIALTY

## DENNIS BROS. SALT AND LUMBER COMPANY

GRAND RAPIDS, MICH.

We are in position to furnish a limited amount of  
**ALL WHITE MAPLE FLOORING**

Manufactured from winter sawn end dried under shed  
**MICHIGAN WHITE MAPLE**

## "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{4}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple  
in all standard widths and grades, will  
commend itself to you and your trade  
on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

## RED BIRCH

Write us for delivered prices on any part of the following choice Upper  
Peninsula Red Birch. Every piece RED according to National Rules of  
Inspection.

47,000 feet 4-4 1sts and 2nds  
52,000 feet 4-4 No. 1 Com.  
15,000 feet 5-4 1sts and 2nds  
5,000 feet 5-4 No. 1 Com.  
27,000 feet 6-4 1sts and 2nds

6,000 feet 6-4 No. 1 Com.  
23,000 feet 8-4 1sts and 2nds  
2,000 feet 8-4 No. 1 Com.  
2,000 feet 10-4 1sts and 2nds  
11,000 feet 12-4 1sts and 2nds

### Nichols & Cox Lumber Co.

GRAND RAPIDS, MICHIGAN

## Manistee Planing Mill Co.

MANISTEE, MICH.

Manufacturers of High-Grade

### Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch  
and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

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NORTHERN AND SOUTHERN  
**HARDWOODS**

GRATING STOCK

Grand Rapids, Mich.

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FAMOUS FOR HARD MAPLE AND GREY ELM

## TINDLE & JACKSON

HAVE READY

5-8 in. No. 2 Common and Better Beech  
 5-8 in. No. 3 Common Beech  
 4-4, 5-4, 6-4, 8-4 in. Beech  
 4-4 in. No. 2 Common and Better Birch  
 4-4 in. No. 3 Common Birch

5-4 in. to 8-4 in. No. 1 Common and Better Maple  
 4-4 in. and 8-4 in. No. 3 Common Maple  
 4-4 in. Merchantable Hemlock  
 8-4 in. Merchantable Hemlock  
 8-4 in. No. 2 Hemlock

Sales Office, 1009 Ford Bldg., DETROIT, MICH.

**The ENGEL LUMBER CO.**  
 GRAND RAPIDS, MICH.  
**WILL TREAT YOU**  
**THE SQUARE**

### VAN KEULEN & WILKINSON LUMBER CO.

GRAND RAPIDS, MICH.

WE WISH TO MOVE AT ON E:

50,000 ft. 8-4 No. 1 Com. & Bet. Basswood. 150,000 ft. 8-4 No. 2 C. & B. Maple  
 20,000 ft. 6-4 No. 2 Com. & Bet. Basswood. 115,000 ft. 16-4 No. 1 C. & B. Maple  
 18,000 ft. 4-4 1st & 2ds Red Birch. 300,000 ft. 4-4 No. 2 C. & B. Beech

WILL MAKE PRICES RIGHT.

### A. B. KLISE LUMBER CO., STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
 Hemlock—Water Shipment Only.

1,000,000 <sup>3</sup>/<sub>4</sub> No. 1 & No. 2 COMMON HARD MAPLE

**S. L. EASTMAN FLOORING CO.**  
 SAGINAW BRAND  
**MAPLE FLOORING**  
 SAGINAW, MICH.

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CADILLAC, MICH.

Arkansas Yellow Pine  
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Correspondence Solicited Especially on  
 White Maple

**WE WANT TO BUY**  
**Quartered Red and White Oak**

SKILLMAN LUMBER CO. Grand Rapids, Mich.

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15M FT. 4-4 1'S AND 2'S RED BIRCH  
 12M FT. 5-4 1'S AND 2'S RED BIRCH  
 20M FT. 6-4 1'S AND 2'S RED BIRCH  
 15M FT. 7-4 1'S AND 2'S RED BIRCH  
 15M FT. 8-4 1'S AND 2'S RED BIRCH  
 25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
 60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
 15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE MAPLE  
 30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN. AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
 80M FT. 5-4 1'S AND 2'S HARD MAPLE  
 70M FT. 6-4 1'S AND 2'S HARD MAPLE  
 20M FT. 7-4 1'S AND 2'S HARD MAPLE  
 100M FT. 8-4 1'S AND 2'S HARD MAPLE  
 20M FT. 9-4 1'S AND 2'S HARD MAPLE  
 40M FT. 10-4 1'S AND 2'S HARD MAPLE  
 75M FT. 12-4 1'S AND 2'S HARD MAPLE  
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A full line of Basswood, Birch, Beech and Maple Lumber.

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### For Sale—ROCK ELM—prompt shipment

3000 ft. 4-4 No. 3 Com. and Bet. 80000 ft. 8-4 No. 3 Com. and Bet.  
 6000 " 5-4 " " " " 30000 " 10-4  
 6000 " 6-4 " " " " 65000 " 12-4

THE WOLF-LOCKWOOD LUMBER CO.  
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### Don't Waste Money Fixing Loose Pulleys

Install the kind  
 that never need fixing  
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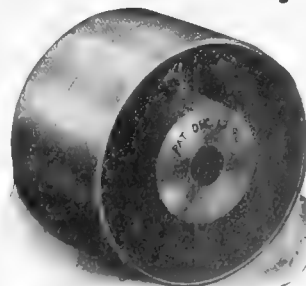
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### Loose Pulleys

will run at high speed and in hard service for ten years without being touched, except to oil every once in a while. They save oil and time of oiling as well as repairs. Sent on trial.

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**HARDWOOD LUMBER**  
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 We manufacture our own Basswood, Ash, Elm, and Birch. Let us quote you our prices, also on Maple Flooring.  
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 Cottonwood, Oak, Ash, Gum,  
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 1 It's the only veneer cut 1/4 inch thick  
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 Facilities: Largest factory (2 acres floor space) in the world.  
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**Oak, Ash, Gum, Cottonwood, Wagon  
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In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

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## NOTHING ELSE

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## Choice Tracts of Timber

I save you money and assure you safe and profitable  
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1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

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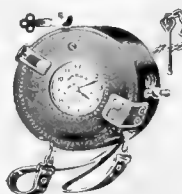
We make a specialty of

**Basswood and Birch**

Let us quote you especially on

**Red Birch**

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possess more patented meritorious features than any other device. Every clock produces a different record, which is the only correct system. Approved by all underwriters. Send for circular No. 6.

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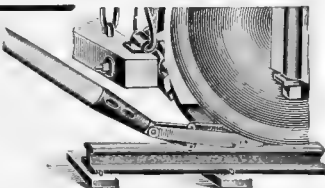


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THE BEST DEVICE EVER MADE FOR

**MOVING RAILWAY LOGGING CARS  
BY HAND POWER**

**APPLETON CAR-MOVER CO.  
APPLETON, WIS., U. S. A.**



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Agents for the Sale of

**AMERICAN HARDWOODS IN LUMBER AND LOGS**

**AMSTERDAM, HOLLAND**

## SOMO RIVER LUMBER CO.

TOMAHAWK, WIS.

### WE WANT TO MOVE

100M feet 1½ in. No. 1 Common & Better Soft Elm  
50M feet 1½ in. No. 1 Common & Better Rock Elm  
100M feet 1 in. No. 2 Common Basswood  
75M feet 1 in. No. 2 Common & Better Black Ash

**Birch and Basswood our Specialty**

FAST TRAINS DAY AND NIGHT  
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## MONON ROUTE

Excellent service between Chicago, LaFayette,  
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Standard electric lighted sleepers on night trains parlor and dining  
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## Himmelberger-Harrison Lumber Co.

### Red Gum Specialists

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## Garetson-Greaseon Lumber Co.

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ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS  
**LUMBER**

YARD TRADE A SPECIALTY

## Alf. Bennett Lumber Co.

ST. LOUIS, MO.

### Sap Gum

1st and 2d—No. 1 Common—No. 2 Common

Ready for quick shipment

One-half million feet of 1 inch thick

## BERTHOLD & JENNINGS

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## DRAKE-CONGER LUMBER CO.

Successors to

R. E. DRAKE LUMBER CO.

WHOLESALE

### Hardwoods and Yellow Pine

We can quote you prices on anything you  
use and will furnish the grades bought.  
Good woods and prompt shipment.

1206-7 Fullerton Building,

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### LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

100 cars of 5-4 Log Run Sap Red Gum  
50 cars of 4-4 Log Run Sap Red Gum  
Plenty cars of 4-4 Graded Sap Red Gum  
100 cars of 4-4 and 5-4 Yellow Cottonwood,  
all grades  
5 cars of 4-4 Panel 18 in. to 22 in. Yellow  
Cottonwood  
15 cars of 4-4 to 8-4 Quartered White Oak,  
all grades  
5 cars of 4-4 to 12-4 Plain Red Oak  
15 cars of 4-4 to 16-4 Plain White Oak  
8 cars of 8-4 1s and 2s Cottonwood  
20 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

**THE CARDWELL  
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Cardwell, Missouri

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## The A. C. Davis Lumber Company

Manufacturers and Wholesalers of

# Hardwoods and Cypress

IN THE ROUGH ONLY

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FINE STOCK OF

**Bone Dry Band Sawed Material**

## W. A. COOL & SON

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Will quote attractive prices on

# 2 in. Sound Wormy Chestnut

250,000 feet band sawn, running good per cent 14 and  
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Also 80,000 feet 2 in. MILL CULL CHESTNUT

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SIXTH FLOOR CUYAHOGA BUILDING

DESIRES YOUR INQUIRIES FOR HARDWOODS AND  
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6"x6" up to  
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10' to 70'

OAK, YELLOW PINE, DOUGLAS FIR

A Full Line of Hardwood Lumber  
COLUMBUS, OHIO

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WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY

CHARLESTON :: :: :: :: :: WEST VIRGINIA

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Will contract mill cuts for cash

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## A Great Opportunity

### LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber  
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# Timber Cruisers

Write for Catalogue, please.

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WHERE THE BEST HARDWOODS GROW

**MALEY & WERTZ**

Manufacturers of Famous

**Indiana Hardwoods**

**Five Band Mills**

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OUR SPECIALTY

**Finely Figured Quartered Oak**

Evansville, Indiana

**J. V. STIMSON, HUNTINGBURG, IND.**

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We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

**Three Mills in Indiana**

FORT WAYNE

INDIANAPOLIS

LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

**HARDWOOD SPECIALTIES**  
Everything from Toothpicks to Timbers

**Perrine-Armstrong Co.**

FORT WAYNE,

INDIANA

**Thompson, Thayer &  
McCowen**

**Hardwood Lumber**  
EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

No. 2 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

We manufacture Quartered, Plain Oak & Poplar Lumber

**B A R G A I N S**

We Want to Move Quick

1 car 4-4 in. No. 1 Com. Poplar.

2 cars 4-4 in. Log Run Poplar.

1 car 4-4 in. No. 1 Com. & Bet. Plain Red Oak.

Get Our Prices on the Above Cars

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South Bend, Indiana

**EZRA RHODES**  
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**HARDWOODS**

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Straight or mixed cars

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"We have the goods"

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**WANTS TO BUY**

10 Cars 4-4 No. 2 Common and Better Quartered White Oak  
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20 Cars 4-4 No. 1 Common and Better Plain Red and White Oak

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50 ARTHUR STREET

**WE WANT TO SELL**

120,000 ft. 1 in. No. 2 Common Brown Ash  
50,000 ft. 1 1-4 in. Common Brown Ash  
50,000 ft. 1 in. No. 3 Common Brown Ash  
500,000 ft. 1 in. log-run Chestnut  
Full assortment 1 in. to 3 in. Gray Elm.  
300,000 ft. 1 in. Maple 1sts and 2nds and No. 1 Common

# B

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## I.N. STEWART & BRO.

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We are in the market for all kinds of Hardwoods. Those desiring to buy **CHERRY** will do well to write us

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**HARDWOODS**

**Let Us Figure On Your Wants**

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We are now offering special prices on such thicknesses **BASSWOOD** and grades as we have a surplus of. Write us.

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## SCATCHERD & SON

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**Well Assorted Stock of Dry Hardwood Lumber Always on Hand**

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1075 CLINTON STREET

**Have 6 Million Feet Dry Stock Ready to Ship**

## ANTHONY MILLER

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**All Kinds**

**HARDWOODS**

**Good Grades**

# A

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## HUGH McLEAN LUMBER COMPANY

940 ELK STREET

**All Varieties of Hardwood. Quartered White Oak Our Specialty**

## BUFFALO HARDWOOD LUMBER COMPANY

940 SENECA STREET

**We Want to Sell**

**DRY STOCK PILED ON MEMPHIS YARD FOR PROMPT SHIPMENT**

300,000 ft. of Ash from 1 in. to 4 in. thick  
1,200,000 ft. Plain White and Red Oak, 1 in. to 4 in. thick  
950,000 ft. Cypress, from 1 in. to 2 in. thick

## FRANK W. VETTER

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**All Kinds**

**All Thicknesses**

**HARDWOOD LUMBER**

**Good Grades Prompt Shipments**

# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

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MANUFACTURERS

OAK, ASH, COTTONWOOD, GUM  
AND CYPRESS

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OUR SPECIALTIES:

Vehicle Stock and Box Shooks

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BAND-SAWN STOCK

in all thicknesses

Plain and Quartered Oak, Ash, Gum, Cottonwood, Cypress, Elm  
Car Timbers and Bridge Planking. Gum and Cottonwood Siding

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**DRY** Bevel Siding, Lath & Squares  
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CHICAGO, DECEMBER 10, 1909

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### QUARTERED WHITE OAK

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We only have 2 cars of 5-4 No. 1 Common and Better.

Ask us about our Log Run

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We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

You can get a good price on this Common and Better

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2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4; also 1 car 5-4 No. 1 and No. 2 white containing about 20% or more 12 in. and over wide—good tough stock.

How are you fixed on

### Red Oak

We have about 6 cars each 6-4 and 8-4 No. 1 Common and Better and 100 M feet 8-4 No. 2 Common and Better—all dry and good lengths and widths.

### Yellow Poplar

There is a lot of at one of our outside points.

5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 and Better  
100 M feet 4-4 No. 2 Common

If you are in the market for

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get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

Another chance on Heart Rived

### Cypress Shingles

300 M each 6x20 and 7x24. Can ship immediately.

If you are in the market for

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get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common; 200 M feet each 6-4 and 8-4 No. 2 Common and Better; we also have 2 cars Common and Better.

Get prices on this

### Soft Yellow Tennessee Poplar

good widths and lengths. One to two cars each of 10-4, 12-4 and 16-4 No. 1 Common and Better.

What about

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mixed? We have five to ten cars of 6-4 and 8-4.

We can make prompt shipment of the following. This lumber is cut at mills located in the Adirondacks and Canada. It is thoroughly dry; and the Birch is very choice, running largely to Red.

### BIRCH

175,000 feet 4-4, 45 to 50 per cent. 1's and 2's; largely 12 feet.  
30,000 feet 5-4. Good clean stock, good widths; 50 per cent. 10 inch and up.  
30,000 feet 6-4. Wide lumber. 65 to 75 per cent. 1's and 2's.  
10,000 to 12,000 feet 12-4 and 8,000 to 10,000 feet 16-4. No hearts. 6 inch and up.  
6,150 feet 4 inch; 22,360 feet 2 inch; 18,700 feet 3 inch; and 14,000 feet 3½ inch.

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Two to three cars 4-4 Log Run, Mill culls out.

### DRY WHITE ASH

200,000 feet 2 to 3 inch Log Run.

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20,000 ft. 8-4 No. 2 Common and Better Birch.  
20,000 " 5-4 " " "  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.  
75,000 " 6-4 No. 2 Common and Better Basswood.  
100,000 " 5-4 No. 3 " " "

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Hard Maple, Beech and Birch Lumber

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- 3 cars 4-4 Birch No. 2 Common and Better
- 1 car 4-4 Cherry No. 3 Common and Better
- 1 car 8-4 White Ash 1s and 2s
- 1 car 4-4 White Ash No. 2 Common and Better, full run of log
- 3 cars 4-4 Soft Gray Elm No. 2 Common and Better

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Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
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Our own manufacture. Perfect Mill Work. Uniform Grades.

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Our assortment of dry stock is now more complete than it will be later in the season.

A car shortage this fall is predicted by railroad authorities and some symptoms of it are already noticeable.

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It makes excellent interior finish and is especially desirable for furniture, refrigerators, pews, chairs, tables, etc., and forms a good base for veneers.

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74-M Feet, 1 Inch, Firsts and Seconds  
27-M Feet, 2½-Inch, Firsts and Seconds

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3/4 Nos. 1 & 2	63,700
6/4 Nos. 1 & 2	42,000
8/4 Nos. 1 & 2	32,000
3/8 No. 1 Com.	14,800
3/4 No. 1 Com.	9,200
4/4 No. 1 Com.	94,000
6/4 No. 1 Com.	73,500
8/4 No. 1 Com.	59,700
12/4 No. 1 Com.	3,000
4/4 No. 2 Com.	143,000
4/4 No. 3 Com.	122,000

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4/4 x6 to 12" Nos. 1 & 2	288,000
4/4x13 to 17" Nos. 1 & 2	52,300
4/4x18 to 21" Nos. 1 & 2	95,600
4/4x22 & up Nos. 1 & 2	74,100
5/4x 6 to 12" Nos. 1 & 2	135,200
6/4x 6 & up Nos. 1 & 2	11,800
8/4x 6 & up Nos. 1 & 2	22,100
4/4x 4 & up No. 1 Com.	518,000
5/4x 4 & up No. 1 Com.	70,800
6/4x 4 & up No. 1 Com.	52,400
4/4x 3 & up No. 3 Com.	156,000

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3/8x 6 & up Nos. 1 & 2	20,000
1/2x 6 & up Nos. 1 & 2	35,700
5/8x 6 & up Nos. 1 & 2	72,500
5/8x15 & up Nos. 1 & 2	27,000
4/4x 6 & up Nos. 1 & 2	158,800
4/4x13 to 15" Nos. 1 & 2	102,100
4/4x13 to 16" Nos. 1 & 2	13,700
4/4x17 to 21" Nos. 1 & 2	49,000
4/4x22 & up Nos. 1 & 2	76,100
5/4x 6 & up Nos. 1 & 2	131,700
6/4x 6 & up Nos. 1 & 2	25,100
4/4x13 to 17" B-B Nos. 1 & 2	53,400

### TUPELO GUM

5/4 Nos. 1 & 2	9,700
<b>RED GUM</b>	
3/4x 6 & up Nos. 1 & 2	27,800
3/8x 6 & up Nos. 1 & 2	44,000
1/2x 6 & up Nos. 1 & 2	7,500
5/8x 6 & up Nos. 1 & 2	50,000
4/4x 6 & up Nos. 1 & 2	71,000
5/4x 6 & up Nos. 1 & 2	30,300
6/4x 6 & up Nos. 1 & 2	21,100
8/4x 6 & up Nos. 1 & 2	11,300
4/4 No. 1 Com.	98,000

## STOCK AT VICKSBURG YARDS:

### SOUND WORMY

4/4 97,000

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5/4 Nos. 1 & 2	19,200
6/4 Nos. 1 & 2	43,000
8/4 Nos. 1 & 2	36,000
5/8 No. 1 Com.	30,000
4/4 No. 1 Com.	140,000
5/4 No. 1 Com.	11,200
6/4 No. 1 Com.	26,000
8/4 No. 1 Com.	13,400
12/4 No. 1 Com.	1,200
4/4 No. 2 Com.	45,900

### CYPRESS

4/4 Shop 74,000

### QUARTERED WHITE OAK

6/4 Nos. 1 & 2	18,000
4/4 No. 1 Com.	9,800
5/4 Nos. 1 & 2 Sycamore	17,000
5/4 L-R Maple	37,400

### PLAIN WHITE OAK

5/8 Nos. 1 & 2	26,000
4/4 Nos. 1 & 2	37,900
3/8 No. 1 Com.	40,300
3/4 No. 1 Com.	6,300
4/4 No. 1 Com.	76,000
6/4 No. 1 Com.	65,000
8/4 No. 1 Com.	4,800

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4/4x 6 to 12" Nos. 1 & 2	247,000
4/4x13 & up Nos. 1 & 2	119,000
5/4 x6 to 12" Nos. 1 & 2	434,000
5/4x13 & up Nos. 1 & 2	121,000
6/4x 6 & up Nos. 1 & 2	93,000
4/4x 8 to 12" B-B Nos. 1 & 2	42,000
4/4x13 to 17" B-B Nos. 1 & 2	63,000
4/4 x4 & up No. 1 Com.	192,000
4/4x13 & up No. 1 Com.	98,000
4/4 No. 3 Com.	117,000

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We'll make it worth your while.

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MANUFACTURERS OF NORTHERN AND SOUTHERN

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SAW MILLS AND YARDS:

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We Want to  
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White Ash, 4-4 to 16-4—all grades.  
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Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

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HAVE READY

5-8 in. No. 2 Common and Better Beech  
5-8 in. No. 3 Common Beech  
4-4, 5-4, 6-4, 8-4 in. Beech  
4-4 in. No. 2 Common and Better Birch  
4-4 in. No. 3 Common Birch

5-4 in. to 8-4 in. No. 1 Common and Better Maple  
4-4 in. and 8-4 in. No. 3 Common Maple  
4-4 in. Merchantable Hemlock  
8-4 in. Merchantable Hemlock  
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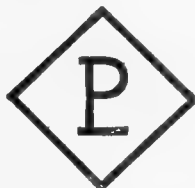
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## SOUTHERN HARDWOOD LUMBER

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AFFORD TO  
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WITH US

## WHITE PINE

### WE WANT TO BUY

50 M. ft. 1 x 10 inches 14 feet 1s and 2s Red Gum, No Sap.  
50 M. ft. 1 x 12 inches 14 feet 1s and 2s Red Gum, No Sap.  
Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.  
50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.  
50 M. ft. 1 1/2 inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.  
1 carload 3/4 x 6 inches and wider, 14 feet, dry White Oak, 1s and 2s.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

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35 M. ft. 7/4 inches  
35 M. ft. 6-4 inches  
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No. 1 Common and Better Hard Maple—will saw to order.  
50 M. ft. 4-4 inches No. 1 Common Poplar, dry.  
50 M. ft. 4-4 inches 1s and 2s Poplar, dry.

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CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

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## Quartered Oak Flooring

Manufactured for

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The name DWIGHT on flooring is a guarantee of its excellence.

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### MAPLE AND OAK FLOORING

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### CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1 1/2, 2, 2 1/2 and 3 1/2 inch widths of face.

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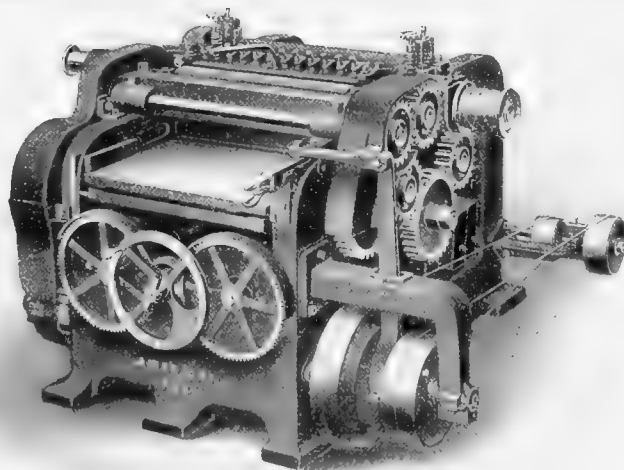
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**Plain Oak  
Quartered Oak  
Chestnut  
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**Walnut  
Hickory  
Poplar  
Mahogany**

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In Every Way

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**QUARTERED WHITE OAK**

NICE FLAKY STUFF

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**Mahogany, Teak and Domestic Hardwoods**

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The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and  
Logs. Every thickness and grade.

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Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

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Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

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RED OAK

POPLAR

MAPLE

ASH

WHITE OAK

CHESTNUT

BASSWOOD

BIRCH

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Capacity 60M Feet—10 Hours

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Land Title Building, Philadelphia, Pa.

WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood

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Inspection at point of  
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OAK SQUARES  
ASH SQUARES  
OAK TIMBER AND PLANK  
25 to 35 feet long  
PLAIN AND QTD. OAK  
All Thicknesses

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4-4 Com. and Better Sap Gum  
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4-4 to 12-4 Log Run Maple  
5-4 Nos. 1 and 2 Com. Mountain Oak

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Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

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**H. D. WIGGIN** 89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

**Wanted:**

White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

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MASON BUILDING, BOSTON, MASS.

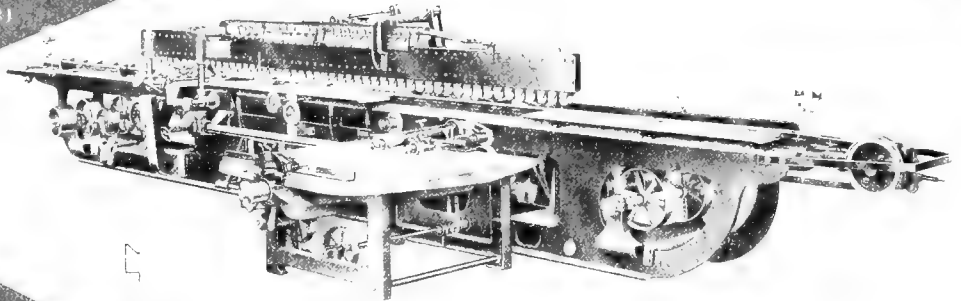
**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

# A WEDGE DOVETAIL

(PATENT APPLIED FOR)

OUR  
NEWEST  
FEATURE  
FORCES THE  
GLUE INTO  
THE PORES  
OF THE WOOD



## The LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER is a

JOINTER AND JOINER. IT PERFORMS  
IN ONE OPERATION and ONE HANDLING

all the operations necessary to complete a glue joint as jointing, glueing,  
clamping, unclamping and edging to width.

Eliminates the delay of getting jointed stock to the finishing or veneer  
room. Saves time, labor, lumber and glue, yet delivers the finished product  
with a reinforced WEDGE DOVETAIL which is a permanent clamp.

May we send you samples and information of this new important feature?

### LINDERMAN MACHINE CO.

MUSKEGON, MICHIGAN

THE NEW WEDGE



# CINCINNATI

## “Welcome to Our City”

- \* \* \* Just come across the bridge, or any other way to get here.
- \* \* \* All roads lead to this, the Great Lumber Market.
- \* \* \* We will give you the “Glad Hand” and a “Square Deal.”
- \* \* \* Call on us; write us; wire us; or telephone us.
- \* \* \* Be friendly.
- \* \* \* It's worth your while to get acquainted.
- \* \* \* Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbermen on following pages; and let us do some business with you.



# CINCINNATI



THE GATEWAY OF THE SOUTH

## The Asher Lumber Company

Manufacturers and Wholesalers

### HARDWOODS

POPLAR A SPECIALTY

Bank and McLean,

CINCINNATI, O.

## B. A. KIPP & CO.

### HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

## RIEMEIER LUMBER CO.

Plain and Quartered

### Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

EASTERN BRANCH:

Buffalo, N. Y.

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

### HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and FlooringBAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## DUHLMEIER BROS.

### SOUTHERN HARDWOODS

CINCINNATI,

OHIO

"We make a specialty of 1-20, 1-12, 1-16, 1-8 and 3-16 Mahogany, Oak and Walnut, Thin Lumber and Veneers and carry everything in stock in Laguna Mahogany, Quartered Ohio White Oak and Walnut."

### THE FREIBERG LUMBER COMPANY

Manufacturers

POPLAR, FINDLAY, McLEAN AND DALTON STS.  
CINCINNATI, OHIO

## FRANCKE LUMBER COMPANY

WE SELL

ASH

OAK

CHERRY

STATION P. CINCINNATI, OHIO

THIN WALNUT

and

QUARTERED OAK

a SPECIALTY

WE BUY

WALNUT

EXPORT

LOGS

BAND MILL AT ST. BERNARD, OHIO

## RED CEDAR

Let us know when you need any,  
we handle the best that grows

also

## HARDWOODS

of all kinds

GEORGE LITTLEFORD,  
CINCINNATI

## THE K. AND P. LUMBER CO.

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Buy and Sells: Walnut, Oak, Poplar, Chestnut

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THE GATEWAY OF THE SOUTH

## MIDLAND LUMBER COMPANY

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CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALERS SOUTHERN HARDWOODS

### A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards Cottonwood, 18 to 21 inches wide	
5 " —4-4 1s and 2s	" 13 to 17 " "
3 " —5-4 1s and 2s	" 6 to 12 " "
5 " —4-4 No. 1 Common	" 13 inches and up "
1 car —4-4 Clear One Face	" 4 inches to 7 inches "

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Write us for any items YOU NEED

WE HANDLE DRY

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For

Domestic and Foreign Markets

Correspondence Solicited

## FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## St. James Cedar Company

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### Wholesale Lumber and Ties

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#### SPECIALS FOR SALE

4 cars 4-4 1 and 2 Poplar 7-17 inch.	10 cars 4-4 No. 1 Common and Better Poplar.
2 cars 8-4 1 and 2 Poplar 18-23 inch.	5 cars 4-4 No. 2 Common Poplar.
2 cars 10-4 1 and 2 Poplar 18-23 inch.	10 cars 4-4 No. 3 Common Poplar.
3 cars 4-4 Clear Sap Poplar.	10 cars 5-4 Plain Red Oak.

## The New River Lumber Co.

Producers of

### HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

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New River, Tenn.

GENERAL OFFICE:

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CINCINNATI

## OAK-CYPRESS-GUM

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

### THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



CINCINNATI

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
PARQUETRY OAK—5-16

## John Dulweber & Co.

HARDWOOD LUMBER

Mills: In Ohio, Kentucky, Mississippi, Tennessee  
Office: S. W. Cor. Findlay & McLean Sts. Cincinnati  
Distributing Yards: McLean Ave., from Findlay to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

2 cars 5-8 in., 1s and 2s Quartered White Oak  
2 cars 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.  
1 car 10-4 in., 1s and 2s Quartered White Oak  
1 car 12-4 in., 1s and 2s Quartered White Oak  
1 car 4-4 in., 1s and 2s Plain White Oak, 12 in. and up  
1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

## Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

### HARDWOODS

### VENEERS AND THIN LUMBER

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

Office and Yards: 2624-2634 Colerain Avenue

CINCINNATI, OHIO



# CINCINNATI

THE GATEWAY OF THE SOUTH

THE T. B. STONE LUMBER CO.

Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

**THE GRAHAM LUMBER CO., LTD.**

41 East Fourth Street

Manufacturers and Dealers in General Hardwood Lumber, especially Poplar, Basswood, Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

**THE MALEY, THOMPSON  
& MOFFETT CO.**

**Veneers, Mahogany and  
Hardwood Lumber**

Largest Stocks

Best Selections

**CINCINNATI, OHIO**

We are Specialists in

# RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

## OAK TIMBER At Our Kentucky Mill

	10 ft.	12 ft.	14 ft.	16 ft.	18 ft.	20 ft.	22 ft.	24 ft.	26 ft.
3 x12	31	7	3	24	1	.....	.....	.....	.....
3½x12	143	933	314	479	33	89	5	.....	.....
4 x12	4	193	144	204	9	8	.....	.....	.....
4½x12	1	218	92	130	53	17	.....	.....	.....
5 x12	2	1272	391	517	48	72	7	2	.....
5½x12	2	156	57	314	7	20	.....	.....	.....
6 x12	12	76	127	178	30	89	1	1	.....
6½x12	.....	11	19	22	1	1	.....	.....	.....
7 x12	.....	27	9	27	1	2	.....	.....	.....
6 x 6	3	36	25	64	61	3	.....	.....	.....
6 x 8	12	168	48	69	3	.....	.....	1	.....
8 x 8	40	189	62	62	16	23	4	2	5
8 x10	14	263	113	136	37	61	1	3	1
10 x10	.....	.....	5	1	9	24	6	2	3
10 x12	.....	.....	11	37	28	79	3	1	3
12 x12	3	.....	.....	1	8	19	4	.....	.....
8 x12	.....	.....	1	.....	2	12	.....	.....	.....

IF INTERESTED IN ANY OF THE  
ABOVE LET US HEAR FROM YOU.

**KENTUCKY LUMBER CO.**  
CINCINNATI, OHIO

## C. CRANE & CO.

**HARDWOOD MANUFACTURERS**

MILLS AND YARDS IN

**CINCINNATI**

Annual Capacity, **100,000,000 Ft.**

## The M. B. Farrin Lumber Co.

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI  
Saw Mills: VALLEY VIEW, KY.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## GALLOWAY-PEASE COMPANY,

CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

**TENNESSEE MOUNTAIN OAK  
ST. FRANCIS BASIN RED OAK**

We offer the following thoroughly dry stock ready for immediate shipment:

8000 feet 4-4 1s and 2s Mountain Oak	50000 feet 5-4 No. 1 Com. Mountain Oak
9000 feet 5-4 1s " 2s " "	50000 feet 6-4 " " " "
10000 feet 6-4 1s " 2s " "	15000 feet 8-4 " " " "
15000 feet 8-4 1s " 2s " "	40000 feet 4-4 " " White Oak
55000 feet 4-4 No. 1 Com. " "	14000 feet 4-4 Log Run Cherry Choice stock.

At Poplar Bluff, Mo.

200,000 feet No. 1 Common St. Francis Basin Red Oak  
70,000 feet No. 2

At Johnson City,

A full stock of Sound Wormy Chestnut in 4-4, 5-4, 6-4 and 8-4.

## C. C. BOYD & CO.

Manufacturers of

### Hardwood Lumber and Veneers

MILLS: { North Bend, O.  
Lambert, Miss.

OFFICES:  
40 Glenn Building

CINCINNATI, OHIO

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

**SOUTHERN LUMBER  
PLAIN and QUARTERED OAK  
YELLOW POPLAR  
CHESTNUT MAPLE  
BASSWOOD**

**BAND SAWED, WIDE AND GOOD LENGTHS!  
OLD FASHIONED GRADES OUR SPECIALTY**

## L. W. RADINA & CO.

DEALERS IN

### POPLAR AND HARDWOODS

CINCINNATI : : OHIO

**BANNING for dry stock  
BANNING for quality  
BANNING for low prices**

**Inquiries for HARDWOODS**

— ADDRESS —

**LELAND G. BANNING**

**5th and Main Streets, CINCINNATI, O.**

## BENNETT & WITTE

MANUFACTURERS OF LUMBER

**Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress**

We cater to the trade of those who inspect and Measure their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Branch Wire or Write to either Main Office  
**Memphis, Tenn. Cincinnati, Ohio**  
222 W. 4th St.

## WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Basswood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

**THE HARDWOOD LUMBER CO., CINCINNATI, OHIO**  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

### OAK--ASH--POPLAR

**ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS**

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

# CINCINNATI

THE GATEWAY OF THE SOUTH

## SWANN-DAY LUMBER COMPANY

CLAY CITY, KENTUCKY

OFFER

## POPLAR

Bevel Siding, Drop Siding, as well as Wide Poplar

Always a Large Stock on Hand

Prices are Yours for the Asking

The Wm. H. Perry Lumber Co.

## Hardwood Manufacturers

Oak, Chestnut, Poplar,  
Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Avenue,

CINCINNATI

## Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

## W. M. Ritter Lumber Company

COLUMBUS, OHIO

We manufacture all the lumber we ship, thus assuring uniformity in grade.

We can supply your needs, since we carry on sticks 50,000,000 feet of the following lumber:

OAK FLOORING

POPLAR BEVEL SIDING

YELLOW POPLAR, YELLOW CYPRESS,

WHITE PINE, WHITE OAK,

RED OAK, CHESTNUT,

BASSWOOD, OTHER LUMBER

PLANING MILLS

DRY KILNS

SEND US YOUR INQUIRIES

## R.E. Wood Lumber Company

☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☞ We own our own stumpage and operate our own mills.

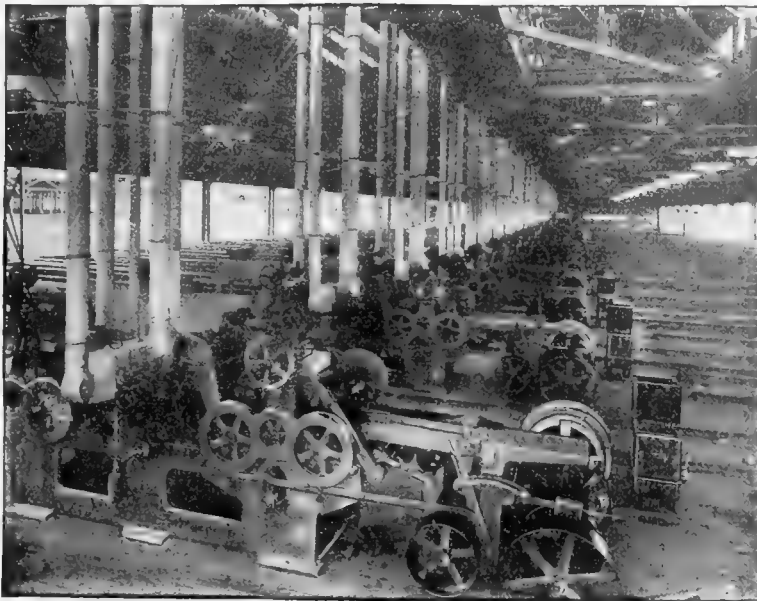
☞ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:  
CONTINENTAL BUILDING.

Baltimore, Maryland

# *General Electric Company*

## Induction Motors for Sawmills and Woodworking Factories



Some of Their Characteristics:

**Rugged Mechanical Construction**

**Large and Long Bearings**

**High Efficiency over Wide Load Range**

**Approximately Constant Speed at All Loads**

**High Overload Capacity**

**Low Heating Characteristics**

**Exceptionally High Starting Torque**

Bank of General Electric Company's Induction Motors each Driving a Matching Machine

The installation of the General Electric Company's Induction Motors ensures the greatest possible output and a low cost of operation and maintenance.

The frame is so designed as to combine great strength and rigidity with minimum weight. The open type of construction exposes the outside of the stator laminations directly to the air, materially improves the cooling of all parts of the motor, and avoids spaces for the accumulation of dust.

The bearings are self aligning, of ample size, and have liberal wearing surface. The oil wells are closed by tightly fitting covers and the opening in the bearing housing at both ends is closed with a washer which pre-

vents the entrance of dust and dirt into the bearings. The bearings are fitted with brass oil rings and the reservoirs are provided with visible gauges which indicate the amount of oil they contain.

An especially valuable feature of these motors is the entire absence of sparking, permitting their installation in places where sparking might cause the ignition of fine dust or even an explosion.

They can be operated in any position, it being only necessary to turn the bearing bracket 90° and 180° relatively to the frame to permit of their being mounted on the wall or ceiling.

**These motors are supplied in all capacities and for all the standard voltages and frequencies. Write for Bulletin 4641-2.**

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**Monadnock Building**

**Principal Office:**  
**Schenectady, N. Y.**

**Sales Offices**  
**In All Large Cities**

F. C. EBERHART, Pres.

Incorporated, 1902

Capital Stock, \$150,000

R. C. PAGE, Secy &amp; Treas.

"FROM TREE TO CUSTOMER"



# LICKING RIVER LUMBER COMPANY.

MANUFACTURERS

Ashland, Va.

## COLONIAL BRAND OAK FLOORING.

HUNTINGTON, W. VA.

## OAK FLOORING

Kiln=  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## Band Sawn and Equalized Quartered White Oak

3/4 inch. 75,000 feet	1sts and 2nds	15,000 feet	No. 1 Common
1/2 inch. 35,000 feet	" "	250,000 feet	" "
5/8 inch. 75,000 feet	" "	12,000 feet	" "
3/4 inch. 100,000 feet	" "	17,000 feet	" "
4-4 inch. 250,000 feet	" "	300,000 feet	" "

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED

Memphis, Tennessee

## Wisconsin Land & Lumber Co.

HERMANSVILLE, MICH.



## FLOORING

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.

Write today for prices and booklet.

## CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

100,000	Feet 1 inch	1st and 2d	Clear Red Gum
75,000	Feet 1 1/4 inch	do	
50,000	Feet 1 1/2 inch	do	
25,000	Feet 2 inch	do	
50,000	Feet 2 1/2 inch	do	
50,000	Feet 3 inch	do	

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

**The I. Stephenson Company**  
WELLS, MICHIGAN

*We Protect You*

*Lumber Underwriters*

66 Broadway, New York

*Fire Insurance*

*Exclusively*

*For Lumbermen By Lumbermen*



# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

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No. 4.

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## THE HARDWOOD COMPANY

HENRY H. GIBSON, Editor. EDGAR H. DEFEBAGH, Manager.

6th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill.

Telephones Harrison 8086-8087-8088

### REPRESENTATIVES

Eastern Territory - Jacob Holtzman, 916 Rothschild Bldg., Philadelphia, Pa.  
Northern Territory - C. F. Dedekam, 355 Dearborn St., Chicago

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Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings

#### NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The annual meeting of this organization will be held at the Auditorium Hotel, Chicago, December 14 and 15.

E. H. DEFEBAGH, Secretary. BURDIS ANDERSON, President.

#### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The next annual meeting of this association will be held at Indianapolis, on Thursday, January, 13, 1910.

C. H. KRAMER, Secretary. JOHN M. PRITCHARD, President.

#### HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The eighth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, February, 1, 2 and 3, 1910.

LEWIS DOSTER, Secretary. R. M. CARRIER, President.

### General Market Conditions

In the aggregate there are favorable reports of hardwood sales conditions from all the different marketing sections of the United States. However, say what you please, in the eastern states trade is not as good as it was hoped a month ago it would have been at this time. Business comes in fits and starts and is distinctly spotted. Buying will go forward strongly for a few days, and then there will be a cessation of demand. To be sure, everything of a particularly desirable character is picked up promptly, but

lower grades of stocks of not particularly satisfactory sawing, width and grade are dragging more or less.

On the whole, the situation is healthy but nothing indicative of boom conditions or fancy prices. The elements of uncertainty as to the future of values seem to be pretty well eliminated, as buyers recognize that desirable items in nearly every variety of hardwoods are in short supply and very little remains in first hands.

There is an increased sale on common and coarse end of nearly all varieties, induced largely by the fact that firsts and seconds are pretty nearly out of the market. Oak and wide, good poplar are the strongest items on the list, and anything in either kind of wood of good quality is selling rapidly at good prices.

Money is comparatively easy and thus everyone who has any license to get bank accommodations can secure them.

There is every prospect of an increased demand in the furniture, automobile body, wagon, coffin, casket and interior woodworking trades, and doubtless there will be a good volume of hardwood business handled throughout the entire winter.

Prices are gradually stiffening, especially on firsts and seconds and No. 1 common of nearly all varieties of hardwoods.

### Hardwood Stocks out of Balance

With the lumber trade situation as it has been during the past eighteen months, it is undeniable that the result has been to throw the average stock of hardwood lumber at milling points, and in a good many instances at receiving points, badly out of balance. Manufacturers ordinarily have been able to keep their stocks in good shape, but through stress of circumstances for months they have been obliged to market the cream of their stocks, so that they could not keep on their yards a good relative proportion of grades.

In the aggregate, there is a good stock of hardwoods the country over, but most of the yards are stripped of firsts and seconds, and in many instances of No. 1 common. There is undeniably an overstock of the coarse end of nearly all grades, which it is going to take considerable time to clean up and get stocks back in good shape. Every effort is being made to market this coarse end, at prices that will leave a margin for manufacturers, with fair success at the present time.

Of course, the present trend of conditions makes it imperative that manufacturers cut into lumber a large quantity of lower grade timber that formerly was left in the woods to burn or decay. Therefore, the percentage of lower grade product is much greater than it has been in the past. The eventual outcome of this condition undoubtedly will be an immense increase in the manufacture of clear dimension stock from low-grade logs and lumber at points of production, and this seems to be about the only logical solution of an economical method of handling the low-grade problem to advantage.

### The Government's Price List

The Record is in receipt of the latest Government price list covering an alleged record of wholesale prices of lumber, "based on actual sales made f. o. b. milling points" for July, August.

and September, 1909. On firsts and seconds inch plain oak it reports an average price in Texas of \$38.25; in Louisiana, \$34; in Alabama, \$32.60; in Mississippi, \$37.11; in Arkansas, \$36.39; in Missouri, \$38.05; in Tennessee, \$35.74; in Kentucky, \$39.55; in North Carolina, \$36.18; in Virginia, \$36.39; in West Virginia, \$39.66; in Ohio, \$38.93.

As a matter of fact, the price that should have been quoted on inch plain oak during this period is approximately \$43 a thousand, f. o. b. Ohio river points, with prices correspondingly less as the freight from the various states named varies.

The report quotes an average value of quartered white oak at \$63.75 in Alabama; \$65.78 in Mississippi; \$68.38 in Arkansas; \$68 in Missouri; \$64.59 in Tennessee; \$69.33 in Kentucky; \$69.13 in West Virginia, and \$69.08 in Ohio. A just quotation, based on actual sales, should have been \$75, f. o. b. Ohio river points, with prices correspondingly lower in accordance with differences in freight.

On firsts and seconds poplar, the report puts the mill value in Alabama at \$40.80; in Mississippi, \$46; in Tennessee, \$46.18; in Kentucky, \$47.54; in South Carolina, \$37.50; in North Carolina, \$48.10; in Virginia, \$47.25; in West Virginia, \$47.47, and in Ohio, \$46.60. A just estimate of the average value on this grade would have been \$55, f. o. b. Ohio river points, with prices relatively less to comply with varying freight rates.

Other items of both hardwood and softwood stocks quoted in the list are equally out of line. They have been prepared by amateurs in the Forest Service, from information that is either inaccurate or from sources that are not reliable. As before noted in the RECORD, the scheme of the Forest Service in putting out this price list is uncalled for, is a menace to hardwood values and a general nuisance to the trade. The sooner it is suppressed, the better for the lumber trade of the country, and more credit will then redound to the Forest Service for the good work it is actually doing in other lines.

### An Important Announcement

On February 1, 2 and 3, on the occasion of the eighth annual meeting of the Hardwood Manufacturers' Association of the United States, HARDWOOD RECORD will issue at Cincinnati a fifty-two page daily paper, covering full details of this meeting, with a list of attendants, caricatures of prominent members of the association, besides a good deal of general hardwood information. The publication will be issued in the usual faultless typographical form, but will be entirely distinct from regular HARDWOOD RECORD publication.

This meeting promises to be the most important gathering of hardwood manufacturers, merchants and wholesale consumers ever held in the United States, and indications point to an attendance of fully one thousand. The business and entertainment program already arranged for insure features that the hardwood lumberman, whether he be manufacturer, jobber or consumer, cannot afford to miss.

These three issues will aggregate 9,000 copies of 3,000 daily. Two thousand copies each day will be mailed under a Cincinnati postoffice three-cent permit to a selected list of leading hardwood manufacturers, and 1,000 copies will be delivered at the Sinton Hotel, headquarters of the meeting, at six o'clock each evening. Any surplus numbers not taken up by distribution at this time will be mailed under three-cent postage stamps to the chief wholesale hardwood consuming houses of the country.

A limited amount of space has been set aside for advertisers and the unique character of the publication and its special high-class circulation should make it particularly valuable for the exploitation of every variety of logging, sawmill, planing mill and hardwood flooring machinery for jobbers seeking sources of hardwood supply and for general hardwood exploitation.

The advertising rates for three issues of the Cincinnati dailies will be supplied on application.

HARDWOOD RECORD is not prone to put out special issues of the publication, unless the importance of events warrant, and if it did not believe that this special issue would insure good advertising returns it would not solicit cooperation in this enterprise.

The special issues put out at the Detroit annual of the National Hardwood Lumber Association in June, 1909, which were carried two days and were of less than one-half the size and circulation of the proposed Cincinnati issues, have demonstrated to advertisers the value of this character of exploitation.

It is estimated that the cost of putting out a publication of this sort, with the high cost of special mechanical facilities, drawings and engravings, and the added expense involved in establishing editorial offices with a full corps of editors and proofreaders at Cincinnati, will not nearly be met by advertising returns, but the publishers feel that the issuing of these special numbers is of value to the hardwood trade at large, and beyond that the venture will prove a valuable

advertisement for HARDWOOD RECORD, and therefore they expect to absorb a large portion of the cost themselves.

### Annual of the Veneer Association

As announced at the head of these columns the National Veneer and Panel Manufacturers' Association will hold its annual meeting at the Auditorium Hotel, Chicago, on Tuesday and Wednesday, December 14 and 15. Efforts are being made to have this one of the most helpful and interesting meetings the organization has ever held, and an excellent program has been planned. It is particularly urgent that the veneer trade turn out to this meeting to a man, not only because it is the annual gathering, but because a great many important subjects will be brought up for discussion and plans for the forthcoming year mapped out and the experience and ideas of the entire trade are needed for the best interests of the industry. The year 1910 bids fair to be a prosperous one, and the veneer men will receive much benefit by getting together and threshing out their problems.

Besides the regular sessions of the organization the various clubs will get together as follows: The Panel Club will meet Monday at 10:00 A. M.; the Rotary Club Tuesday at 2:00 P. M.;

## GOSPEL

**The Man who says he hasn't  
time to read his trade  
newspaper stands  
about as much  
chance of  
success  
as a  
Terrier with Tallow Legs  
chasing an asbestos  
cat through h—l**

the Quartered Oak Club Tuesday at 8:00 P. M., and the Gum Club Wednesday at 10:00 A. M. It is to be hoped that veneer men will make a special effort to be present at this meeting.

### An Impending Railroad Tie-Up

The United States is threatened with the greatest railroad strike in the history of the nation. Practically every railroad in the country is in imminent danger of being completely tied up by a walkout of a large number of their operating employees. Officers of organizations of engineers, firemen, trainmen and switchmen have agreed upon a uniform demand of a ten per cent wage increase without deviation or compromise. The Brotherhood of Railroad Trainmen announce that they will present their demands December 11, and the wage conference will begin December 15.

Although the railroads will make every possible effort to avert a general strike, it is impossible at this time to predict what the outcome of the conferences will be. Both the railroads and the leaders of organized labor among railroad employees are preparing for the struggle, which, when begun will probably develop into one of the greatest industrial battles that has ever been fought. The situation on both sides menaces the industrial peace of the country. It means that over a million men will engage in the battle with the railroads, unless some important circumstance arises to prevent the struggle.

Already a good many large shippers have been notified of the impending difficulty and the railroad officials have advised them to prepare for emergency, and to get under cover with shipments of coal and lumber, grain and other food stuffs.

Among the railroad organizations that will participate in this universal demand for increased wages are the Brotherhood of Locomotive Firemen and Enginemen, with a membership of 300,000; the Brotherhood of Locomotive Engineers, with a membership of 400,000; the Brotherhood of Railroad Trainmen, with a membership of 210,000; the Order of Railway Conductors, with a membership of 150,000, and the Switchmen's Union of North America, with a membership of 7,000.

Of course, the railroads will resist this horizontal increase in wage scale to the full extent of their ability, just having passed through a serious financial crisis, and feeling that it is absolutely impossible to conduct their transportation lines at a profit at the advance in wages demanded.

With this situation impending, it will be wise for every lumber shipper to insure his stock of raw material at the earliest moment practicable, and then more than likely a great quantity of lumber will be tied up in transit.

### Accusations Against Chicago Lumbermen

The Merriam commission, a local institution, is busily engaged in investigating alleged crookedness in the purchase of supplies for the city of Chicago. The *Tribune* of December 3 reports that this commission finds that rotten lumber has been supplied to the city of Chicago on contracts specifying good, sound oak; that culls in the Chicago market used for crossing planks and having a small market value constitute sixty per cent of the stock of 10,000 feet at the Chicago avenue sewer pipe yards, bought and paid for by the city as common sound oak at \$30 to \$35 per thousand feet.

The report alleges that bids of certain contractors were below the market price for grades of lumber specified, and that it was impossible for the seller to furnish the specified grade without loss to himself. It further alleges that the foreman in charge of one of the city's pipe yards was responsible for seeing that the lumber received was up to specifications, but he knew little about the grading of lumber and never heard of official grades. It states that previous to this year the custom has been to award contracts for all kinds of lumber to the lowest average bidder, but this year the contracts have been split up among the lowest bidders for each kind of lumber used.

The John E. Burns Lumber Company, which has the contract

for oak for the sewer department; the Edward Hines Lumber Company, which has the contract for pine, and the Herman H. Hettler Lumber Company, which has the contract for hemlock, are the lumber concerns accused of supplying lumber below grade.

As a matter of fact, the system under which the purchases of the city of Chicago are handled invites just the result that has happened. In place of having a lumber purchasing agent who knows his business and is honest, the purchases of the city, in common with most other large municipalities, are placed in the hands of political grafters. It is doubtful if the odium will redound to the houses which are supplying lumber to the city of Chicago, but the onus will fall on the purchasing department of the city, which has attempted to get something for nothing—and then graft.

### Odd Lengths

There has been a good deal written and said about the odd lengths question, both for and against the advisability of departing from the old custom of cutting stock to even lengths only. This is a subject of great importance in the conservation of timber, as it can not be denied that considerable waste attends the present general method of cutting to even lengths only.

On the Pacific Coast lumber manufacturers are making great progress in this important step in the conservation of their timber, and practically all of the large manufacturers in the states of Oregon and Washington have entered into an agreement to cut odd as well as even lengths in flooring, finish and similar planing mill products. Already this plan has met with success in the East, where oak and maple flooring and pine and poplar siding are now being cut to odd as well as even lengths.

Considerable opposition to this innovation has arisen among retailers and consumers. The retailer contends that it is impossible for him to dispose of odd length material because of the prevailing methods of construction of wooden buildings, claiming that the initial saving of the manufacturer is transferred to the consumer. This argument is overcome, however, by the proportionally small amount of odd length material which will occur under the new system and because of the latter day practice of laying sub-floors of rough lumber and sheathing on the sides of houses before putting the finishing material in place.

The Forest Service has, because of the conservation element which enters this system, been recommending the cutting of odd lengths for some time past. Of late it has made investigations on the Pacific coast as to the amount of timber wasted under the old system of cutting even lengths only, and reports that in the states of Oregon and Washington this waste amounts to about two per cent of the total cut. Further, the Forest Service states that about 15,000,000 board feet of lumber might be saved annually through this system of cutting in these two states alone; extended to the entire country the figures would be large enough to make this an important item in timber conservation and one well worth the effort of lumbermen generally. The manufacturer realizes that this waste is unnecessary and can be eliminated without causing anyone any great hardship, and it only remains now to educate the consumer in this particular.

### Exports and Imports for October

Advance sheets from the Monthly Summary of Commerce and Finance issued by the Bureau of Statistics of the Department of Commerce and Labor, showing details of imports and exports for the month of October, 1909, give the total of wood and manufactures thereof imported during October, 1909, at \$5,301,062, as against \$4,651,363 for the same month last year.

Under exports of domestic merchandise, the report states that wood and manufactures thereof to a total value of \$5,716,580, during October, 1909, as against \$5,697,279 for October, 1908.

The exports and imports of the country are a fairly good index to the general state of trade in most lines of industry, and it is gratifying that commerce in wood goods for the month of October showed an increase over that for the same month of last year.

## Pert, Pertinent and Impertinent

### To My Best Love

So slender, virginal and delicate—

So cold to all the world, save me alone.

Yet when the flame within thy heart I light,

So tenderly responsive—all my own!

Beneath thine influence each trouble seems

To take swift wings and drop its dusky cloak,

(Dispelled, like mist, amid a thousand dreams),

And lightly soaring forth, ascend—in smoke!

Thy breath is peace and perfume—and thy kiss

Of all that's rapturous the prototype!

Ah, matrimony would be perfect bliss

If wives had half thy charms—my briar pipe!

Nowadays it's a poor rule that won't work five or six ways.

Money is a most efficient substitute for brains in the minds of a great many people.

Gambling has taught many a man how he couldn't make money.

The photographer does not take people for what they are worth but for what he can get out of them.

We usually know what is best for us to do, but the difficulty is in persuading ourselves to do it.

In the prohibition states there is more or less trouble brewing.

Descending from our ancestors is a lot easier job than rising above them.

An inquisitive woman resents nothing so much as curiosity in others.

A few people go around the world, but the majority of us are satisfied to pass through it.

It usually costs less to get a divorce than it does to pose as the defendant in a breach-of-promise suit.

Once upon a time a lawyer met a fool and his money; the next day the fool met the lawyer with his money.

The German "Herr" is an equivalent for the American "Mr." But the American "her" is more than an equivalent for any "Mr." on earth.

## Another Needed Philanthropy



The Boy: Say Mr. Rockefeller, I've got hook worms too. Can't you help me?

A good fellow is usually a man with a lot of bad habits.

In endeavoring to drown his troubles, about the best a man ever does is to make his head swim.

Faith is what makes us believe that the north pole really has been discovered.

To drift with the tide usually means to go broke on the rocks.

Sometimes being sorry for folks is just a mild form of boasting.

Many a man who has the courage of his convictions makes a darn fool of himself.

Probably if we could see ourselves as others see us, we wouldn't believe all we saw.

There are only a few men who can afford to buy champagne on a beer pocketbook—they own breweries.

Some men never do anything on time except to quit work.

Adam could not have had much sense of appreciation—there was no one to have less than he.

A lot of men seem to imagine that the only place where good fellowship exists is in front of a bar.

When a person tries to act superior, it's a pretty sure sign that he needs to act.

The self-made man is invariably well satisfied with the job.

### Morality

Morality's boundaries are fixed by geography. Like fashions in hairdressing, clothes and orthography:

An American scoundrel as likely as not Would be highly respected if born Hottentot. Peculiar proclivities, termed by us bestial, Are very good form in a high-class Celestial;

While fair Saxon ladies whom Turks think undressed

Would by—let us say Fijis—be thought quite oppressed.

We admit it is difficult, strange and confusing To find we should praise where we have been abusing;

But murder and rigamy, nakedness, vice, When viewed in right latitudes really seem nice! Some error was made at the hour of birth In selecting the spot for most mortals on earth. Were we just east or west, doubtless praise we'd be winning— As it is backaday we are children for sinning! —LIFE.







WALDEMAR GIERTSEN  
CHICAGO, ILL.

# Makers of Machinery History

NUMBER X

Waldemar Giertsen

(See Portrait Supplement.)

It is a big step for a foreign born boy to rise from the position of a cleaner of stoves to a place among the prominent figures in the making of woodworking machinery history in the United States. It is a rapid rise, indeed, when the intervening progress is made against serious handicaps and the niches occupied serve more to retard than to hasten the attainment.

Such has been the career of Waldemar Giertsen, president of the Chicago Machinery Exchange. This man has only himself to thank for his success. Coming to this country without funds, friends or special commercial training, he went to work and made work tell.

Mr. Giertsen was born in Bergen, Norway, October 1, 1868. His father was the largest herring merchant on the Norway coast, and his relatives were conspicuous in their walks of life and closely identified with the political history of their sections. Similar positions in this country would be considered as offering a young man fine chances; in Norway it is different, though such a station in life is one to be proud of anywhere.

Mr. Giertsen's education, terminated at the age of fourteen, corresponded to high school training in the United States. Although his school days ended at this comparatively early age, he has always been keen to gain that valuable, practical knowledge acquired through self-education. After leaving school the boy served in a hardware store in Bergen and it may be that there he obtained his bent towards things mechanical, yet the course he was at first compelled to pursue in America did not serve to aid it.

At the age of eighteen Mr. Giertsen left home to try out his ability in America. He came directly to Chicago, where he secured a position as a cleaner of stoves in a Milwaukee avenue store. Later he worked in a dry goods store, where he was advanced to bookkeeper and cashier. This work did not serve to awaken dormant faculties after a service of one and a half years, so he returned to the hardware business, taking a position in the hardware department in Mandel Brothers' big store. His next position was with C. H. Besley & Co., a large concern, and there he acquired much of the knowledge which made possible his successful career in the machinery world. After remaining with this institution two years he accepted a position with the old firm of J. A. Fay & Co. at their Chicago branch, which was later acquired by Manning, Maxwell & Moore. He continued this connection eleven years, saving sufficient funds to enable him to enter business for himself.

On July 1, 1900, Mr. Giertsen purchased with a friend what was then known as the

Machinery Exchange in Chicago, which handled various kinds of second-hand machinery. He disposed of all of the old stock and put in its place high-grade machinery. Four years later he secured control of the business and is now the sole proprietor.

The Machinery Exchange, when Mr. Giertsen acquired the business, was not on a firm footing and the stock carried was not sufficiently modern to meet the requirements of discriminating purchasers such as Mr. Giertsen wished to satisfy. It served, however, as a beginning, and through the foresight of a man who could perceive the commercial necessity of such a business, has developed in nine years' time into a distinct force in woodworking machinery lines.

On January 1, 1909, Mr. Giertsen purchased a controlling interest in the Herman Machine Company of Williamsport, Pa., whose product is sold by the Chicago Machinery Exchange. The exchange also handles the product of Baxter D. Whitney & Sons, Winchendon, Mass.; Greaves, Klusman & Co., Cincinnati, O.; McDonough Manufacturing Company, Eau Claire, Wis.; C. O. Porter Machinery Company, Grand Rapids, Mich.; Beach Manufacturing Company, Montrose, Pa.; Crescent Machine Works, Grand Rapids, Mich., and the West Side Iron Works, Grand Rapids, Mich. The concern also deals in high-class rebuilt machinery.

It is the intention of Mr. Giertsen to manufacture at his Williamsport plant moulding machines on an extensive scale. He is investing at the present time \$10,000 in improved iron working machinery looking to this end. He recently bought a lot 100 by 200 feet on Washington boulevard, Chicago, where he will soon begin the erection of a concrete and steel structure as a

home for his large and growing business. The capacity of this building will be four times that of the present machinery warerooms.

Mr. Giertsen tells an interesting coincidence in connection with the purchase of the property on Washington boulevard which will be the future home of the Chicago Machinery Exchange. For several years he had persistently imagined himself walking into a fine building on that very street. This idea remained in his mind almost continuously until one day a real estate agent visited him and made a proposition to sell him just such a piece as he had so long hoped might be his. The coincidence struck him so forcibly that, notwithstanding the fact that he had not been contemplating building, he forthwith made the purchase without quibble and ordered plans for the new structure which will be practically the same as he had long pictured it in his mind.

Mr. Giertsen is married, his wife being Miss Theckla I. Henschel of Sheboygan, Wis., before her marriage. Their only child is a boy nine years old.

Mr. Giertsen socially is very popular and is identified with a number of clubs. He is a Shriner, a member of the Hamilton, Illinois Athletic, Columbia Yacht and Pickwick clubs. He is an enthusiastic member of the Central church, of which Rev. Frank W. Gunsaulus is pastor.

In meeting Mr. Giertsen one is impressed by a certain decision and determination back of a modest and genial disposition. All that might be said about business acumen, foresight and energy surely applies to this man, for he has succeeded in pushing himself to the very top notch in his line in a few short years and in a strange land.

## Utilization of Hardwoods

Article XXXII

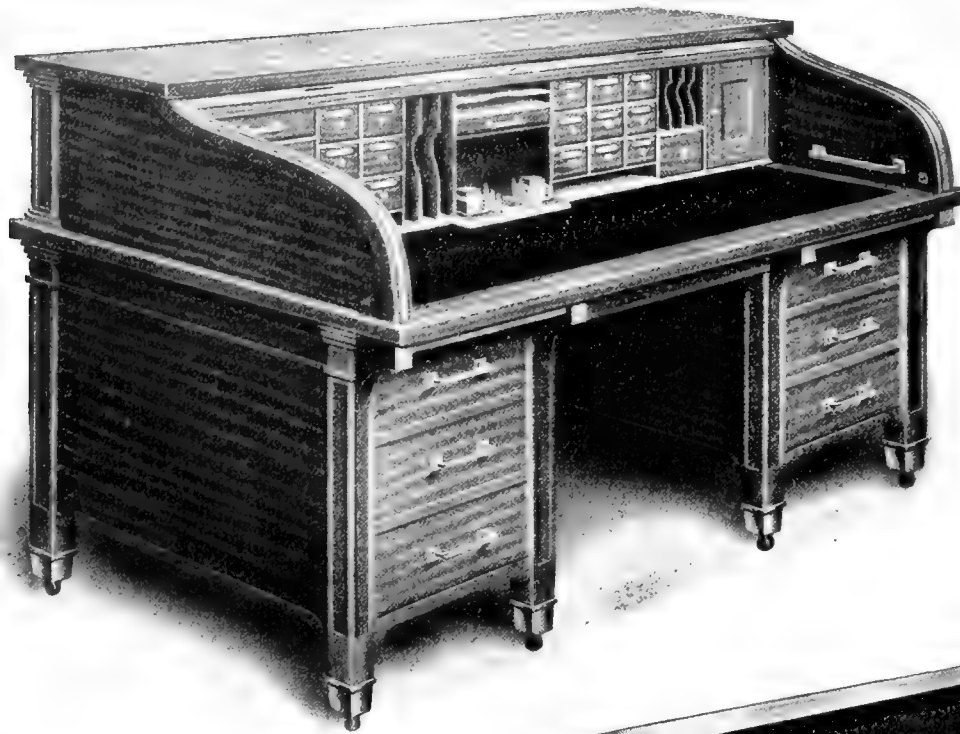
### SANITARY FURNITURE

Quite a large quantity of hardwood is used nowadays in the manufacture of what is commonly known as "sanitary" furniture. This term is somewhat of a misnomer, since the furniture, which consists chiefly of office desks and tables, has little of the sanitary element about it. The expression was supposedly originated by an eastern house, and aside from constituting a convincing talking point, the furniture known by this name is exceedingly attractive, and the sanitary feature has made it very popular.

There has been manifest for a number of years considerable distaste for a desk that fit snugly to the floor or rug. Around the outer edge and under it a world of dirt gathered, as it was neither convenient nor easy to move it in order to sweep under it.

Naturally, when some bright mind hit upon the idea of elevating the desk slightly by giving it legs, the idea caught and carried much favor with it.

The sanitary desk, however, was first introduced in the year 1876, but not with the same trade promptings as its recent successor. The A. H. Andrews Company, of Chicago, brought out a desk of flat-top design in that year that was quite as sanitary as any now in use. The only difference was in the style of the legs, which were much larger and rounding from the top to the bottom and had considerable ornamentation. The late P. D. Armour, the great Chicago packer, bought the first of the early desks, which was of a combination style. This desk had legs approximately fifteen inches in height.



A FINE CURTAIN DESK

The first sanitary desk had legs from ten to fifteen inches in height, while those now in use vary from four to ten inches. The high leg was quite useless and apt to become broken because of its exposed surface, and again it was unsightly. The short legs now used are quite as satisfactory for the purpose they serve and they make a more harmonious and graceful looking desk.

Sanitary desks are made of all kinds of hardwoods, but principally of selected quarter-sawn white oak, mahogany and birch. Sycamore is used for the pigeon-holes and basswood and birch for the drawer bottoms, though oak and mahogany are used also. Southern cane ash is also used to a considera-



SINGLE FLAT TOP DESK, WITH CONVENIENT SIDE COMPARTMENTS.



ANOTHER STYLE OF CURTAIN DESK.

ble extent in desk manufacture. Although up to this time desks have been made almost entirely of solid wood, veneer is beginning to be used and quite a number of desks now have handsome veneer panels.

The prevailing styles are very plain. The straight unornamented legs are finished with a brass cap to prevent nicking and blemishes. The roll-top desk differs in no essential particular from the ordinary curtain desk, but in the flat-top style a new feature that meets with great favor is the several pigeon-hole compartments, small drawers, space for card indexes, etc., on one side, and the usual drawers on the other side. A desk of this style is shown in one of the illustrations. One noticeable feature about the sanitary desk is that the roll-top is low. This makes a more attractive desk and is universally liked, so that the makers are manufacturing but few of the old high-top pattern. Flat-top desks are also being made lower.

Manufacturers are making about half

their product sanitary and half ordinary desks, but the sanitary style is growing steadily, and the prediction is made that in a few years none but this kind will be sold.

The illustrations shown here are from the A. H. Andrews Company and the Commercial Furniture Company, two of the largest desk houses in Chicago. The Andrews company claims the distinction of originating the leg desk in 1876. The Commercial Furniture Company manufactures nothing but office desks and tables and has one of the best factories in the West.

A meeting of the Gulf Coast Lumber Exporters' Association was held in the offices of the Holmes & Herrick Lumber Company at Gulfport, Miss., November 20, to discuss the regulations now governing the berthing of vessels reporting for loading. These regulations make such demands of the shipper that successful compliance with them and at the same time with the terms and conditions of the usual charter party is well-nigh impossible, and it is the hope of the committee that new regulations will be enacted which will be of benefit to all concerned.

## Are There Fortunes In Eucalyptus?

The HARDWOOD RECORD is in receipt of the following letter:

ST. LOUIS, MO., Nov. 29, 1909.—Editor HARDWOOD RECORD: Under separate cover I am sending you a report on Eucalyptus made by Messrs. Von Schrenk, Fulks & Kammerer, timber engineers of St. Louis, who, I am told, rank among the foremost authorities on timber in the United States. Kindly advise me your opinion of it.

The reason for doing so is that having read in one of your previous issues several articles derogatory to eucalyptus, and having personally become very much interested in the industry, after considerable investigation in the West, and knowing that a certain large carriage manufacturing concern in this town is using certain varieties of eucalyptus for hubs and felloes.

Any information which you can give me will be appreciated. Yours very truly,

JAMES MUIR.

The report of Von Schrenk, Fulks and Kammerer referred to is a document of some forty pages. The preface states that the planting of eucalyptus trees for industrial purposes and commercial profit is rapidly becoming widespread, and the general recognition of the value of eucalyptus lumber to replace the dwindling supply of hardwoods is focusing public attention on this new industry of California.

The preface also recites the history and standing of Prof. Von Schrenk, who is a well-known botanist and expert in forestry matters, and incidentally refers to E. B. Fulks and Alfred Kammerer, who, it says, are also technically trained men of high standing, formerly connected with the United States Forest Service.

Referring to the specific report of Von Schrenk, Fulks and Kammerer, it refers to the fact that the timber supply of the United States is rapidly being cut; that this decrease is giving rise to considerable anxiety among hardwood consumers, and that attempts are being made to find substitutes for woods hitherto employed. It states that of all the timber so far investigated, none has given so much promise of extensive utilization as the various types of eucalyptus; that large quantities of this timber have been imported during late years from Australia, notably for the car manufacturing industry, and that these importations have raised the question as to whether it would be possible to grow the desirable species of eucalyptus in the United States.

The report further states that eucalyptus has been grown to a considerable extent in California since 1860, but only recently has the planting of large tracts been attempted. The booklet recites that eucalyptus is a genus of the family *Myrtaceae* and is native to Australia and adjacent islands; that the variety known as blue gum, *Eucalyptus globulus*, was the first introduced into California, and has been most extensively planted. It tells of its reputation as a sanitary tree, which is legendary, as a preventive of malaria. The report states that the rearing of forests of blue gum can be accomplished more cheaply and more easily than that of almost any other tree, while the return is twice or three times earlier than

that of the most productive pine or oak forests; that other species are planted in California, notably the red gum, *Eucalyptus rostrata*; the forest gray gum, *Eucalyptus tereticornis*, and the sugar gum, *Eucalyptus corymocalyx*, and they rank next in order of quantity planted. Other less notable varieties have also been planted.

The report also states that *Eucalyptus globulus* and a few other varieties rank first as timber trees; that their growth is extremely rapid and that their wood is one of the finest hardwoods known to the world [italics are the RECORD'S]. It is stated that in plantations in California the average blue gum tree ten years old is from 90 to 100 feet high and from 10 inches to 12 inches breast diameter and that the other varieties are of slower growth.

Bulletin 196 of the College of Agriculture, University of California, referring to *Eucalyptus globulus*, says:

"Individuals of this species grow erect, as a rule, branching low in isolated specimens, while those in close plantings have small crowns and are particularly free from lateral branches. The bark of the seedlings is light bluish green in color, while that of the trunks of the old trees varies from a light brown to a gray or greenish color, due to the flaking off of the bark in long strips. The limbs are generally smooth.

"The stems of the seedlings are rectangular in shape, while their leaves and those of the sprouts of the old trees are opposite, oblong, bluntly pointed, and of a light bluish green color, darker on the upper side of the leaf. Those of the old trees are elongated, sickle shaped, leathery in texture, and equally dark green on both sides.

"This species is in bloom from January to May, the flowers being white in color, generally solitary, axillary and borne on short stalks. The whitish buds are angular, with a bluntly saucer-shaped deciduous cap, while the mature fruit is dark green in color, with from three to five valves, generally four barely enclosed."

The report recites details of propagation, insects and fungus—enemies of the tree, etc.

Referring to the subject of utilization, it reads as follows: "The principal interest in any wood, which is grown for commercial purposes, lies in the various uses to which the wood can be put when ready for marketing. With the large number of woods which are available for different purposes in the United States, it becomes a matter of particular interest to know what specific quality or qualities the various woods possess which render them more or less fit for any specific purpose. For example, we have been accustomed to consider white oak and longleaf yellow pine as the principal wood for structural timbers; in the wagon industry ash has been the chief wood used for whatever lightness and strength were the chief requisites; in

making tool handles hickory has been the chief wood employed, etc. The wood of the eucalypts possesses certain distinguishing qualities which make them particularly fitted for a large variety of purposes, which must be considered fortunate in view of the rapidly decreasing supply of the high grade hardwoods, which we have been accustomed to use. A careful study of these specific qualities of the various eucalypts has shown that this class of timber is particularly adapted to those industries requiring great strength and elasticity, and likewise to such uses where strength and lasting power are important." [Italics here are also RECORD'S.]

On the subject of the structure of the wood the report notes: "The wood of the eucalyptus family is intensely hard and strong; it ranking foremost in strength among the world's supply of hardwoods. [Italics are RECORD'S.] In its structure the wood differs materially from that of the hardwoods of the United States, the main difference consisting in the closely interlocked structure of the wood fibres, which gives the wood the appearance of great density. When looked at in cross section, eucalyptus wood appears almost solid—that is, the pores commonly seen very plainly in timber like oak, ash and hickory, are found to be very few in number and more or less closed. A great amount of the year's wood production consists of solid wood fibres. The closely interlocked character of the wood fibres is best shown by the appearance of a piece broken in shear. The broken surfaces of the specimen present a peculiar, corrugated appearance."

A paragraph of the document states that "the color of eucalyptus varies materially with the different species from a very light straw color to a dark red-brown, and in going into lumber the wood shows a beautiful grain. Some of the species when finished look almost like the true mahogany. That the presence of the figured grain is a striking quality of most of the species, and it is on this account that it makes very fine finishing material for the interior of houses and for the manufacture of furniture. [Also RECORD italics.] Generally the various kinds of eucalyptus wood are very hard, most of them being among the hardest woods known. The weight varies from 43 to 54 pounds per cubic foot."

The report further notes that the test made by the Forest Service shows that *Eucalyptus globulus* thirty years old is stronger than hickory and that *Eucalyptus corymocalyx* fifteen years old is nearly as strong as black hickory, and ninety-one per cent is as strong as second-growth hickory.

The report recommends the wood as valuable for the wagon and tool industry, furniture, agricultural implements, flooring, poles, piles, ties and posts. It states that the oil extracted from the wood is an excellent antiseptic and is highly valued for its

medicinal properties; that the residue left from the leaves is said to be a very good boiler compound, and that the residue contains a good tannic acid and makes an effective tanning solution for the manufacture of leather. The report concludes with tables showing the growth and yield of sundry eucalyptus plantations.

The document is issued under the auspices of the Sacramento Valley Improvement Company of St. Louis, and with due respect to the distinguished gentlemen who prepared the data for it, **HARDWOOD RECORD** begs leave to make sundry suggestions to people who have become interested in the growth of eucalyptus for commercial purposes with the idea that they can suddenly grow rich in the enterprise. The advertising columns of sundry magazines and newspapers just before the panic were filled with advertisements of eucalyptus promotion companies. During the year of the depression it did not pay them to advertise and these announcements disappeared. Right now, with the returning period of prosperity, there has been a renewal of the exploitation of the prospective profits that might be made in buying California lands and growing this wood.

About this eucalyptus proposition **HARDWOOD RECORD** wishes to impress upon its readers the necessity of extreme caution in making investments in this or any other commercial tree-growing venture.

Generally speaking, there are three distinct enemies to a profitable employment of money for the individual or corporation in artificial tree growth. The most important of these, the one which militates against a reasonable profit, is taxation. Very few states of the country exempt, as should be done, growing timber crops from taxation until the owner has a crop of timber, which logically should only then be subject to taxation.

Second, in many cases there is danger from fire or disease rendering the tree growth unprofitable.

Third, there is no legislation against depredation, the setting of fires and the stealing of timber, which are a constant menace.

With the elimination of these dangers and the utilization of lands unfit for agricultural pursuits, it would be possible for individuals to make handsome earnings on an investment where the variety of trees planted were adaptable to the particular soil of the region. The "glorious climate" and soil of California may be particularly adaptable to the growth of eucalyptus, and beyond question the different varieties planted there do grow with great rapidity, but investors should bear in mind the fact that the cost of land, planting, protection, and notably of taxation, is very heavy.

Again, with all due respect to the eminent authors of the brochure on the eucalyptus of California, the **RECORD** wishes to make further observations.

In the issue of **HARDWOOD RECORD** of April 25, 1909, there was a report of the third annual convention of the National

Hickory Association, which was held at Cincinnati on April 13 and 14. O. B. Bannister, a member of the Executive Committee of that association, in the course of an interesting address had the following to say about eucalyptus as a substitute for hickory.

"Eucalyptus is a hardwood which grows only in California. It is the fastest growing wood on the American continent, which means that it produces more board feet per year than any other. The quality of the wood varies considerably in the different species. The Forest Service is now experimenting with eleven different species to determine its usefulness in the hickory industry.

"Two hundred and fifty-eight trees planted in Berkeley, Cal., twenty-nine years ago now average 14,750 board feet per acre, with a maximum acreage of 44,000 board feet in thirty years. The trees, which were planted 8 feet apart, have an average measurement of 10 to 14 inches in diameter and 80 feet to the first limb, and a tree measuring 12 inches at the butt tapers only 10 inches at the first limb. Some species of eucalyptus are very hard, and have shown strength values which are greater than hickory. The wood is very free from defects, but it warps very badly. However, it is claimed by representatives of the Forest Service that this warping occurs entirely while the wood is in the green state, and that it is quite practicable to dry it successfully and overcome this warping. A factory in southern California has made wheels entirely of this wood and sold them, and found them to be quite satisfactory in service. A plant has recently been put in in California for making rims of this wood, and rims of hickory secured from the central states will also be made.

"The area of production is limited, as eucalyptus grows only in California. It cannot stand frost, and grows very poorly even north of San Francisco. The wood at the present time is worth from \$80 to \$100 per thousand feet for stock which is suitable for wagon material. Of course this is caused by the very small acreage now standing."

Although thoroughly competent to do so, Mr. Bannister failed to commend eucalyptus as a carriage material.

At this same convention a large number of specimens of the blue gum variety of eucalyptus was exhibited, which had been made up into various forms of wagon and carriage materials. The breaking strength of these specimens was shown and the results were so unsatisfactory from a carriage or wagon man's viewpoint that further attempts for the utilization of eucalyptus as a substitute for hickory were not seriously considered by any of the practical men present. A specific report on the fitness of eucalyptus for shaft work was made by the Pioneer Pole & Shaft Company of Muncie, Ind. This report was printed in **HARDWOOD RECORD** of May 25, 1909, but is herewith reproduced:

We received on March 3, 1909, twelve pieces of eucalyptus timber, 1 3/4 x 2 1/2 x 9' long, same having been shipped from San Jose, Cal., by the United States Department of Agriculture for the

purpose of being worked into shafts and forwarded to the laboratory of Forest Service at Purdue University for strength tests.

Our report on the timber and working of it is as follows:

Bent ten pieces into shafts and worked two pieces into cross-bars.

The timber when received was very dry and hard, badly sun-checked, evidently cut from dry lumber and from the top of the pile. In consequence we could not give it any drying or curing treatment.

The timber weighed 4.72 pounds per board foot on the average. Some pieces were of lighter weight than others.

The growth seemingly was very dense, but badly twisted and curly.

Using the sharpest of knives, the timber badly roughed up in planing. In planing this stock from 1 3/4" thick by 2 1/2" wide to 1 3/4" thick by 1 3/4" wide, tapered to pattern for shafts, i. e., 1 1/2" at the heel, by 3/4" square at the point, the sun-checking seemingly worked out, but after the material was steamed and bent these checks burst open badly.

In steaming the stock preparatory to bending, the material showed a relationship to the oak family, staining black in color.

Some of the pieces were steamed four hours, some were re-steamed to nine hours and as long as fourteen hours.

We found it to bend just as successfully after the four hours as after the longer period of steaming. In bending it shaped up very nicely at the points, but squashed badly underneath the heel. We doubt if any of these would pass muster in the trade for a well-made shaft.

In rounding the shafts, after they were bent, they roughed up badly again as in planing.

By belting, or sanding and polishing, by taking considerable time we were able to sand down these rough places to rather a smooth finish, yet it required considerably longer time and care to do this than it does with hickory, with the danger of leaving the shaft with a very uneven surface in an effort to belt down the rough places.

The length of time the timber will hold its bend, of course, would have to be determined. With the exception of one pair of shafts, which we retain, they were sent to the laboratory of Forest Service at Purdue University. The timber coming to us in the condition it was may not be a fair sample of that wood. The fact that it was dry and badly sun-checked of course was against it. Possibly a check of green stock, cured carefully, would show better results, yet if the nature of this timber is twisted and curly, as was this sample lot, and straight-grained material cannot be had, we doubt the practicability of using this for shafts. Will be anxious to know of the strength test.

THE PIONEER POLE & SHAFT COMPANY.

In the **RECORD** of the same date a letter, which is quoted below, was printed. This letter was from H. C. Haner, a well-known, practical lumberman of long experience, and who is pretty nearly an authority on the subject of timber growth:

CROWLEY, LA., May 15.—Editor **HARDWOOD RECORD**: It is a pity the circulation of the **RECORD** does not reach the sections remote from lumber manufacturing sections, so the good advice regarding the proposed "lumber corporations" (?) and other similar schemes would be more widely known as to their character and the results achieved from the methods such as they propose.

This being a section rather far removed from any timber production, the glamor of fortunes made is easily shed and receives a willing and anxious ear. Not long ago, in the daily paper of our community, there appeared a letter from a man who had "gone into timber," to quote the paper, and he was somewhere in the San Joaquin valley in California, and wrote a glowing account of how it was like finding money to go there "with a few hundred dollars and sand enough in his craw to rough it a few years, get a few acres of that soil and plant eucalyptus," and have nothing to do but wait for someone to bring the money around.

As a result there are people here now who have sent for seed and have the little plants growing in boxes and which are ready to set out three inches apart in rows. Just how many more times this "crop" has to be transplanted I do not know. But this enthusiast in the state of California says the trees are planted six feet each way, making them grow tall and straight. Coming south from Los Angeles can be seen many groves of these trees, planted in rows like corn, some of them fully 16" in diameter, and looking at least 100 feet high. Whether they are shade trees or planted for the timber could not be told, nor was there any sign of any cutting having been done.

It has created widespread interest here, as the climate in this section is a good deal like that around Los Angeles, and has inspired some of the parties to experiment with the idea of going



into timber raising. It might look as alluring as some of the ads of the foreign concessions and in all probability will yield about as much in reality. Whatever may be the trade conditions, whether the crop season is too wet or too dry and regardless of the acreage, that crop you mention, the sucker crop, still continues to be large.—H. C. HANER.

An editorial in the RECORD under date of April 25, 1909, referring to the Forest Service report on the qualities of eucalyptus as compared to other standard woods, stated: In strength, hickory being used as a basis of measurement and placed at one hundred per cent, it was found that hard maple in thimble skein wagon axles showed eighty-nine to one hundred and four per cent, while eucalyptus, from selected specimens turned to these axle sizes, developed only from sixty-eight to eighty per cent. Even Douglas fir, for this purpose, ranged from sixty to seventy per cent. In work tests—that is, putting wood to the test of jar and durability of service (hickory representing one hundred per cent), maple showed eighty-four per cent and eucalyptus sixty-six, while Douglas fir showed only fifty per cent.

A careful experiment as to the practicability of using eucalyptus for wagon and carriage poles and shafts, handled out by an expert in this line of manufacture, showed even worse results. It was proven that the involved and crooked grain of the wood made it decidedly unsatisfactory for poles and shafts, while its working qualities were reported as bad, and the labor involved in finishing it was much greater than in the case of hickory.

These two reports demonstrate that eucalyptus forms no logical substitute for hickory for carriage and wagon making purposes.

As a specimen of the organized bombastic exploitation of eucalyptus which seems to be rapidly making its way from California, the following is excerpted from a long editorial article entitled "A Fortune in Hardwoods," which appeared in the St. Louis Star of Nov. 14:

The growing scarcity of good oak timber has increased the cost of everything into which it enters. Notwithstanding the cheapening of all processes of manufacture and of other materials that enter into agricultural machinery, the increased cost of wood has prevented the reduction in prices that should have come.

This suggests the cultivation of oak as a private business venture, but it is a slow growing wood and few owners of land care to devote it to a crop that matures so slowly, no matter how great its ultimate profit may be. For this reason manufacturers are facing a greater increase in the cost of oak timber, with complete exhaustion of the supply as a final result. Naturally they are looking about for a satisfactory substitute. This substitute is the eucalyptus, of which several varieties are especially adapted to all the uses now made of oak.

For years eucalyptus trees have been cultivated in California—imported originally from Australia—for ornamental purposes, and by a few in groves for their timber value. During all that time its qualities have been tested and its habits studied, with the result that it is now declared by the forestry experts of the government and of California to be a perfectly satisfactory substitute for oak in the manufacture of machinery, tool handles and furniture, for building purposes and inside finishing, for timbers, railroad ties and firewood, and more practicable for cultivation because of much more rapid growth. A eucalyptus tree will attain larger size in ten years than an oak will in fifty.

Realizing that more money can be made from an acre of eucalyptus in ten years than from any other crop not requiring great risk and labor, the people of California have begun planting thousands of acres of eucalyptus, confident that the price of hardwood ten years hence will

be even higher than now and that there will be a hungry market for every foot of good timber they can produce. This great planting of eucalyptus was referred to by Mr. Pinchot and received his indorsement as a wise investment of money. Many a California man engaged in other pursuits than farming is laying up something for a not distant future by investing in a few acres of young eucalyptus trees, which will grow while he works and in the end will make him safe against possible want.

And that end is not far distant, because a tree becomes commercially valuable for firewood in five years and increasingly so for other uses as it gets older.

Such a large acreage of these trees is being set out that manufacturers using hardwoods have some assurance of a supply, though entirely inadequate in any proportions likely to be produced in this way.

It almost seems as if some eucalyptus promoter had "seen" the St. Louis Star.

The RECORD has no argument to make against the value of eucalyptus for firewood, medicinal uses, as a boiler compound and a tanning solution, and as stated in this article it appreciates the value of the wood for certain uses. The point which it has endeavored to bring out here is that the properties of the wood as a substitute for the high-class hardwood, in the wagon, furniture and handle industries, are to say the least conjectural.

The foregoing information from all sources at hand is herewith published simply to urge upon investors the necessity of viewing with some suspicion the alluring and bombastic announcements of promotion companies that investment in eucalyptus plantations means the accumulations of sudden and vast wealth.

People unfamiliar with tree growth should remember the one basic fact that nature does the like thing under like conditions. Never in the history of tree growth has it been demonstrated that a particularly valuable wood was of quick growth. Bear in mind the premier of tree growth, the oak:

Three centuries he grows, and three he stays,  
Supreme in state; and in three more decays.

It should further be recalled that any fast

growing tree has a predominance of sap and for qualities of strength and longevity sapwood has small value as compared to heartwood. The sap of some varieties of wood show great strength when green, but there is no fast growing sapwood that has any great and permanent strength when thoroughly dry. Green sap maple is very strong, but breaks when dry under a jar.

The editor of the RECORD professes to have considerable knowledge of wood physics. He has examined very carefully a good many specimens of various varieties of eucalyptus, and he has yet failed to be able to analyze a single specimen of possible high value for carriage or wagon making purposes, for furniture or kindred lines, or for remanufacturing purposes. Its milling qualities, on account of its involved grain, are extremely bad. It is weak in breaking strength. It possesses no beauty of color and very little of grain. He can conceive that eucalyptus might under chemical treatment make desirable railroad ties, good telephone and telegraphic posts and fence posts, but from any specimen of the wood which he has yet encountered, this would be about its limit for utilitarian purposes.

He wishes to remark further that there is nothing said in this article with the intent to be unfair or even unkind to the eucalyptus promotion game, to the promoters, or to the wood itself. This article is written simply, as has been previously stated, to warn investors to exercise extreme care and gain a thorough knowledge of tree growing history before they invest their money on the say-so of promoters, enthusiasts or strangers.

## Hardwood Record Mail Bag

In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.

### Misinformation from a Correspondent

CONASAUGA, POLK COUNTY, TENN., Nov. 30.  
Editor HARDWOOD RECORD: In your issue of November 25, under the head of "Timber Land Sales," page 36, appears an article to the effect that John C. Arbogast has sold to William Whitmer & Sons of Philadelphia, Pa., some 70,000 acres of valuable timbered lands in Polk county, Tennessee, and Fannin county, Georgia, which includes all of the saw mills, the railroads and about 25,000 acres of land owned by the Conasauga Lumber Company in Polk county.

There is absolutely no truth whatever in that part of this article which refers to the Conasauga Lumber Company. We have not sold our property to the Whitmer company or anyone else, nor do we contemplate a move of the kind. To the contrary, we are now figuring on adding to our present holdings a considerable boundary of timbered lands adjacent thereto, and expect to increase our output considerably within the next few months.

You will readily see what a detriment to our business, a report of this kind spread broadcast would be, and we will ask you to do us the kindness of giving as prominent a place in your next issue to our denial of the report as you did to the publication of same in your issue

of the 25th. CONASAUGA LUMBER COMPANY, C. B. Benedict, Vice-President.

The article referred to came from one of the RECORD's regular correspondents, which led it to believe that the information was accurate. THE RECORD takes pleasure in printing this letter, which shows that our correspondent was at fault. The original publication is sincerely regretted.—EDITOR.

### Commends the Record's Cincinnati Issue

CINCINNATI, O., Dec. 1.—Editor HARDWOOD RECORD: We wish to say that we were very well pleased with the Cincinnati issue, and think it was splendidly gotten up.—GEORGE LITTLEFORD.

### Released from Custody

NEW YORK, Nov. 23. Editor HARDWOOD RECORD: Regarding the article your paper published about me recently from your Bristol correspondent: When these papers were first presented here the magistrate seeing the nature of their flimsy character immediately released me on bonds, and when I presented the facts to Governor Swanson of Virginia, showing that I had left Virginia on March 22 to visit my dying sister, and the acts were alleged to have been committed on March 30, and he was shown conclusively that no crime was committed, he withdrew his request for extradition, and today the case was dismissed.—H. I. SOBLE.

The friends of Mr. Soble will be pleased to know that the charges against him were unjustified by the facts.—EDITOR.

# Forest Conservation and Merchandising of Lumber

Hon. J. B. White, of Kansas City, Mo., addressed the St. Louis Lumbermen's Club at its last monthly meeting on the subject "Forest Conservation and the Merchandising of Lumber." This was such a valuable and interesting dissertation on this subject that it is herewith reproduced for RECORD readers:

The subject assigned to me, "Forest Conservation and the Merchandising of Lumber," is so important and means so much to lumbermen that I feel it worthy of much better treatment than it is to receive at my hands tonight.

Production, distribution and exchange of commodities constitutes both manufacturing and merchandising, and conservation comes in as an economic necessity and applies to lumber and trees the same as to all other natural resources.

Abnormally prosperous times spoil us. We become careless in our methods; extravagance is manifest in every department. Our vigilance is relaxed, and to those of short experience to whom generous good times is a new thing are apt to come sad experiences. The little rivulet has begun to flow into their coffers, and they madly rush to increase the stream and become intoxicated in their race for wealth and do not stop to consider that in due proportion as we increase a surplus of product we decrease the price.

That we may, with fair profit, conserve one of the nation's choicest and most limited resources, we should strive to keep a just balance between supply and demand. The theory of a just balance in trade should be the central doctrine of a correct mercantile system.

There is no reason for a trust with extortionate prices, but there is a reason for a trust for the purpose of conserving natural resources and preventing waste and ruinously low prices. In either case the scales are out of balance and a great wrong is done. Whenever one is forced to sell any commodity at less than it can possibly be reproduced for, violence has been done to this theory of trade balance and loss, both to the individual and to the body politic, ensues. When the scales are forced against justice by the compulsory weight of combined control to the extent of a monopoly, and prices are forced upward beyond reason, then there is also a like loss to the individual consumer and also a loss to the nation, with the enrichment of a few at the expense of the many.

Manufacturers should meet and give to and receive from each other information for the good of all. They should study to know the demands and to control the supply measured only by the demand. In proportion as the scales fall to balance is injustice done to the individuals and to the nation, in one case by the waste of buying at ruinously exorbitant prices and in the other case by the waste occasioned by overproduction and a ruinously low price.

We have never studied the cost of lumber production and the cost of growing trees, and it is true that no one yet has ever sold a thousand feet of lumber at a price greater than it can be produced for. We have been prodigal with our trees, because we had so many of them, and it was necessary in early times to cut them down and burn them up in order that we might have corn fields and cotton fields.

Today we are in need of some effective combination that will aid us and aid the nation in saving our trees that we may have the necessary amount of timber for future use.

What can our stumpage be produced for? What can it be logged and manufactured for? And what can it be marketed for? These are the only three propositions to be considered. Below the cost of production there cannot be any trust that is injurious to a community or that is morally or economically wrong. If one

is forced by unfortunate circumstances to sell his corn or cotton for less than it cost to grow it, the community loses. He does not suffer alone. But these farmers get together and agree to limit supply and plant less; a wise action. Waste has ensued, yet corn and cotton will grow another year, but if we cut our trees and sell them at less than it cost to grow them a greater waste has been caused, for another crop cannot be grown in another year, nor in the lifetime of any one generation.

## SUPPLY AND DEMAND

In the world's commerce and trade in natural products, a fair and well-established demand in one balance and in the other a proper supply with a reasonable profit thereon constitutes honest merchandising and a healthy trade condition. In many commodities with normal and satisfactory conditions comes disease and disaster when the pulse is led by excitement to beat in feverish haste, when the bulls and the bears fight for market control, circulate wild stories as to the supply and as to the demand, and the masses who do not know and who let others do their thinking lose their heads and their money. It is wrong that our laws will protect this kind of gambling that changes the market directly adverse to the law of equalization as to supply and demand and permits monopolies to be formed to corner the supply and extort from the people. This is not legitimate trade or merchandising, but is speculation, of the character of high finance, coldly and shrewdly managed by those who know the facts or are better guessers as to the supply that can be brought to the market. We speak freely of this great evil of speculating in the necessities of life, where the public has to pay the loss, yet we, as lumbermen, know just how it is in our own business of manufacturing and merchandising in lumber, where we overproduce and are paying the loss, which is a loss also to the future public. We know we are making too much lumber, that the supply is greater than the demand, and that we have perfect control of the supply and can regulate it according to the demand, and yet we do not do it. We know absolutely that we cannot grow even a fifty-year-old tree containing not exceeding five per cent above No. 1 common for less than \$12 stumpage with all conditions favorable, including low taxation, yet we are selling better trees, 150 years old, for \$5 stumpage, which contain twenty-five per cent above common and makes a difference in value of more than \$12 per thousand from what we are now getting.

We can rightfully insist, without reasonable complaint against us by the public, that we should have at least as much for mature trees of superior quality as it will cost to raise immature trees of inferior quality. It is a positive sin against posterity for a lumberman to sell his lumber at less than cost of growing the trees or less than some good competitive substitute can be provided for. Any law and any trust that will prevent a man cutting and selling timber below the cost of reproducing it and a reasonable added profit, is a good law and a good trust for the people.

If we cannot singly protect ourselves against ourselves we should be permitted to combine ourselves in such a manner that we cannot break a moral principle at the expense of the comfort and needs of future generations. We are not good manufacturers; we are not good merchants; we are not good landlords or good tenants; we are mighty poor business men and should be restrained in the interest of conservation and for the benefit of ourselves and of this generation and of those who are to come after us.

## FOREST CONSERVATION AND THE PEOPLE

Can the demands of forest conservation ever be taught the people? I believe it can, and we

should all enthusiastically help in this cause of good education. Laws are going to be passed, and we must see that they are good and just laws. Private interest must always give way to public interest. The injury of one is the concern of all. The greatest good to the greatest number and equal and exact justice to all are the popular public mixims.

It should be made, and it will be made, unlawful for any individual or corporation to commit waste of natural resources of state and nation. States will endeavor to pass uniform laws, so that the citizens of each state will have the same equal privileges as the citizens of other states. And for forest conservation, one of the most important of our natural resources, something like the following might well be considered:

An act entitled, "An act to encourage forest growth and conservation; to prevent timber waste, and for other purposes:

Section 1. Be it enacted, That whenever it shall appear to the State Forest Commission that waste is being committed on state or private forests, after due examination thereof, notice shall be served upon the owner, party in charge or person or persons committing the waste, and the owner or party offending shall make restitution by paying into the state fund for conservation and reforestation the value of such waste, to be ascertained in manner following:

If the timber cut and removed is being sold at less than cost of reproduction it shall be prima facie evidence of intentional violation of this act, and the difference between the price obtained and the cost of reproduction, to be estimated and ascertained according to the best available methods, shall be the measure of damage to be assessed and collected, as all fines and penalties are adjudged and collected for other misdemeanors. If the whole or any part of such tree is left to waste in the woods, then the market value shall be ascertained in like manner and the entire value assessed against the owner or offending party in same manner, together with sufficient penalty in either or both cases to cover cost of prosecution.

Sec. 2. If the Forest Commission find that waste is occasioned by ignorant or wanton methods, not subservient to economic principles of reproduction, and inconsistent with good lumbering as the same is or should be practiced by efficient and economical operators, and as approved by said commission, then shall notice be given to said offender, or to the owner of such timber, and the violation of, or neglect to observe the requirements of this act and of said notice, shall constitute a misdemeanor and the loss or value of waste occasioned thereby shall be ascertained and collected as in the preceding section.

Sec. 3. It shall be lawful for foresters, owners of timber, loggers, lumber manufacturers and others to meet together, form associations, discuss and agree together upon policies of public and private interest in the economical cutting, manufacturing and marketing of forest trees, and of the products thereof, with the object in view, and to the end desired, that surplus shall not accumulate beyond the demands and requirements of the market, and that waste to the forest and its products and consequent loss to the state be not sustained thereby.

Sec. 4. All acts, or parts of acts heretofore enacted into law, which conflict with or are inconsistent with the spirit of this act, and of its proper and thorough application, the same shall be and are hereby repealed.

Sec. 5. The provisions of this act shall become effective immediately upon its passage, upon receiving the signature of the governor.

Of course, the above proposed legislation presupposes that other legislation appropriate to the needs of conservation has been passed and

a fund provided for the use of the commission.

There is no legislation sought for regulating or proposing to regulate the size of trees that shall be cut. The market will do this. Often a small tree is worth more in dollars than one of the same kind that is larger. Various requirements demand different size trees. A small tree is sooner reproduced. Cut for the market regardless of size, plant, conserve and grow again. This proposed legislation is not offered with the belief that it fills all requirements or that it is most wisely drawn. It has been hastily prepared and is offered as food for intelligent thought.

Now, there is another very important contributing factor coordinating in price conditions and affecting values, which we must consider. Value is not determined by cost of production alone, if it has in competition a commodity that serves as a good substitute; but with no substitute and where the cost of production is as certain and as nearly uniform as it is with lumber there should be little trouble to maintain such a uniform price as would prevent waste.

#### CONSIDERATION OF SUBSTITUTES

Steel and concrete are substitutes for some purposes. We can never raise trees at a cost to take the place of steel and cement in many modern structural buildings and bridges; and if it is true that at a price less than the cost of growing trees, these and other substitutes of brick, stone, paper, composite board, etc., will come in to successfully prevent lumbermen getting cost for their product, including this tree cost, then forestry is doomed unless new uses are found for wood. If as good a substitute can be produced for less money, we might as well cut our present forests while we can. Future generations will not need them because of the better and cheaper substitutes. Forestry will then mean only the care of trees on the game preserves; in national, public and private parks; on lawns and by the roadsides, along the watersheds, and at the sources of rivers and streams; but if more than this is to be required of us, and commercial woods are to be grown, it is very evident that they must bring the cost of growth, for timber will not be grown for a profit unless it brings a profit, and it will not be grown at all except for profit unless by the nation at the expense of the public, which will be no saving in the end.

Now, it is the belief of scientific foresters and of students of conservation the world over that there can be no substitutes for general uses for which wood is now required that can be furnished below cost and a reasonable profit for growing trees; yet they all agree that the individual needs protection and help by the state in the way of lessening of taxes, which will lessen the haste of cutting forest trees. The slogan should be, "Let the tax follow the saw." In all things the consumer pays the taxes, and we are all consumers, so we help pay each other's taxes. No tax of any kind should be paid on timber or on timberland until the trees are manufactured into lumber. It will then not make so much difference what the tax is, as it will be added to the cost, the same as are taxes in other products always regarded as a part of the cost thereof. With no taxes to be paid until the timber is cut the owner has some inducement to protect and foster growth and run the risks of storms, diseases and other dangers.

National wealth is not rightly measured by the balance in the treasury or by money in bank to the credit of its citizens. It is more correctly represented by the available raw materials within the nation's boundaries. Their development calls for labor, and labor becomes an ally and an important added source of wealth. The cost of reproducing such raw materials as can be reproduced includes the labor and fixes the price.

Such commodities as cannot be reproduced, like coal, oil and natural gas, where the supply

is not in sight, estimates are made from such scientific geological data as is available, and the probable supply for decades of years is considered; but the price is most altogether influenced by its competitive substitutes, as, for instance, in certain localities coal displaces wood; coal oil displaces sperm oil and tallow for lights; manufactured gas displaces coal oil; natural gas displaces manufactured gas, and cheap water power, in favorable localities, displaces them all. It produces electricity, which produces heat, light and commercial power at a cost such as drives the others out of all competition.

So far, and in such instances as lumber has a good substitute, will the price be affected by the cost of that substitute; and it may, for a short time, thereby be kept at a price below the cost of reproduction; but it cannot long so remain, for it will not be reproduced at a loss. Yet what are we lumbermen now doing? We are in face of a great demand and a constantly decreasing supply of raw material for which there is no good sufficient substitute, ruinously and wastefully manufacturing more than the market demands and at prices far less than the cost of reproduction.

#### FOREST TREES FOR FUTURE SUPPLY

In the wise economy of growth and selection of forest trees for future supply, trees of rapid growth and those superior in quality will largely take the place of those of inferior quality, all requirements and conditions of soil and location being equal. Some species may become almost extinct for commercial woods. For example, hemlock may give way to white pine of more rapid growth, certain species of oak will displace those of inferior quality. Wise economy demands and justice requires that we secure a maximum of value at a minimum of cost, and that the selling price shall not be exorbitant.

We are entitled to natural advance of raw material which our foresight enabled us to take advantage of, and it is none the less valuable because we bought stumpage for a fraction of its present value. We will commit waste if we sell it for less than it can now be replaced for.

Labor and capital constitute wealth, and capital includes raw material; and when one impairs his capital he commits waste, sustains loss, and if he continues he will surely become bankrupt.

If one takes the risk of advancing capital in any enterprise to employ labor, he is entitled to a safe profit and should control the business free from annoying legislation which prevents or limits his privileges in getting together with other manufacturers gathering such information and having such understandings with each other as will prevent waste of either public or private resources.

The experience of this and other nations is that much legislative interference by the state is most often unwise, does great harm and little good, and history bears out this statement. There are instances where legislation is needed and is justified by humane reasons, such as the regulation of child labor and sanitary conditions and oppressive monopoly; but under the national and state antitrust laws such is their possible power and range that much more harm than good is being done under their radical enforcement, and many of those who helped to frame these laws now say that some provisions should be amended or repealed. This was asked for by ex-President Roosevelt, and I notice that President Taft proposes to carry out the Roosevelt policies and advocates the amendment of the Sherman law.

#### TALK ABOUT A TRUST

Lumbermen have been accused of being in a trust when they were struggling to keep their heads above water and prevent bankruptcy. They have been summoned before courts and tribunals when they had gotten together and were trying to adopt plans to save themselves from impending disaster and prevent waste of their forests. During the panic of 1907, when

it was necessary to consider plainly the situation of their increasing indebtedness and waste of natural resources, it was thought best not to admit reporters, as their publication of certain alarming conditions might, in the excitement, add to the then present dangers. But the cry of trust caused the president and secretary to be brought before the court then in session and the minutes and transactions of the meeting examined before the grand jury.

Sometimes it looks as if a rift is appearing in the clouds. I note that the right of corporations to organize subsidiary corporations to conduct a part of their business was sustained last week by Judge Elmer B. Adams of the United States Circuit Court of Appeals in deciding a suit brought under the Sherman antitrust act. Then, in another state, we note that the state department last week charges that a combine amongst lumbermen exists because the mills only operate four days in a week. The lumbermen reply that they can't get cars. Now when they get cars, will they run six days in a week in order not to be arrested for being in a "trust"? Will lumbermen be obliged to overproduce and commit waste? Will conservation never come until the last tree is cut?

Merchandising is easier if we practice thorough conservation and do not waste by selling commodities manufactured from our natural resources at less than their cost of reproduction. Let the motto be, "Selling a product below cost of reproduction is waste." A reasonable profit above this cost is legitimate merchandising.

Another thing, forest conservation has come to stay. Let it not serve us weakly by its purely academic theories, but let us all join that it may serve us strongly with the practical help we can give to these theories. Practical forestry will prove itself our friend. It is our work. Gifford Pinchot has unselfishly aided us, with nothing to gain beyond the cause he loves. He suffered much discomfort in our behalf because of the prejudice and misunderstanding of the people as to the truth of the situation and what real conservation demands. We owe him a debt of gratitude.

#### CONSERVATION OF WASTE PRODUCT

Until the eighteenth century merchandising, commerce and trade were considered an art, but economists of later years regard it as a science, requiring educated and broad intelligent management. Lumbermen who are progressive in everything excepting that which pertains to their own cult should learn the science and inevitable laws which govern their business, and it is our duty to then lend an energetic hand to help educate the people as to true economic conditions regarding this, one of the most important of our natural resources. When the public mind becomes inflamed over sensational press articles that the forests are disappearing, and that lumbermen are devastating and committing sinful waste, influenced by poetic sentiment and wild prejudice, then the truth needs to be told, and told effectively and well, that unwise and harmful legislation to the whole people be not enacted. They should know that cities and towns, and the demands of a constantly growing population cannot obtain without the marketing of our forest products, and that every manufacturer is eager to save and sell everything he can find a market for.

While in New Orleans I visited the American Turpentine & Tar Company's plant, which is a concern owned by one family and no stock is for sale. They are going to build another plant. They started this plant with sixteen stills. They now have forty stills and they told me that they got from one cord of wood the following products:

Three hundred gallons of pyroligneous acid of uncertain value. They sell it all the way from 4 to 20 cents a gallon. There is an overproduction of this acid, because they have not yet found sufficient uses for it:

10 1/2 barrels of charcoal, at 50c a barrel..	\$ 5.25
50 gallons of finished tar, at 8c a gallon..	4.00
9 gallons of turpentine, at present market value of 52c.....	4.68
1 1/2 gallons of pine oil, at 35c.....	.52
2 gallons of tar oil, at 11c a gallon .....	.22

Being a total of.....\$14.67  
exclusive of the 300 gallons of pyroligenous acid. They told me there was plenty of room for more of these plants. They use the dry

wood, more especially the limbs after the sap has decayed, which they say will take from three or four years after cutting, so that the wood can be used in this what is called the destructive process.

Then there is the new discovery in Chicago, whereby grain or ethyl alcohol is made from sawdust and all kinds of wood refuse by converting the starch in the wood into sugar and then into alcohol, that is in all respects equal

to that made from corn or other grain, and this can be made at a cost of but a trifle over 4 cents a gallon, and, including packages and all expenses, not to exceed 8 cents a gallon ready for the market.

Let us join this movement of conservation and help lead it wisely and well for the greatest good to all. Conservation and new uses for raw material is the foundation of successful merchandising of all forest products.

# Annual Northwestern Hardwood Lumbermen's Association

The twenty-first annual meeting of the Northwestern Hardwood Lumbermen's Association was held at St. Paul, Minn., Dec. 7, 1909, in the directors' room of the St. Paul Commercial Club, followed by the annual dinner at half after six o'clock.

The business session was called to order by President A. H. Barnard with a representative number of members present.

Secretary J. F. Hayden read the minutes of the last annual meeting and of the last monthly meeting, and they were approved without change. President Barnard then presented the following annual address:

extra quantity as to width, then that should be mentioned. The same thing would hold good on any other sales that any of us might make. When a car of lumber is sold at a low price, be sure to give the full reason for selling it. In this way we can all be benefited and arrive at the general market price.

It certainly looks bad to go into a factory yard and see a fine car of 1-inch firsts and seconds birch being sold at \$32, then into another and find a car of clear birch, 12-inch and wider, all red, selling at \$45. The first lot should bring \$35, the last \$65 or even \$75. You could not get in oak for \$75 per M.

Considering the prosperity among the different factories, it certainly seems to me that hardwood lumber of all kinds should be materially higher. I cannot recall a time when all factories had a greater abundance of orders, and under these conditions it seems to me that prices must advance.

I might call your attention to the fact that the associations of these clubs are very popular in the different cities of the East: Buffalo, Cincinnati, Indianapolis, Cleveland, Chicago and Memphis. There it is the usual custom to have these gatherings at the noon hour, having a regular place where different members take their lunch, and they talk over the situation practically every day. They also use this opportunity to buy stock they may want from one another and also use the gathering as a selling proposition. I know, myself, many times that I have had cars of lumber which, apparently, I could not sell; I have offered them to some of you and in that way I have been able to make disposition and help out the other party.

So far as I have been able to ascertain, the inspection department has run along very satisfactory to all members. Mr. F. H. Long has been kept busy and has made his expenses and more every month. This all speaks well for the good work the National Hardwood Lumber Association is doing for us and is doing for the entire country. Nearly all of you can recall when there was no way of adjusting matters of this kind except by fighting it out, which was very unsatisfactory to the consumer. This national association mode of adjusting differences banishes any bad feeling on the part of either party. And so far as I have been able to judge, it has been the means of showing up unreasonable kickers, which is surely a benefit to every man in this association, whereas in the old days the other fellow knew nothing about it. I, myself, have not been backward at all in telling of the different experiences I have had with people where the National inspection was not accepted, and in comparing notes in this way everyone has found out my views and I have also found that you were practically all of one mind.

Regarding the general market conditions, I would like to call your especial attention to the enormous consumption of all varieties of hardwood lumber in the East. Chicago especially is enjoying very good trade, while the report from Cincinnati, Pittsburg, Buffalo and eastern cities seems to be very healthy, with a steady increase in value. Birch and maple are in-

creasing in value very rapidly, and with the enormous demand for these two woods I fail to see why the price should not be \$10 higher. I feel that it would be along the line of reforestation if the price were at a point where the true value was being received for the wood.

We are also talking about the demand, and if we will stop to consider that there is a steady constant demand from all the sash and door factories, and that practically all the furniture factories have turned to birch, it certainly does not seem right to be selling this beautiful wood at the low prices which are now prevailing. Comparing it with hemlock, tamarack, low grade pine, etc., which are in enormous supply with no demand, you will see that the price is



ARTHUR H. BARNARD, MINNEAPOLIS, PRESIDENT.

### President's Address

Gentlemen, it has been my pleasure to preside over the different meetings we have had during the past year, and I trust that you have one and all found these meetings beneficial in one way or another. It has always been my idea that this association was really formed and the good could be derived from it along the lines of a get-together meeting, as there is no question in my mind but what the greatest good can come from these gatherings by each one attending and exchanging views as to the supply and demand of lumber. It would certainly be a fine gathering if we could all talk over plainly and frankly the lumber situation as it appears. When one sells a car of first and seconds lumber, regular widths and lengths, for a good price, it is a fine thing for the other man to know, and right here allow me to say that if you get an extra price by delivering an



W. C. STANTON, ST. PAUL, VICE-PRESIDENT.

unreasonably low. We should be getting at least \$40 for firsts and seconds birch, \$30 for No. 1 common, \$22 for No. 2 common and \$15 to \$17 for No. 3 common. By this comparison I mean the low grade lumber. Then you take the clear birch at \$35. Clear pine is \$65, with a much greater demand for birch.

If this subject could be talked over, I am sure the price could be obtained. I am not saying this with any idea of forcing up the market; simply getting value received for the wood we are delivering.

I thank you all for your attendance at the different meetings and your generous support.

The annual report of the secretary was the next order of business:

### Report of Secretary Hayden

Mr. President and Gentlemen: The past year has been rather uneventful in our association work. Members appear to have been fairly



well satisfied with trade conditions, and other matters affecting the welfare of the hardwood lumber business. Market values have been mending slowly. The railroads have evidently been acting in a satisfactory manner, and the only note of dissatisfaction has been over the inability of the members to secure the services of the National inspector when wanted.

Regarding this latter, your secretary had some correspondence with the secretary of the National Hardwood Lumber Association early in the year and received assurances that he would instruct the inspector to limit his absences from this market to ten days, if possible; and when not able to do so, to leave his address at his Minneapolis headquarters. In spite of this, however, he has not always been available when wanted.

The membership of the association has remained practically the same during the year. A year ago we had twenty-three members. We now have twenty-one. The Minnesota Lumber Company and the Hawkins Land & Lumber

balance:

Balance on hand December 1, 1908.....	\$ 3.93
Receipts .....	126.50
Total .....	\$130.43
Disbursements .....	103.50

Balance on hand.....\$ 26.93  
On motion the reports of the officers were accepted.

#### Report of Board of Arbitration

F. H. Lewis reported for the Board of Arbitration that since the inspection of lumber in the Northwest is in the hands of the National Association, the board has nothing to do with disputes over grades. He believed the work of the inspector had been satisfactory as a rule. He knew of only two cases where a reinspection had been called for, and in one of those the original inspection of the inspector had been preferred by the complainant.

On suggestion of W. C. Bailey, the chairman of the board was asked to get the number of cars that had been inspected by the National inspector and incorporate it in his report.

N. C. Bennett, reporting for the membership committee, said no new members seemed available.

#### Report of Forestry Committee

D. F. Clark presented a good report for the forestry committee. He said that the question involved two things—the cutting of the forests and replacing them by reforestation. The Forest Service had to contend with two great destroyers—insects and fires—and it has made great progress in combating both. He then referred to the rather strong forestry laws enacted by the Minnesota legislature, and particularly to the provision that required railroads to take great care to prevent fires from locomotives. He read from the report of the Forestry Commission of Minnesota showing the possibilities of reforestation, but stating that it was a work for state and national government and not for private individuals. He also read from the figures of the Census Bureau and Forest Service for 1908 showing the number of mills reporting, the cut of lumber and its value. These showed a decrease of 17 per cent in cut and 23 per cent in value. In spite of this, the lumbermen are getting less for their lumber than two years ago. He read part of the constitutional amendment that will be presented to Minnesota voters providing for 1/15 of a mill tax for forestry.

#### Report of Waterways Committee

F. A. Nolan for the waterways committee said he had prepared no report, but wanted to call attention to the fact that the National Waterways Commission, after visiting Europe, had said that we had greater possibilities in the Mississippi river than any European river. The main trouble was that the railroads had gotten possession of the river banks and had all the ground for wharves and docks.

W. C. Stanton asked what had been done by Minneapolis and St. Paul about raising the \$250,000 asked by the government for a high dam between the cities. Warren Seeley, sec-

retary of the St. Paul Commercial Club, was invited in and said that the commercial clubs of the two cities had agreed to raise the money.

After some further discussion the subject was dropped.

A. E. Petterson, for the committee on arrangements, reported that the evening entertainment would consist of a dinner and talk by prominent citizens.

The secretary then read a communication from the St. Paul Manufacturers & Jobbers' Association asking for some expression on the corporation income tax law, but on motion it was decided to postpone action.

The question of better service from the national inspection system was then taken up, and culminated in a motion by Mr. Clark that the secretary write the secretary of the Na-



C. F. OSBOURNE, MINNEAPOLIS, TREASURER.

Company dropped out, and no new members have been added. Whether or not there are other eligible hardwood dealers in this market is best known to the members of the association, and if there are the membership committee is undoubtedly willing to receive suggestions.

At the last annual meeting a rough draft of the new constitution and by-laws was read and a committee consisting of W. C. Bailey, C. F. Osbourne and the secretary, was appointed to finish and present the document at the next meeting. It was revised and read at the meeting of January 18, adopted at the meeting of March 6, and reconsidered, amended and finally adopted at the meeting of March 27.

At the meeting of October 4 the secretary read a letter from the secretary of the Oregon & Washington Lumber Manufacturers' Association asking for support of this association for the "odd lengths" movement. He was instructed to inform the western secretary that our grading rules already officially recognize odd lengths as standard.

Whether or not the work of the association has been satisfactory to the members during the year is not for me to say. The evidence is in favor of an affirmative answer.

#### Treasurer's Report

Treasurer C. F. Osbourne's report showed the following receipts, disbursements and



D. F. CLARK, MINNEAPOLIS, CHAIRMAN FORESTRY COMMITTEE.

tional Association asking him to instruct his inspectors to report their whereabouts to the chairman of the Board of Arbitration of the Northwestern Association.

#### Election of Officers

The president then appointed as a nominating committee W. C. Bailey, A. E. Peterson, F. H. Lewis. After a brief recess the committee reported recommending the following:

President, A. H. Barnard, Minneapolis.

Vice-president, W. C. Stanton, St. Paul.

Treasurer, C. F. Osbourne, Minneapolis.

Secretary, J. F. Hayden, Minneapolis.

Board of arbitration: P. R. Hamilton, chairman; G. S. Agnew, Chas. Oliver, A. E. Peterson, F. A. Nolan.

Membership committee: N. C. Bennett, chairman; F. M. Bartelme, H. Levine.

On motion the secretary was instructed to cast the ballot of the association for the nominees, and they were declared elected.

On motion the chair appointed as a committee to prepare resolutions on the death of James E. Defebaugh, of the American Lumberman of Chicago: W. H. Sill, F. H. Lewis and J. F. Hayden.



The meeting then adjourned.

There were present:

Arthur H. Barnard, A. H. Barnard, Minneapolis.  
W. C. Stanton, Stanton-DeLong Lumber Company, St. Paul.  
D. F. Clark, Osborne & Clark, Minneapolis.  
C. F. Osborne, Osborne & Clark, Minneapolis.  
W. C. Bailey, Minneapolis.  
W. H. Sill, Minneapolis Lumber Company, Minneapolis.

P. R. Hamilton, Minneapolis Lumber Company, Minneapolis.  
H. Levine, Levine Timber & Lumber Company, Minneapolis.  
A. E. Peterson, Peterson-Moore Lumber Company, St. Paul.  
F. A. Nolan, St. Paul.  
F. H. Lewis, Minneapolis.  
H. Booraem, Halsted & Booraem, Minneapolis.  
A. S. Bliss, Payson-Smith Lumber Company, Minneapolis.  
N. C. Bennett, N. C. Bennett Lumber Company, Minneapolis.

T. R. Jones, G. W. Jones Lumber Company, Appleton, Wis.  
T. T. Bartelme, F. M. Bartelme, Minneapolis.  
G. S. Agnew, G. S. Agnew Lumber Company, Minneapolis.  
F. M. Bartelme, Minneapolis.  
Charles Oliver, Minneapolis.  
A. B. Leasure, Charles Oliver, Minneapolis.  
J. F. Hayden, Mississippi Valley Lumberman, Minneapolis.  
George DeLong, Stanton-DeLong Lumber Company, St. Paul.

## Meeting Chicago Hardwood Lumber Exchange

The Chicago Hardwood Lumber Exchange held its regular monthly meeting at the La Salle hotel, November 27, preceded by a delightful luncheon at 12:30. It was in many ways one of the best meetings the exchange has held of late. There were forty-three present. President F. L. Brown presided, and Secretary J. H. Dion recorded.

The chief business to come before the exchange was the report of the Publicity Committee, which has had under consideration for several weeks the question of designing a sticker for use on mail in advertising Chicago as a hardwood market.

After the roll call and reading of the

man of the Trade Committee, no report from this committee was presented.

The Entertainment Committee made no formal report, but Chairman J. L. Lane referred to the fact that the interest in the exchange is manifested by the disposition of the members. Mr. Lane also advanced the proposition that it would be a good thing for the exchange to meet every two weeks instead of once a month, but President Brown, without putting the matter to a vote, decided that the exchange was fully committed to the present arrangement, and it would not be wise to reopen the matter.

H. S. Hayden, chairman of the Publicity

The sticker proposition, as an advertising medium, was discussed at some length by the exchange. Mr. Hayden emphasized the fact that the exchanges of Memphis, Cincinnati and elsewhere are using different forms of advertising, and that if Chicago desired to keep pace it would be necessary that some advertising features be adopted. There was, however, not the slightest hesitancy upon the part of the members to adopt the sticker as one of the best of such means.

F. B. McMullen moved that the secretary call the roll and receive subscriptions for the sticker in order that it might be determined how many to order. The responses were lib-



F. L. BROWN, PRESIDENT.



J. H. DION, SECRETARY.



H. S. HAYDEN, CHAIRMAN PUBLICITY COMMITTEE.

minutes of the previous meeting, which was held October 16, the reports of standing committees were heard.

Chairman Schreiber of the Labor Committee reported things running smoothly in labor affairs, and suggested that all members label their wagons.

Chairman Trainer of the Market Conditions Committee advised that his committee had no report to make, and said that none was required at this time.

At this juncture application for membership for W. W. Dings, secretary and Chicago manager of the Garetson-Greaseon Lumber Company of St. Louis, was presented by Charles Westcott, chairman of the Membership Committee, and accepted.

Owing to the absence of O. O. Agler, chair-

man of the Trade Committee, no report from this committee was presented. The Entertainment Committee made no formal report, but Chairman J. L. Lane referred to the fact that the interest in the exchange is manifested by the disposition of the members. Mr. Lane also advanced the proposition that it would be a good thing for the exchange to meet every two weeks instead of once a month, but President Brown, without putting the matter to a vote, decided that the exchange was fully committed to the present arrangement, and it would not be wise to reopen the matter. H. S. Hayden, chairman of the Publicity

Committee, who has labored assiduously in the exploitation proposition, followed with the report of his committee. Mr. Hayden presented a proof of an embossed sticker which, he said, the committee deemed most suitable for use in advertising Chicago's hardwood interests. This is an artistic design showing the famous Y, indicative of the Chicago river and its North and South branches, in the center, and the inscription "Member Chicago Hardwood Lumber Exchange—Chicago the Greatest Hardwood Market" surrounding it. The color scheme is gold, red and blue, and will attract attention anywhere. These stickers may be had at \$3 per thousand in lots of 100,000 or more. The cost of the original die was estimated at \$6 to \$7, while the set of electros was figured at 75 cents.

eral, and 100,000 were subscribed with a number of members absent. The secretary was instructed to write these concerns and get their subscriptions by mail. Henry H. Gibson, editor of *HARDWOOD RECORD*, in order to aid in the distribution of the stickers and to make them yield the best results, proposed that if the exchange would order for the *RECORD* 50,000, he would see that every letter and circular leaving the office, amounting to approximately 1,000 pieces a day, bore a sticker. This proposition appealed to the members, and in order to facilitate it the Publicity Committee was given full power to act as it deemed best. The exchange voted that the number of stickers to be ordered be increased to 200,000.

This last feature provoked considerable discussion. R. S. Huddleston's statement that the RECORD was the only paper directly concerned that had made this generous offer, and aside from that, it was necessary that the exchange be patriotic and stand strongly for the slogan, "Chicago—Our Market," appealed to the majority, with the result that the publicity committee has power to act as it sees fit.

Chairman Hayden's report brought up another question as to whether the exchange should advertise its membership in small cards in the trade papers and other mediums, but this went over for future action.

Under unfinished business the chair appointed a Committee on Complaints, as follows: Chairman, Edward E. Skeele, F. S. Hendrickson and Theodore Fathauer. President Brown, in referring to the importance of this committee, stated that it is just what

the secretary to write F. S. Hendrickson, expressing regrets on the death of his mother, which occurred November 21 at her home in Ann Arbor, Mich.

There were present at the meeting:

J. D. Attley, J. M. Attley & Co.  
 Clarence Boyle, D. K. Jeffris & Co.  
 Frederick L. Brown, Crandall & Brown.  
 Charles E. Cake, HARDWOOD RECORD.  
 R. S. Corson, Upham & Agler.  
 T. H. Cross, C. L. Cross.  
 H. B. Darlington, American Lumberman.  
 J. H. Dion, Maisey & Dion.  
 J. J. Fink, Fink-Heidler Company.  
 H. H. Gibson, editor HARDWOOD RECORD.  
 Roy C. Hook, Southern Lumberman.  
 R. S. Huddleston, Huddleston-March Lumber Company.  
 G. H. Holloway, Fullerton-Powell Hardwood Lumber Company.  
 H. S. Hayden, Hayden & Westcott Lumber Company.  
 W. E. Hoshall, Hoshall & McDonald Bros.  
 S. P. C. Hostler, American Forest Company.  
 E. H. Klann, F. S. Hendrickson Lumber Company.  
 J. L. Lane, J. L. Lane & Co.  
 T. G. LeBlanc, Lumber World.  
 J. G. MacNat, Theo. Fathauer Company.  
 H. H. McLaughlin, McLaughlin Lumber Company.

James P. McParland, The McParland-Konzen  
Lumber Company.  
Murdoch MacLeod, The Oconto Company.  
F. B. McMullen, Fullerton-Powell Hardwood  
Lumber Company.  
M. I. Miller, Hoshall & McDonald Bros.  
Otto Meyer, J. W. Thompson Lumber Com-  
pany.  
Thomas Moore, T. A. Moore & Co.  
Robert Maisey, Maisey & Dion.  
Thomas B. Roy, Theo. Fathauer Company.  
Jerome Robinson, J. W. Thompson Lumber  
Company.  
A. H. Ruth, G. W. Jones Lumber Company.  
James T. Sargent, The American Sawmill  
Company.  
Louis A. Smith, Fullerton-Powell Hardwood  
Lumber Company.  
William C. Schreiber, H. H. Hettler Lumber  
Company.  
Paul Schmechel.  
Fred D. Smith.  
F. B. Sprague, F. B. Sprague Lumber Com-  
pany.  
J. S. Trainer, Trainer Bros. Lumber Company.  
George R. Thamer, Empire Lumber Company.  
F. C. Van Norstrand, Cotton Belt Lumber  
Company.  
C. H. Wolfe, Heath-Witbeck Company.  
H. D. Welch, E. A. Thornton Lumber Com-  
pany.  
Charles Westcott, Hayden & Westcott Lumber  
Company.  
A. W. Wylie.

## Annual Baltimore Exchange

The annual meeting of the Baltimore Lumber Exchange was held December 6 in the Merchants' Club, President E. P. Gill in the chair. The yearly reports submitted showed the exchange to be in excellent condition financially and with respect to membership, some gains having been made. President Gill stated that the volume of business during the past year showed a gratifying increase, and that the methods of the exchange commended themselves for emulation by other organizations. This was especially the case with respect to the system of inspection in vogue here, which had proved so satisfactory as to attract attention in other cities. The New York Lumber Trade Association had decided to inaugurate a similar system, and with this end in view had made a request for information as to details, which Secretary J. H. Manken had gladly supplied. The system in brief provides for a chief inspector, who has under him a number of assistants. These assistants are detailed for work in rotation by the chief, so that all suggestion of favoritism is obviated, and delays in having inspections made are avoided. No member who desires to have a lot of lumber inspected knows what inspector will be sent to perform this duty, and the relations of the inspector to the owner of the lumber are consequently wholly free from bias. The method has worked so satisfactorily that not more than one or two re-inspections have had to be ordered. The man making the inspection is prompted to exercise great care, because, in the event of a re-inspection being ordered, he must pay the expense. The election of officers resulted as follows:

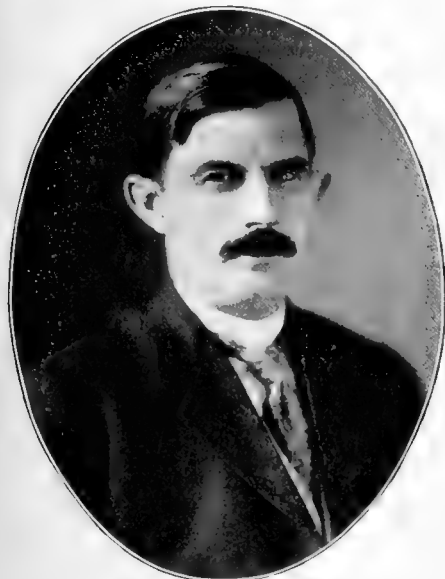
President—John L. Alcock of John L. Alcock & Co.

Treasurer—George B. Hunting of the N. W. James Lumber Company.

Managing Committee—William M. Burgan;  
Parker D. Dix of the Surry Lumber Com-

pany; Edward P. Gill of W. D. Gill & Son; Rufus K. Goodenow of the Canton Box Company; Henry C. Matthews of Thos. Matthews & Son; Ridgeway Merryman; Theodore Mottu; George H. Poehlmann of Poehlmann & Sons; Richard W. Price of Price & Heald; George E. Waters of Geo. E. Waters & Co., and Maurice W. Wiley of the Wiley-Homer Lumber Company.

The business disposed of, the members re-



CHAS. WESTCOTT, CHAIRMAN MEMBER-SHIP COMMITTEE.

its name implies and that its powers and duties should be considered rather than its achievements. The appointment of the Complaints Committee made it necessary that the by-laws be revised in order that the duties and powers of the committee be specifically stated. It is the desire of the exchange to make this committee one of the most important working units of the organization.

Discussion further showed that the by-laws need revision all along the line. Because the constitution specifies that before the by-laws can be changed a notice to that effect, stipulating the amendments, shall be posted in the exchange rooms thirty days before any action is taken, it was voted that the Board of Managers review the by-laws and determine in what particular revision is needed and post proposed amendments promptly in the exchange rooms, and present the proposed changes for action at the next monthly meeting.

The exchange passed a resolution directing



JOHN L. ALCOCK, NEW PRESIDENT BAL-  
TIMORE LUMBER EXCHANGE.

tired to the large dining hall, where an excellent dinner was served, some few impromptu remarks being made by the new president and various members. The affair was entirely informal, and all the more enjoyable for that reason.

The new president has always taken a deep interest in the affairs of the exchange. He has served as chairman of the hardwood inspection committee, as a member of the

managing committee, and in other capacities, and he has endeavored in every way to advance the interests of the trade. He is progressive, and held in the highest esteem as a man and as a lumberman. Under his presidency the exchange may be expected to

enter upon an even larger measure of usefulness than it has in the past. The choice gives great satisfaction, and in the opinion of the membership no better selection could have been made to fill the place of president of the Baltimore Lumber Exchange.

## Annual Louisville Hardwood Club

The Louisville Hardwood Club elected the following officers for the coming year at its annual meeting held on November 23:

President, A. E. Norman, Norman Lumber Company.

Vice-President, E. L. Davis, Edw. L. Davis Lumber Company.

Secretary, D. C. Harris, C. C. Mengel & Bro. Company.

Treasurer, Claude Sears, Edw. L. Davis Lumber Company.

The meeting was an informal affair, and like the usual weekly gatherings was marked by a dinner at the Seelbach Hotel. The

Hardwood Lumber Association. Referring to the latter, he said that the club must soon get busy and do everything in its power to uphold the reputation of Kentucky for hospitality and maintain the pace set by Detroit at the convention last June.

President Norman declared that even the pessimists in the club had been convinced, by the splendid work done, that the organization can do valuable and efficient work, and that now every man in it is for it heart and soul, even to the extent of participating in the vigorous advertising campaign which the club has undertaken, and which he said has brought many buyers to Louisville who have heretofore gone to other markets. Another thing that had been accomplished, he said, was in the direction of modifying objectionable railroad rates, the Transportation Committee having secured the elimination of the discrimination which existed in favor of other Ohio river gateways in connection with shipments into Northwestern territory. Its work in the demurrage question was also highly commending. This committee, he said, deserved the thanks of the club, and was in line to do equally effective work during the coming year.

The Louisville Veneer Mills, represented at the meeting by D. E. Kline, was elected to membership in the club and the Mengel Box Company has applied for membership. These two companies are both leaders in their lines, and as they are large handlers of hardwoods also they are certain to be valuable additions to the club. The Hardwood Club now has nine members, with more in prospect. W. A. McLean, president of the Wood-Mosaic Flooring & Lumber Company, who was formerly a member of the club, was present at the annual meeting, and it is hoped that he will again become a member of the organization. He was one of the most effective members, and both he and his concern have found a gap since the Wood-Mosaic resigned.

Among those present at the annual meeting were Messrs. Darling, of Blakeslee, Perring & Darling of Buffalo; Rubenstein of London, England; Meyers of New Albany, Ind.; Charles Davis of the Mengel Box Company; President Norman of the Norman Lumber Co.; T. M. Brown of W. P. Brown & Sons Lumber Co.; E. L. Davis and Claude Sears of the Edw. L. Davis Lumber Company; Barry Norman of E. B. Norman & Co.; S. E. Booker of E. B. Norman & Co.; Van Norman of the Norman Lumber Company; C. R. Curtis and D. C. Harris of C. C. Mengel & Bro. Co.; and H. J. Gates and Edw. L.

Shippen of the Louisville Point Lumber Company.

At the meeting following the annual, the members of the club paid a neat compliment to the newly elected officers. When all had gathered about the festal board, everyone rose and drank the health of the men who had been selected to guide the club during the next year.

President Norman stated that the standing committees would be elected by the members and not appointed by him, and that this would be done in the next few weeks. The committees which will have charge of the arrangements for the convention of the national hardwood organization will also be selected before the first of the new year. The club begins its second year most auspiciously.

### Open Chicago Office

As before noted in the columns of the *HARDWOOD RECORD*, the Garetson-Greaseon Lumber Company of St. Louis has opened a Chicago office. W. W. Dings, secretary of the company, has moved to the city and has charge of the sales department here, with offices at 1416 Fisher building.

The Garetson-Greaseon Lumber Company is a well-known manufacturer of oak, gum and other southern woods, with headquarters at St. Louis and with several sawmilling plants in Arkansas



A. E. NORMAN, AGAIN CHOSEN PRESIDENT LOUISVILLE HARDWOOD CLUB.

only annual report other than that of the treasurer, Mr. Sears, which showed that financially the club is in excellent condition, was that of President Norman. Mr. Norman talked informally of the work that had been done during the first year of the club's history and referred to the prospects for the coming year. His talk was enthusiastically received, and he was unanimously chosen to direct affairs again. All the elections were without opposition, and the meeting was marked by harmony.

In his annual report President Norman said that the club had reason to be proud of its work during its first year, since it had not only made itself felt in increasing the trade of this city and the importance of the Louisville market, but also in entertaining one convention of hardwood men, the Hardwood Manufacturers of the United States, and securing the convention of the National



W. W. DINGS OF THE GARETSON-GREASON LUMBER COMPANY'S CHICAGO OFFICE.

and Missouri. The company specializes in oak and also handles all varieties of southern hardwoods. In this market Mr. Dings will make a specialty of railroad and corporation trade and Chicago yard business.

Mr. Dings is very popular wherever he is known and he is not a stranger to the wholesale trade of Chicago, as he has sold a large portion of the Garetson-Greaseon Lumber Company's output in this market for several years. His removal to Chicago is a distinct addition to the Chicago hardwood contingent.

The Georgia Veneer & Package Company is a new concern for Lumber City, Ga.

## News Miscellany

### A Distinction for Gum

If it were not for the fact that the new classification of red gum by the Italian government, which makes it a cabinet wood and places it on a fancy wood basis and fixes a heavy import duty on it, it would be a distinct pleasure to red gum manufacturers that the material has been thus classified and given recognition as being fit to be in the same family with mahogany, Circassian walnut and other fancy woods.

Italy formerly admitted gum among the common woods free of duty, together with maple, oak, chestnut, cherry and cedar, but now it has changed the classification to include it with ebony, mahogany and similar hardwoods of great weight and high values in the class of cabinet woods. This places the duty at from three to four lira per quintal (a lira is equal to 19.3 cents and a quintal is equal to 220.45 pounds).

The new rule covers all varieties of gum, such as red, sap and tupelo, and the duty amounts to approximately \$10 per thousand feet, which is prohibitive.

The National Lumber Exporters' Association, with headquarters at Baltimore, is busily engaged with the government authorities at Washington in relation to this new classification by the Italian government. It is needless to say the classification is ridiculous.

### Building Operations for November

Last month building operations in forty-five building centers throughout the country as compiled by the American Contractor, Chicago, show an aggregate gain of three per cent as compared with November, 1908. Although the past eleven months scored a considerable gain as compared with last year, the increase occurred more especially in the spring months and tapered off with the season. Seventeen cities present a loss of from one to eighty-five per cent and twenty-eight show a gain of from one to 659 per cent. Cities which gained fifty per cent or more are: Buffalo, 77; Denver, 80; Hartford, 127; Kansas City, 56; Los Angeles, 66; Memphis, 202; New Haven, 72; Oklahoma City, 659; Omaha, 122; Rochester, 73; St. Paul, 72; Scranton, 64; Worcester, 112. The details are as follows:

City	November, 1909	November, 1908	Per Cent
Atlanta	\$ 344,325	\$ 270,557	21 ..
Baltimore	376,005	376,965	.. 31
Bridgeport	162,275	181,613	.. 16
Buffalo	1,183,000	666,000	77 ..
Chicago	6,825,700	10,897,850	.. 37
Cincinnati	376,855	425,095	.. 11
Columbus	186,345	204,015	.. 8
Dallas	182,498	222,055	.. 17
Denver	988,850	548,200	80 ..
Detroit	1,751,155	1,045,100	48 ..
Duluth	212,695	162,555	36 ..
Grand Rapids	207,621	167,239	24 ..
Hartford	490,395	216,693	127 ..
Indianapolis	345,185	270,557	27 ..
Kansas City	989,070	632,055	56 ..
Louisville	172,772	217,454	.. 20
Los Angeles	1,336,830	801,415	66 ..
Manchester	84,610	61,990	36 ..
Milwaukee	1,196,632	1,321,129	.. 17
Minneapolis	1,056,385	922,995	14 ..
Memphis	390,600	128,943	202 ..
Mobile	16,700	113,390	.. 85
New Haven	409,851	238,125	72 ..
New Orleans	256,356	260,123	.. 1
Manhattan	8,759,835	6,705,424	.. ..
Brooklyn	1,402,500	1,890,508	39 10
Bronx	3,815,975	4,484,675	.. 14
New York	16,978,410	16,080,607	5 ..
Oklahoma	740,770	97,565	659 ..
Omaha	923,035	429,135	122 ..
Philadelphia	3,254,669	2,316,590	40 ..
Patterson	217,645	195,890	11 ..
Pittsburg	762,229	1,864,066	.. 59
Portland, Ore.	835,430	960,075	.. 12
Rochester	724,000	417,108	73 ..
St. Paul	1,568,535	910,135	72 ..
St. Louis	1,458,610	1,366,511	7 ..
San Francisco	1,064,284	2,943,943	.. 33
Scranton	219,835	133,005	64 ..
Seattle	1,254,630	1,253,180	1 ..
Spokane	363,434	473,850	.. 23
Syracuse	324,481	308,830	4 ..
Salt Lake City	541,400	982,500	.. 44

Toledo	139,983	133,465	5 ..
Worcester	481,643	227,295	112 ..
Wilkesbarre	165,681	66,956	.. ..
Total	\$52,264,869	\$50,686,154	3 ..

### New Local Hardwood House

Fred W. Black and Horace W. Black, respectively president and treasurer of the Fred W. Black Lumber Company of this city, with yards at the corner of Blue Island avenue and Robey



FRED W. BLACK, CHICAGO



HORACE W. BLACK, CHICAGO

street, in connection with H. J. Strand as vice-president and B. F. Hamilton as secretary, are the principals in the new Petros Lumber Company of Chicago, with milling operations at Petros, Tenn. Petros is located on the Brushy Mountain branch of the Southern railroad, a line originally built by the state of Tennessee to develop coal properties in Morgan county. This line runs northeast from Harriman.

At the extreme end of the line is a large area of virgin forest, four thousand acres of which are owned by the Petros Lumber Company. The timber is situated on the Big Fodderstock Big

Brushy and Little Brushy mountains. The timber consists chiefly of yellow poplar, oak and chestnut, with some minor woods.

The company is building an eight-foot band mill at a point known as Stevens and will run a two-mile spur up between the Big and Little Brushy mountains as a logging road. All the machinery for the mill is now on the ground and the company expects to begin sawing early in 1910.

The Messrs. Black are well known in the local trade and the Messrs. Strand and Hamilton have been connected for several years with the Leavitt Lumber Company of Chicago, and are also well and favorably known.

### American Woods Corporation

The American Woods Corporation is the name of a new company to engage in the wholesale lumber business with headquarters at Owls Head, N. Y., organized with a capital of \$10,000. The president of the company is S. G. Boyce of Owls Head; vice-president, F. H. Bryant of Malone, N. Y.; secretary and treasurer, G. H. Meyers of Owls Head, N. Y. The company will have a branch office in the Old South building at Boston, Mass., but all financial matters will be looked after by the head office.

The head of the institution is S. G. Boyce, lumberman at Owls Head. The vice-president is his son-in-law, an attorney of Malone, N. Y., and the secretary and treasurer has been associated with Mr. Boyce as his bookkeeper for many years.

### Enthusiastic Meeting Memphis Lumbermen's Club

The Lumbermen's Club of Memphis held one of the jolliest and most thoroughly enjoyable meetings of the year at the Hotel Gayoso, December 4. It was the occasion of the formal launching of the campaign for officers of the club during the ensuing year and it was regarded as highly auspicious that such a splendid feeling of good fellowship was evidenced.

W. L. Crenshaw presided and the attendance was unusually large. The usual luncheon was served. After this had been dispatched President Crenshaw announced the nominating committees, which, after some debate, chose red and blue as their colors, this being the method decided upon for designating the tickets instead of the old plan of numbers. The committees are: Red—S. B. Anderson, Anderson-Tully Company, chairman; George C. Ehemann, Bennett & Witte, and F. T. Dooley, the Dooley-Stern Lumber Company. Blue R. J. Darnell, R. J. Darnell, Inc., chairman; F. E. Stonebraker, the Crittenden Railway Company, and John M. Pritchard, J. M. Pritchard Lumber Company.

Following are the nominees of the two committees:

#### RED TICKET

For president—S. C. Major, S. C. Major Lumber Company.

First vice-president—John W. McClure, Bell grade Lumber Company.

Second vice-president—J. F. McIntyre, Memphis Veneer & Lumber Company.

Secretary and treasurer—J. W. Thompson, J. W. Thompson Lumber Company.

One-year directors—Ralph May, May Brothers; Keith Blanton, Blanton-Thurman Lumber Company; L. C. Nolan, Nolan Brothers.

Two-year directors—A. G. Fritchie, Lamb-Fish Lumber Company; J. F. McSweeney, Memphis Saw Mill Company; R. J. Lockwood, Tennessee Hardwood Flooring Company.

#### BLUE TICKET

For president—F. E. Gary, Baker Lumber Company.

First vice-president—Max Sondheimer, E. Sondheimer Company.

Second vice-president—C. L. Wheeler, J. W. Wheeler & Co.

Secretary and treasurer -J. W. Thompson, J. W. Thompson Lumber Company.

One year directors: E. E. Goodlander, Goodlander-Robertson Lumber Company; C. S. Hendrickson, C. S. Hendrickson Lumber Company; C. S. Gladden.

Two year directors: R. J. Wiggs, R. J. Darnell, Inc.; W. H. Greble, Three States Lumber Company; A. L. Foster, J. W. Thompson Lumber Company.

The nominating committees assured the club that their respective tickets would win without a single member being scratched, but, even after such statements from the chairman of each committee, the members were not certain of the election of any candidate with the exception of J. W. Thompson, who was nominated on both tickets. It is regarded as the "one best bet" that he will have the only walkover of the entire campaign.

The time for campaigning has been shortened to two weeks by the recent changes in the constitution and by-laws, but the campaign will be all the more strenuous because of the shortening of the time for vote getting.

The Lumbermen's Club is the largest local hardwood lumber organization in existence and it is recognized as one of the potent factors in the hardwood lumber industry, having accomplished a great deal of good not only for this city and the lumber interests of this section but also having rendered service of much benefit to the hardwood lumber industry of the world. It is therefore considered a high honor to be elected to office therein and there is no doubt that every candidate will seek to land the office for which he has been nominated. Those who have been called upon to make the race have been identified with the club for some years, as a rule, and have done good work, and their friends will do all they can to elect them. Some of the nominees have become members only within the past year or two, but it is the desire of the members to bring them into closer touch with the affairs of the organization, which, in addition to their fitness for the respective positions, prompted their selection.

The election will be held December 18.

Features pertaining to the launching of the campaign practically overshadowed every other consideration and little other business was transacted. The club listened with much pleasure to an address by John W. Bailey, president of the Day & Bailey Grocery Company, who suggested the formation of a bank, with \$5,000,000 capital, that would cater to the needs of the lumbermen in particular and that would loan money in almost any amount for six months with a guarantee that the borrower could renew at the date of maturity. These remarks were, of course, in the nature of a joke, but the treatment of lumber interests by local bankers and the preference the latter show for cotton as against lumber business furnished the groundwork for the satire along the lines indicated.

James E. Stark of the river and rail committee reported that his committee had taken up the question of estimated weights with the officials of the Southern and Western Weighing & Inspection Bureaus and that a conference would be held at an early date. Mr. Wolfe of the Southern Weighing & Inspection Bureau asked for specific instances of abuse in connection with estimated weights, but the committee deemed that it was rather unnecessary, to say the least, to furnish such evidence. There is some probability that the conference may result in an adjustment of the differences between the members of the committee and the representatives of the bureaus in question.

Announcement was made of the advancement of Joe Hattendorf, who has served the Illinois Central with eminent success in several official positions, with headquarters in this city, to be assistant traffic manager of the Illinois Central System, with headquarters in Chicago, and the club voted unanimously to express to Mr. Hattendorf in some tangible manner the high regard in which he is held by the lumbermen of this city and section. His severance of his relations with the local offices of the company is much regretted by all members of the club, though they congratulate him upon his promotion.

### Shipment of Fine Walnut Logs

Illustrated on this page are two carloads of prime dressed walnut logs recently shipped from Calvert, Tex., by the Penrod Walnut & Veneer Company of Kansas City, to Hamburg, Germany. These were unquestionably two of the finest cars of walnut logs ever shipped out of this country, and were really remarkable for size and quality at the present time, when good walnut timber is so scarce.

The first car contained twelve splendid logs, averaging 35½ inches in diameter, and the total carload amounted to 8,240 feet. The smallest log on the large car was 8 feet long and 31 inches in diameter and contained 365 feet. The second car contained twenty-one logs, averaging 27¾ inches in diameter, and the carload aggregated 6,840 feet.

This fine walnut timber grew on the farm of J. H. Adoue, a banker of Calvert, Tex., and was cut from a tract of thirty-two standing trees which R. L. Jurden, secretary of the Penrod concern, purchased for the company. From these thirty-two trees 28,000 feet of prime logs were cut, and 2,700 cubic feet of figured stump wood.

The largest tree on the tract produced a butt log 14 feet long, 42 inches in diameter, containing 1,264 feet of timber; the second log was 13 feet long, 34 inches in diameter, and contained 731 feet. These two fine logs contained 1,995 feet, quite a record for one tree.

The next largest tree produced a 13-foot log, 40 inches in diameter, containing 1,053 feet, and a second log 9 feet long, 35 inches in diameter,

containing 540 feet, making a total of 1,593 feet for the tree.

The wood was absolutely free from shakes and was very sound in the butts, which, for such old and large-size timber, is remarkable.

The Penrod Walnut & Veneer Company is the foremost walnut concern in the country, and it is to be complimented on securing such a fine bunch of logs, since timber of this character is all but extinct in this country, and only diligent search brings to light an occasional prize such as these.

The Penrod concern produces, besides high-grade walnut veneers and plain and figured long and butt wood of the finest quality, rotary cut red and white oak veneers. Its headquarters are at Kansas City, Mo.

### December Meeting Philadelphia Lumbermen's Exchange

The Lumbermen's Exchange of Philadelphia held its regular monthly meeting, preceded by the usual luncheon, on December 2, President Herbert P. Robinson in the chair.

Samuel B. Vrooman, chairman of the committee representing the exchange at the Deeper Waterways Convention, which was held at Norfolk, Va., November 17, 18 and 19, reported that great progress had been made at the convention and the point reached where the government can make its appropriation without further delay. Mr. Vrooman offered a resolution at this meeting, that the members of the exchange be instructed to join the Deeper Waterways Association, the costs of which are \$5 per annum, and in this way help to increase the fund necessary to carry on this good work. A resolution was carried extending the thanks of the exchange to Mr. Vrooman and his committee for the able manner in which they handled the important work assigned them.

A letter was received from the Philadelphia Car Demurrage Bureau stating that during October 1,693 cars of lumber were reported to this department by the various stations of all lines of railroads within the city of Philadelphia, being a total of 25,395,000 feet of lumber, which is an increase of 534 cars, or 8,010,000 feet, of lumber over that of October, 1908.

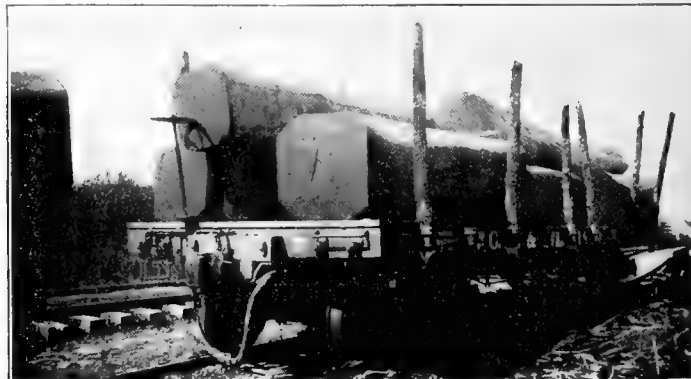
### Death of Prominent Indiana Lumberman

Daniel A. Sanders, senior member of the Sanders & Egbert Company of Goshen, Ind., died December 5 at his home in Goshen from an attack of paralysis suffered some weeks before.

Mr. Sanders was born in York, Pa., January 31, 1841, his father being a native German. At the age of twenty-one he began an apprenticeship as a stone-mason, remaining in that trade for thirteen years. Mr. Sanders went to Goshen in 1865. At the termination of his work as a stone-mason he engaged in the buying and selling of timber. At the organization of the



CAR CONTAINING TWENTY-ONE WALNUT LOGS WITH AN AVERAGE DIAMETER OF 27¾ INCHES, TOTAL 6,840 FEET.



CAR CONTAINING TWELVE WALNUT LOGS AVERAGING 35½ INCHES IN DIAMETER, TOTAL 8,240 FEET.



Lesh, Sanders & Egbert Company, in 1892, he was made vice-president and treasurer. On the death of Mr. Lesh the firm continued as Sanders & Egbert Company, Mr. Sanders being the president and general manager. The company has large mills and yards at Goshen and South Bend, Ind. It manufactures hardwood lumber, making a specialty of veneers.

Mr. Sanders leaves a widow and one son, Harry M. Sanders, the junior member of the firm. His death removes one of the influential hardwood men of the central west, his range of activity being general over that territory.

### Meeting Cincinnati Lumbermen's Club

The monthly meeting of the Cincinnati Lumbermen's Club was postponed from Monday, December 7, to Tuesday, December 8, in order to entertain a committee from the National Wholesale Lumber Dealers' Association, which was investigating the Queen City with a view to holding the next annual meeting of that association at Cincinnati instead of Washington, D. C., where it has convened for a number of years past. The members of the committee, who were the guests of the club, were E. F. Perry, secretary of the wholesale association; George F. Craig, president, and A. L. Stone, a director. The committee was entertained royally and it is said that without a doubt the next annual of the National Wholesale Lumber Dealers' Association, which will be held March 9, 1910, will convene in Cincinnati.

Besides the guests from the National Wholesale Lumber Dealers' Association, the club had as guests representatives of various local freight interests.

Four new members were admitted to the club: H. R. Browne, Swann-Day Lumber Company, H. L. Mickle Lumber Company and Standard Lumber Company.

Invitations were extended to the National Box Manufacturers' Association to hold its next annual meeting in Cincinnati in February, 1910.

Those present were:

C. S. Walker.	H. A. Haber.
J. M. Arnold.	J. N. Powers.
J. T. Earle.	F. C. Bryson.
E. C. Skinner.	A. Heidler.
W. W. Alexander.	M. Lyree.
C. E. Fish.	James Buckley.
J. G. Ferguson.	I. M. Asher.
W. S. Sterrett.	N. L. Henton.
George W. Hand.	J. B. Grant.
R. C. Witbeck.	D. C. Ramsey.
T. E. King.	F. H. Duling.
H. J. Brenner.	J. Watt Graham.
Edward Barber.	J. A. Bolser.
James S. Zoller.	S. H. Huse.
C. F. Korn.	T. B. Stone.
Luke Murdock.	C. J. Allen.
W. E. Talbert.	W. H. Flynn.
H. R. Browne.	Ralph McCracken.
E. O. Robinson.	W. C. Otte, Jr.
Lewis Doster.	Geo. F. Craig.
O. E. Fought.	E. F. Perry.
J. D. Serrino.	A. L. Stone.
H. R. Welling.	G. M. Morgan.
H. A. Halliwell.	D. Betts.
E. L. Walker.	A. L. Robinet.
S. Earl Griffin.	J. T. Creahan.
James A. McEntee.	J. L. Roney.
C. D. Galloway.	C. J. Cherry.
H. N. Mead.	J. A. Van Arsdall.
Ed. Dulweber.	F. E. Radina.
G. C. Ault.	M. A. Shudy.
Chas. Groves.	C. C. Trimble.
George Frederick.	M. R. Williams.
F. Stanley.	D. L. Hurrey.
C. W. Harmeyer.	Chas. A. Elliott.
R. L. Gilbert.	

### Missouri Opens Conservation Campaign

Missouri, through its governor, Herbert S. Hadley, has begun a state-wide campaign for forest conservation and the education of the citizens of the state generally in forestry matters. The movement has for its ultimate object the appointment of a permanent forestry commission with larger powers than the present state forestry commission, and to get such appropriations from the legislature as will enable the commission to do the work now regarded as imperative.

Governor Hadley inaugurated the campaign

November 27 by entertaining the Missouri State Forestry Commission at the executive mansion in Jefferson City. The full commission was present save Dr. Hermann Von Schrenk of St. Louis, the chairman. The governor and his wife gave a dinner following which the entire afternoon was spent in formulating plans.

The campaign calls for the organization of a State Forestry Association, the purpose of which shall be to assist the state forestry commission in all matters and to secure to the commission the membership and influence of men prominent in the state.

Forestry matters of strictly an educational character are to form another feature of the work. This would operate through the public school system and universities of the state. Chairs of forestry and forestry courses will be established.

A state forester is contemplated also in the plans of the association, who will devote his entire time and work along practical conservation lines. A survey of the state will be made that will ascertain the actual extent of the state's forest resources. The state forester is to have direct supervision of this work. An effort was made at the last session of the legislature to secure the passage of a bill providing for the appointment of a state forester, but it proved fruitless. But the recent visit of the governor to the timber sections of the state and the wider knowledge of the legislators gained of late will, it is thought, be sufficient to bring about all that is now desired.

It is expected that the commission will avail itself of the visit next spring of Gifford Pinchot, who will make an extended visit throughout the forest districts of the state. Mr. Pinchot will be asked to aid the commission.

The general meeting for the organization of the Missouri State Forestry Association will be held in St. Louis in the near future. The governor is to appoint delegates from all sections of the state. A permanent organization will be effected and this will help in the co-operation of the state forestry commission following Mr. Pinchot's visit. The suggestions that will be made by the chief forester will then be adopted and the state can go ahead in consummation of its present plans.

### New Credit Rating Book Out

The HARDWOOD RECORD has received a copy of the twelfth volume of the Credit Rating Book published by the National Lumber Manufacturers' Credit Corporation, with headquarters at St. Louis. The book has been revised and augmented, and great care has been taken to make it as complete and accurate as possible in a work of this scope. The volume contains a classified list, with capital and pay ratings of all manufacturers, wholesale and retail dealers in lumber as well as factories which buy lumber in carload lots. It is printed in the usual good style and contains a number of excellent features, notably the colored map of each state which precedes the listing for that state.

The National Lumber Manufacturers' Credit Corporation issues these reports twice a year, in April and October. No little credit is due W. F. Biederman, superintendent of the organization, for the general excellent quality of the work.

### A Well-Known Forced Draft System

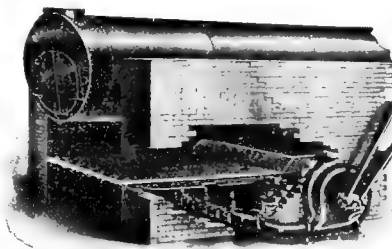
The distinguishing feature of the Gordon Hollow Blast Grate, and the one that has made it "the grate with the reputation," is the "tuyere."

This tuyere is seven inches in diameter, and there are from four to seven to the bar, according to the length of the latter. No bolt is used, the tuyere being held in place solely by its own weight, which is ten pounds.

In the edge of the tuyere are the blast out-

lets, which are long and narrow, so as to exclude sawdust and ashes as much as possible. Then the shoulder on which the tuyere rests also forms a baffle to prevent matter from entering the bar.

As the tuyeres are removable and interchangeable, they afford access to the chamber of the bar, make it easy to remove rust, scale, etc., from the outlets, and permit tuyeres with larger or smaller outlets to be substituted. This last feature is especially important, as the size of the outlets is naturally determined by the kind of fuel used, and must, therefore, to give the best results, be changed when the fuel is changed.



THE GORDON HOLLOW BLAST GRATE.

The upper surface of the tuyeres is slightly below the general level of the grate, so that the scraper passes over them without touching. They have wings to prevent their canting, and cannot be removed unless lifted vertically. Thus it is impossible for them to become accidentally displaced.

The tuyeres flare slightly, and hence discharge the blast at an angle. This gives an ideal distribution of air.

The Gordon Hollow Blast Grate is the heaviest and most durable blast grate on the market. There are many outfits in use today that have been in constant service since early in the 90's. It is the only blast grate that has stood the test of time and use.

It has been kept thoroughly up to date by practical men, the most recent of the com-



THE TUYERE, THE DISTINGUISHING FEATURE OF THE GORDON HOLLOW BLAST GRATE.

pany's seven patents being dated Aug. 25, 1903, and June 4, 1907.

There is no forwardly directed blast at or near the bridge wall, as the rear end of the grate is quite likely to be bare, or at best but poorly covered, and the inevitable tendency of such a blast would be to drive the smoke out of the feed doors and to overheat the front.

The manufacturer of the Gordon Hollow Blast Grate is the Gordon Hollow Blast Grate Company of Greenville, Mich., which also makes the well-known Tower line of edgers and trimmers.

The Licking River Lumber Company, well-known hardwood manufacturer of Ashland, Ky., has moved its offices from Ashland to Huntington, W. Va. The company has been granted right to do business in West Virginia and has recently increased its capital stock to \$120,000. The principals in the concern, F. G. Eberhart, president, and R. G. Page, secretary and treasurer, are experienced lumbermen of energy and activity and their company will be a welcome addition to the lumber fraternity of Huntington.

### Long Distance Shipment of Logging Machinery

An order for two complete steam logging machinery plants recently booked by the Lidgerwood Manufacturing Company of New York for shipment to the island of Borneo must almost if not quite hold the record for long distance shipments of logging machinery.

A representative of the concern operating a large tract of timber on that island, after investigating logging methods all over the world, reported favorably on this purchase. This would indicate that the machinery built by this American concern is standard the world over.

### Fay & Egan's Patent Sensitive Straining Device

On this page is illustrated J. A. Fay & Egan's patent sensitive straining device, which is the most sensitive yet designed for a band saw. The device operates on the principle of a pair of scales and is susceptible to the least vibration of the blade. The upper wheel is hung on a knife edge and counterbalanced with a compound lever and weights. The device is used on the Fay & Egan band saws only, the accompanying illustration being taken from a 33-inch scroll saw, but is substantially the same on the No. 180 patent self-feed band rip saw, also shown on this page.

In viewing this machine\* in operation one notices particularly the constant movement up and down of the weight. This shows the quick response of the device to the varying strain on the saw blade as it cuts in lighter or heavier wood. So responsive is it that if a block of wood should fall between the saw blade and the lower wheel it would pass around without injury to the blade. This device permits the use of a very thin blade at from two to three times the speed of any other.

The company's booklet entitled "The Symbol of a Perfect Band Saw," which gives in detail all the basic principles involved in the construction of its band saws, band resaws, band rip saws and band sawmills, will be sent to anyone on request. The company should be addressed at 414-434 West Front street, Cincinnati.

### Further Improvements at the Dodge Plant

Ground had no sooner been broken for an additional warehouse at the plant of the Dodge Manufacturing Company, Mishawaka, Ind., than plans and specifications were in the hands of contractors for an extension to the east foundry wherein are located the machines, especially designed and constructed, at a cost of \$50,000 for the moulding of all sizes of "Standard" iron pulleys.

This building will be 360 by 80 feet wide. The walls call for brick with steel trusses for the roof. Two cupolas with capacities of about eight or ten tons of coal per hour each have been arranged for. An eight-ton electric traveling crane will operate between the cupola room and the supply yard and in the foundry a five-ton electric traveling crane will handle the castings and heavy working material.

In connection with the foundry addition, the contract provides for an elevated coke shed, 240 feet long by 15 feet wide, with a Dodge conveyor attachment for unloading cars. For charcoal and limestone new buildings also are planned. Changes will be made in the core room and the sand sheds, and the yards generally will come under a rearrangement to facilitate the moving of cars and supplies.

These improvements, together with the main machine shop extension, will make it possible to double the present output, which has long been necessary owing to the demand for stock goods.

### A Striking Booklet

E. C. Atkins & Co. have just issued a new booklet descriptive of the fitting devices manufactured by the company. These include the Atkins New Ideal Swage for band and circular saws, Atkins Victor and Pribnow Swages for miscellaneous saw work and Atkins New White Band Swage and the Pribnow Swage Shapers. The text is minute and carefully arranged. The booklet gives various details in regard to these tools, prices and instructions for operating. So far as "Perfect Saw Teeth" are concerned, the title is apt and calculated to meet the wishes of the trade.

### Miscellaneous Notes

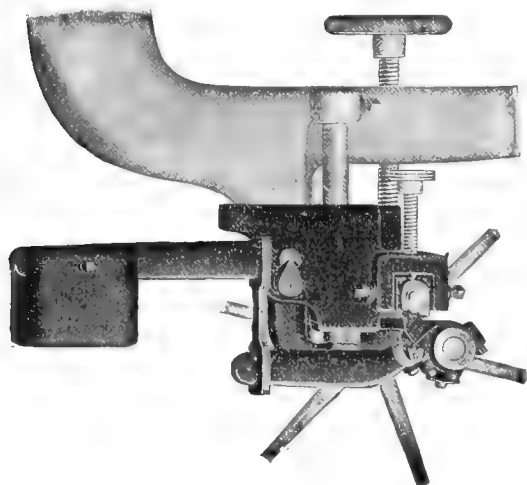
After extended tests with the dry kilns manufactured by the Grand Rapids Vencer Works of Grand Rapids, Mich., at the plant of the Day Lumber Company at Tangipahoa, La., in which both upper and lower grades of cypress lumber were experimented with, two large cypress concerns in Louisiana have adopted this company's system. The F. B. Williams Cypress Company of Patterson, La., has taken four large kilns and the Albert Hanson Lumber Company of Garden

City, La., is to have two of its kilns remodeled on the Grand Rapids design. F. B. Kelly, manager of the dry kiln department of the Grand Rapids concern, will personally supervise these installations. Mr. Kelly has been in the South some time demonstrating the company's kilns.

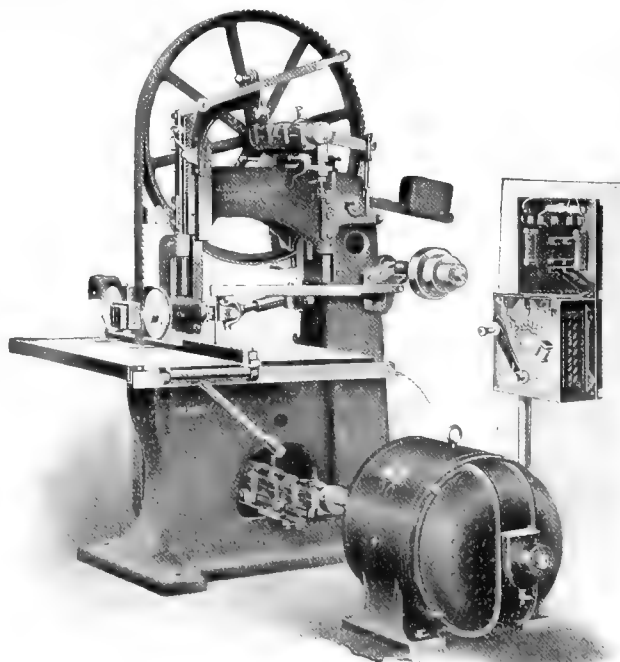
Rapid progress is being made by the Central Cypress Lumber Company in the erection of its new plant at Sartori, on the Chicago, Rock Island & Pacific railroad, about fifteen miles south of this place. The mill building proper has been completed and most of the machinery, including an Allis-Chalmers eight-foot band mill, has been installed. The company's offices and a commissary have been opened near the mill-site. This mill will have a daily cutting capacity of from 35,000 to 40,000 feet of cypress and mixed hardwoods. It is expected that the plant will be in operation by January 1.

The Elk Lick Lumber Company has extended its lumber road into a new tract of timber on Shafer's fork of Cheat. This tract consists for the most part of oak, poplar and chestnut, and while rather small, is covered with some particularly fine timber. The Elk Lick Lumber Company's principal products are spruce and hemlock. The officers of the company are: Alonzo Inskeep of McKeesport, Pa.; C. R. Vashinder of Brookville, Pa., and Philip Zenn of McKeesport, Pa. W. E. Reckley, formerly of the Swathmore Lumber Company, is the general manager.

Owing to the increasing demand for the automatic dovetail glue jointer and matcher, the Linderman Machine Company, Muskegon, Mich., has enlarged its plant to twice the former capacity and recently finished a large addition to the machine and stockroom, in which are located the new offices, consisting of a large general office and four private offices. The offices were formerly in the machine shop and the removal of these gives the room which was needed to install new machinery. The automatic dovetail matcher and jointer appeals to all classes of woodworkers and is employed in jointing the cheapest packing-box lumber to the highest grade furniture stock requiring a mirror finish. The latest achievement of the company is the wedge dovetail and the results of the tests just completed verify the saying that it is the strongest joint made.



FAY & EGAN'S PATENT SENSITIVE STRAINING DEVICE



FAY & EGAN'S NO. 180 PATENT SELF-FEED BAND RIP SAW

George Banks of Banks & Co., manufacturers of southern hardwood lumber at Hernando, Miss., died November 29. His father, R. M. Banks, will act as administrator of his estate and in all probability the business will be continued as heretofore.

A deal has been consummated by which the Murfreesboro (Tenn.) plant of the Prewitt-Spurr Manufacturing Company, known as the bucket factory, has been bought by W. R. Patterson, J. W. Overall and W. W. Vaught, the consideration being \$35,000. The new management will enlarge the plant and will use oak, ash and cedar in the manufacture of buckets and churns. The property has been owned by the Prewitt-Spurr Manufacturing Company of Nashville for twenty years and for a number of years was the only factory of importance in Murfreesboro. The new interests will operate as the Tennessee Red Cedar Woodenware Company.

The C. P. White Manufacturing Company has just been organized at Evansville, Ind., to deal in lumber and manufacture woodstuff. It has a capital stock of \$50,000. The organizers are C. P. White, W. T. White, W. L. White and R. C. White.

The Oregon Hardwood Floor Company has been incorporated at Portland, Ore., with \$10,000 capital stock to manufacture hardwood flooring.

The Allen Panel Corporation of Johnson City, Tenn., which has been in the hands of a receiver for some time, has straightened out its affairs and the receiver has been discharged.

The Himmelberger-Harrison Lumber Company, well-known red gum specialists of Morehouse, Mo., has moved its sales department to Cape Girardeau.

The Hardwood Manufacturing Company of Louisville, Ky., has increased its capital stock from \$150,000 to \$200,000.

The Wyatt Lumber Company of Wyatt, La., recently increased its capital stock to \$500,000 and purchased a large tract of virgin timber land in Sabine parish, along the line of the Kansas City Southern. It is estimated that the tract will cut about 65,000 feet of hardwoods and 113,000 feet of pine. The original holdings of the company approximate 60,000,000 feet. The concern plans the erection of a modern plant on the property as soon as conditions will permit. The president of the company is E. M. McDaris, well known to the trade through his connection with the Consolidated Sawmills Company of St. Louis.

Fire in the plant of the American Seating Company, manufacturer of school furniture at Racine, Wis., destroyed \$3,000 worth of hardwood lumber and finished goods, and damaged the buildings to an extent of about \$2,000. The loss is fully covered by insurance. The fire was confined to the dry kiln and storeroom.

The Flanner-Steger Land & Lumber Company of Laona, Wis., has bought from the Chicago & Northwestern Railway Company 8,500 acres of timber land for \$127,454.54. A large sawmill is owned by the company at Laona.

On December 1 the general offices of the National Casket Company, formerly located at Oneida, N. Y., have been removed to New York City at 5-7 West Twenty-ninth street. The lumber purchasing department will also be located here.

The Canton Broom & Brush Company has been organized at Columbus, O., by E. B. Hausen and others. The capital stock is placed at \$30,000.

The Duck Lake Lumber Company of Rocky Mount, N. C., was recently incorporated with a capital stock of \$75,000.

Miles & Whalen of Des Arc, Ark., have been succeeded by the Miles Brothers Hickory Manufacturing Company. The firm will make rims and spokes.

Barger Brothers, extensive dealers in lumber, have moved their offices from Mount Ulla to Mooresville, N. C. They deal in North Carolina pine and hardwood and do an extensive business throughout the Carolinas. They have been in business eight years and have a large trade with furniture factories at High Point, N. C., and other Carolina towns.

One of the latest entries in the lumber field is the Sendelbach-Cram Lumber Company, which will operate at Clarendon, Ark., where it has three mills, cutting oak, gum and hickory. The firm is composed of Edward C. Sendelbach, president, formerly of the Sendelbach Wheel Company of East St. Louis, and George A. Cram, vice-president and treasurer, formerly in the insurance business in this city. The capital stock of the new company is \$25,000, all of which is paid in. It has acquired a large tract of oak, hickory and gum timber on White river, in Arkansas, and will make oak wagon stock and lumber, hickory wagon and wheel stock, and gum staves and lumber. The company will begin operations about the first of the new year.

On November 24 lumber valued at \$25,000 was destroyed by fire at the plant of the Pullman Palace Car Company, Chicago. An overheated stove is believed to have caused the fire.

The Illinois Tie & Timber Company has purchased the plant of the Northern Hardwood Lumber Company of Burlington, Ia., for \$17,133.46. The Illinois company is engaged in supplying railroad ties for railroad companies and will operate the mill below the city.

A charter has been recently granted to the Citizens' Lumber Company of Covington, Ky., with a capital stock of \$10,000.

The Jones Hickory Company has recently leased the plant of the Little Pine Lumber Company at Tannehill, La., and will begin the cutting of hardwood there at an early date.

John S. Goldie, a lumberman of Cadillac, Mich., has contracted to stock several mills with timber this winter and expects to cut 8,000,000 feet of hardwood lumber for that purpose. He owns large tracts of timber in northern Michigan.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

Among the welcome RECORD visitors on December 7 were R. K. Allison of Decatur, Ind., president of the Cardwell Mill & Lumber Company, Cardwell, Mo., and George B. Jobson, secretary and sales manager of the A. C. Davis Lumber Company, Columbus, O.

Among the distinguished Chicago visitors during the last few days was William E. Litchfield, well-known hardwood operator of Boston, Mass., and a member of the firm of Litchfield Bros., North Vernon, Ind. Mr. Litchfield was in Chicago December 2 to 4, inclusive, in company with a large delegation from the Boston Chamber of Commerce, which reached here on a special train as guests of the Chicago Association of Commerce. Mr. Litchfield is a director of the Boston chamber of commerce. While here the delegation was entertained with a tour of inspection of the stock yards, the live stock show, a dinner at the Saddle and Sirloin Club, an automobile trip about the city, a dinner at the Congress hotel, etc. In regard to hardwood conditions in the East, Mr. Litchfield says that while the situation is improving, trade is still somewhat spotted. While here in Chicago, Mr. Litchfield paid his respects to the RECORD.

Sam Burkholder, well-known lumberman of

The Antrim Iron Company of Mancelona, Mich., is erecting a new sawmill.

The Carey Lumber & Washboard Company is a new concern for Cairo, Ill., capitalized at \$100,000.

The Furniture & Chair Stock Company recently started business at 1214 Filbert street, Philadelphia. It will manufacture hardwood and dimension stock lumber.

The Dixie Novelty Works is a new concern for Nashville, Tenn., to manufacture wood specialties.

The property of the Breon Lumber Company, bankrupt, Williamsport, Pa., has been sold by the receiver to George B. Breon and the business will be continued under the old firm name.

The Pearson-Hutchinson Lumber Company has entered the lumber business at Nashville, Tenn. It is located on Eleventh avenue, near Church street. The members of the firm are D. S. Hutchinson and E. W. Pearson of Lebanon, Tenn., neither of whom need an introduction to the trade. Mr. Hutchinson has long been connected with the lumber and building industry of Nashville, while Mr. Pearson is a well-known lumber dealer of central Tennessee. The company will deal in all kinds of building lumber and mill work.

The Hardwood Floor Company has been organized by Clark Jackson, R. W. Wilbur and Paul Zedwick, with a capital stock of \$10,000, to manufacture hardwood floors.

The I. P. Russell & Brothers Land & Lumber Company is a new concern for Cape Girardeau, Mo. It is capitalized at \$15,000 by Theodore P., Arch D. and Forrest D. Russell.

United States Senator Bourne of Oregon has bought a farm of 136 acres in Warrick county, near Boonville, a few miles east of Evansville, Ind. He will raise trees on this land and has bought 100,000 catalpa, 50,000 black locust and 10,000 Osage orange trees, to be delivered and set out at once. Thomas P. Littlepage, clerk of the committee on expenditures in the United States Senate, is associated with Senator Bourne in the purchase. Mr. Littlepage has been an expert in tree culture for a number of years.

Crawfordsville, Ind., called on the RECORD December 2, while visiting his trade in Chicago. Mr. Burkholder reports that hardwood business is improving in his section of Indiana and says a better trade in the lower grades of oak is particularly noticeable.

Collin S. Piper of the Astoria Veneer Mills, Long Island, N. Y., called on the RECORD December 2. Mr. Piper says that the big plant of the Astoria Veneer Mills has recently added new equipment of an up-to-date cedar plant for the production of cigar box lumber, and that the entire institution is now very busy sawing mahogany lumber, cutting mahogany and other fancy veneers and making cigar box material for the trade.

Russe & Burgess of Memphis have purchased Mr. Mulvaney's interest in the Mulvaney-Pratt Lumber & Tie Company of this city, as announced in the last issue of the RECORD, and the name of the concern has been changed to the G. C. Pratt Lumber & Tie Company. The company will continue along the same lines, with headquarters in the Fort Dearborn building.

C. L. Willey, well-known manufacturer of hardwoods and veneers in this city, with a large branch at Memphis, has recently installed at the latter operation a 70-inch resaw, which will begin cutting about December 15. This new resaw, with the big band saw, will increase the output of the plant to a million and a half

feet of lumber a month. Mr. Willey, also recently installed considerable new machinery in the veneer department at Memphis, so that he can now manufacture and dry a car of veneers a day. It is his intention to make a specialty of thin plain and quartered oak from 1, 12-inch to 3, 4 inch thick. Mr. Willey, through his Chicago and Memphis plants, is in position to furnish anything in domestic hardwoods and as wide a line of fancy imported woods and veneers as any concern in the country.

Jesse W. Thompson, the irrepressible head of the J. W. Thompson Lumber Company, Memphis, Tenn., was a recent Chicago visitor.

T. J. Christian, sales manager for Maley & Wertz, with offices at Indianapolis, Ind., spent a few days in Chicago the middle of last month.

W. E. Stark of Memphis, Tenn., prominent in hardwood circles in the South, was a recent Chicago visitor.

Fred J. Schroeder of the John Schroeder Lumber Company, Milwaukee, Wis., is the proud father of a baby girl, which arrived at his home November 13.

J. W. Slayton of the Mears-Slayton Lumber Company, 1237 Belmont avenue, this city, with a branch yard in South Evanston, is at present making a business trip through the South.

Another prominent Chicago visitor during the past few days was Rudolph Sondheimer of the E. Sondheimer Company, Memphis, Tenn.

Reports of good business in his section were given by Charles R. Ransom of the Gayoso Lumber Company, Memphis, Tenn., who recently visited the Chicago trade. Mr. Ransom is quite optimistic in regard to the spring trade and believes that business will show continual improvement until that time.

A. R. Vinnege of the A. R. Vinnege Lumber Company has spent considerable time of late visiting Wisconsin hardwood points.

George W. Stoneman of the Stoneman-Zearing Lumber Company, Deval's Bluff, Ark., called on a number of his old friends among the Chicago hardwood trade the last of the month.

W. R. Smith, head of the sales department of the Stearns Company, with headquarters in the Murray building, Grand Rapids, Mich., was a recent Chicago visitor.

E. E. Skeele, the popular member of the Estabrook-Skeele Lumber Company left a few days ago for a business trip to Boston and other New England cities. Mr. Skeele will be gone about a week, and while away will spend a few days with his mother at her home at Greenbush, Mass.

W. A. Cool of W. A. Cool & Son, Cleveland, O., was in town November 26. Mr. Cool came especially to see his representative here, Ralph Ely, who had been ill for about two weeks at the Great Northern hotel. Mr. Ely is much better, and left some days ago for his home in Columbus, O.

All the cak timber on the land owned by the Wachsmuth Lumber Company and the Bayfield Mill Company in Bayfield County, Wis., has been purchased by the Wisconsin Veneer Company of Rhinelander. This company will ship the timber to Bayfield for sawing. It is estimated that upward of 100,000,000 feet will be cut from the timber.

C. L. Cross, the Chicago representative of the Louisiana Red Cypress Company, New Orleans, La., has returned after a month's stay at the Crescent city. Mr. Cross brings reports of a satisfactory number of orders being received at the southern mills, and says that manufacturers are generally quite confident of a good business next year.

John D. Spalding, lumber buyer for the Paine Lumber Company, Ltd., of Oshkosh, Wis., was in Chicago recently on his way South to visit various sawmill operations. Mr. Spalding returned from his wedding journey to the Pacific coast November 10, having spent six weeks in that territory. He speaks very enthusiastically of the Pacific coast.

Walter N. Kelly of the Kelly Lumber Company, Traverse City, Mich., spent several days in Chicago during the latter part of November. Mr. Kelly reported satisfactory conditions in the hardwood market of his section, although he stated that there is still a much stronger demand for the better grades of hardwoods than for the lower. However, he is inclined to think that low-grade lumber will make a better showing next year.

George C. Wilce, vice-president of the T. Wilce Company, large manufacturer of hardwood flooring in this city, made a trip to the company's mill at Empire, Mich., recently. The company's Chicago plant at Twenty-second and Throop streets is running all its machines ten hours a day, and E. Harvey Wilce, president of the concern, says that it has an abundance of orders for both oak and maple flooring in all grades, and that the situation at present is rosy.

W. E. Hosball of Hosball & McDonald Bros., manufacturers of hardwood lumber, with headquarters at New Orleans, La., spent several days in Chicago last month. Mr. Hosball stated that business has shown a substantial gain within the past sixty days, although just at present there is a little slackening, undoubtedly due to the approach of the new year, buyers seemingly not being anxious to put in much stock before closing up their books for this year. Mr. Hosball also referred to the car shortage, which, he says, is quite a disturbing element at present. The company's mill at Eola, La., was shut down permanently last month, as the timber supply tributary to it has been exhausted. The company will undoubtedly find a new location shortly and move the mill.

The Executive Committee of the National Hardwood Lumber Association held a meeting in the association rooms in the Rector building, Chicago, on Thursday, November 18. Reports received from the inspection service showed that this branch of the association's work is giving very good satisfaction. Most of the meeting was given up to routine matters, and arrangements for the next annual meeting of the association were gone over, with a view to mapping out in a general way a line of action for this occasion. Those present were: O. O. Agler, president of the association, Chicago; F. A. Diggins, Cadillac, Mich.; G. A. Landeck, Milwaukee, Wis.; Gardner I. Jones, Boston, Mass.; Charles H. Barnaby, Greencastle, Ind., and Earl Palmer, Paducah, Ky.

The American Trust & Savings Bank has been appointed receiver for the Corwin Lumber Company of this city, bankrupt. Miss Grace Corwin is manager of the concern, which has been in business here for about two years, succeeding the Noble-Corwin Lumber Company of Milwaukee. Miss Corwin is a very capable young woman and a large number of her friends in the trade will regret to learn of this trouble. The assets are placed at about \$1,500 and the liabilities between \$8,000 and \$9,000.

An unusually artistic little booklet has been received by the RECORD from the Ivory Handle Company of Hope, Ark., setting forth the various sizes and styles of the handles it makes, together with current prices on the goods. The little pamphlet is appropriately bound in rough ivory-colored stock, with attractive embossed lettering in pale buff. It is profusely illustrated with cuts, showing the different styles of handles the company makes, and most effectively conveys the idea of a high-grade line of goods.

The Frank Spangler Company of Toledo, O., manufacturer of porch columns, advises that its offices have been removed to rooms 6 and 7 the Smith & Baker building, corner Superior and Adams streets, Toledo. This company specializes in bay poplar porch column work and in bevel siding, drop siding, finish, wagon box boards and moldings of this same wood.

John C. Rodabaugh, representing George W. Hartzell, manufacturer of black walnut lumber and veneers at Dayton, O., visited the Chicago trade November 29.

The leading manufacturers of woodworking machinery of the country spent several days in Chicago last week in a general consultation.

Henry Ballou, superintendent of the big lumber and maple flooring institution of Cobbs & Mitchell, Inc., Cadillac, Mich., accompanied by his wife, spent the last few days of November in Chicago on a visit of pleasure and Christmas shopping.

J. W. Taylor, president of the Domestic Lumber Company, Columbus, O., was among RECORD callers on November 26. Mr. Taylor reports a big improvement in hardwood demand in the territory covered by his concern.

Some changes are reported in the location of the sales staff of the W. M. Ritter Lumber Company of Columbus, O. R. L. Gilliam, who has been located at the Columbus office in charge of sales of the central district, has been transferred to the Philadelphia office, and H. H. Collins, formerly in charge of the eastern office at Philadelphia goes to Columbus in charge of the central district.

J. D. Bolton of the Hayden & Westcott Lumber Company, returned to his desk Monday of last week, after a severe attack of lumbago that confined him to his home for more than a week.

R. Usher of the Paine Lumber Company of Oshkosh, Wis., formerly secretary of the Chicago Hardwood Lumber Exchange, is in the South for his company.

W. L. DeWitt of the Estabrook-Skeele Lumber Company left last week for Manistee and other Michigan points, to be gone several weeks.

C. G. McLaughlin of the McLaughlin-Hoffman Lumber Company, Columbus, O., visited Chicago last week.

Irvine McCauley of the McCauley-Sanders Lumber Company, also Chicago manager for the John Schroeder Lumber Company of Milwaukee, Wis., visited the mills of the latter for a period of thirty days, returning to Chicago last week.

A. G. Fritchey of the Lamb-Fish Lumber Company, Memphis, came to Chicago last week and slipped out again without many knowing it.

A. W. Wylie, the famous gum man of the Fisher building, will leave this week for the South on an extended visit.

H. H. McLaughlin of the McLaughlin Lumber Company has left for a visit to the company's mills at Dumas, Ark.

Leland Arthur, the genial and popular sales manager for Payson-Smith Lumber Company, with offices in the Old Colony building, left this week for Hough, Mo., to look over the mills a bit.

William E. Trainer of the Trainer Bros. Lumber Company is visiting Memphis and other southern points.

Among the visitors to the offices of Schultz Bros. & Cowen, Old Colony building, last week, were J. P. Hynes, a prominent lumberman of Anna, Ill.; W. P. Andrews of Gideon & Andrews, Gideon, Mo., and J. W. Taylor of the Demerlie Lumber Company, of Columbus, O.

H. C. Miller, secretary of the Hardwood Mills Lumber Company, with offices in the Monadnock block, and one of the best fishers and most genial fellows in these parts, returned last week from Merrill, Wis., where he used the gun a bit, besides loading out some birch. Mr. Miller wrote the boys in the office that he got his "quota" of deer, but he did not state whether it was his or the law's quota, there being a decided difference between the two. The opinion was, according to his associates, that he got about two deer, his quota, of course.

J. D. Attley of J. M. Attley & Co. reports the last ship in from Michigan last week, which caused a broad smile, for he feared the opposite at this season of the year.

The Hardwood Mills Lumber Company is distributing its new 1910 calendar, which is a decidedly fine piece of calendar work, with a woman head-piece done in colors. The calendar is large and most attractive.

Jacob Fink, Jr., the two-year-old son of

Jacob Fink of the Fink-Heidler Company, died November 28 after a two days' illness of pneumonia. He was buried in Adlerberg cemetery, Chicago. Mr. Fink's many friends regret such an untimely death.

F. S. Hendrickson of the F. S. Hendrickson Lumber Company is visiting his mills at Hey worth, Okla.

F. J. Heidler of the Fink-Heidler Company, Chicago, met with a serious accident on November 15, when he fell out of the door of a freight car which was being loaded in the company's yards, fracturing the ankle of his right foot and a small bone in his neck, besides receiving a number of painful bruises about the body. He was leaning against the door, which he thought securely fastened, but it suddenly opened, throwing Mr. Heidler against some rough boards. He was taken immediately to his home and the injured ankle placed in a cast. Mr. Heidler is still confined to his home, and the doctor states that he will be unable to return to his office before the first of January.

## NEW YORK

William Threlkeld, secretary of the Indiana Quartered Oak Company, New York, and Kathryn Van der Minden were married November 25 in New York. Mr. Threlkeld is a popular and well known hardwood man of New York City and Miss Van der Minden a charming woman. Friends and acquaintances alike extend congratulations.

George P. Gray of D. P. Fairchild & Co., 1 Madison avenue, has just returned from a business trip in West Virginia.

The engagement of Miss Louise W. Taft, daughter of Mr. and Mrs. Henry W. Taft, who is a niece of President Taft, to Mr. George H. Snowden, the prominent lumberman of Seattle, Wash., has just been announced. The wedding will take place in this city during the coming holidays.

Edward F. Henson, well-known Philadelphia house of E. F. Henson & Co., was in the city for a day or two during the fortnight on his way to Norfolk, Va., to attend the Deep Waterways Convention as delegate-at-large from the state of Pennsylvania.

The Rockville Center Lumber Company has been incorporated at Rockville, L. I., to conduct a retail lumber business with a capital of \$30,000 by M. Horner, D. G. Lee and E. Wagner, all of Hicksville, L. I.

Doyle, Thomson & Co., well-known hardwood operators at the foot of East Thirtieth street, Manhattan, have in addition to their regular premises utilized additional space for storing their own wants in the matter of stock and have arranged to conduct a public storage business and have ample space to take care of twenty or more cars of lumber.

George M. Stevens, Jr., Stevens-Eaton Company, large wholesale house at 1 Madison avenue, has just returned from a ten days' shooting trip in the Adirondacks in company with Frederick Cleveland, Jr., of Albany and J. K. McDowell, the retailer of Syracuse. Mr. Cleveland was the host of the occasion and gave the party some good sport on the famous Dexter reserve, where they bagged a good bunch of game. During Mr. Stevens' absence, George A. Mitchell, president of the company and head of White, Gratwick & Mitchell, North Tonawanda, N. Y., occupied his desk.

A. E. Lane, popular sales manager of the Seattle Cedar Lumber Manufacturing Company of Seattle, Wash., headquarters 1 Madison avenue, has just returned from a business trip to the coast points, where he went over matters at that end of the line. He came back full of good things for his customers and ample assurances of the best possible service for the coming year.

Reports emanating in certain quarters during the past fortnight that H. I. Soble, a hardwood lumberman of 1 Madison avenue, was wanted by the Tennessee authorities on a charge of securing lumber under false pretenses were found by subsequent development to be entirely erroneous. The matter was placed before the governor of Virginia. When it was so clearly shown that the charges were without foundation and that Mr. Soble was not even in Virginia at the time the acts were alleged to have been committed, he withdrew his request for extradition and the case was dismissed on November 23.

The second informal dinner of the Lumbermen's Club of New York was held at the club headquarters, 6 West Twenty-fourth street, Manhattan, on November 17, with about forty members and guests present. The company enjoyed an excellent dinner, followed by a light vaudeville, which rounded out a very pleasant evening. Among the prominent guests from out of town were R. C. Lippincott and Hugh McIlvain of Philadelphia; W. A. Bennet of Cincinnati; James Crowell of Newark; W. H. Judd, Stamford, Conn., and I. N. Rudgers of Montclair, N. J.

William Schuette, William Schuette & Co., 1 Madison avenue, is spending several days at the Kentwood, La., pine mill, the output of which is controlled by his company, in the interest of business.

J. C. Turner, J. C. Turner Lumber Company, 1123 Broadway, New York, has just returned from a visit to his southern cypress mills.

At the residence of the bride's parents at Haverstraw, N. Y., on November 17, Miss Gladys L. Peck, daughter of T. G. Peck, a large brick manufacturer of that place, was united in marriage to Otis N. Shepard of the New York sales office of the Shepard & Morse Lumber Company of Boston, Mass. It was a distinct society event and many guests were present, and after a supper and dance the bride and groom left on a lengthy honeymoon.

H. W. Collins, head of the Philadelphia eastern sales office of the W. M. Ritter Lumber Company, Columbus, O., was in town during the fortnight for several days in the interest of business. He reports hardwood conditions as steadily improving, with the month of November very satisfactory.

F. A. Kirby, sales manager of the Cherry River Boom & Lumber Company, Scranton, Pa., was another prominent visitor, going over matters at this end of the line with Manager W. W. Welch at the local sales office of the company, 1 Madison avenue. Mr. Kirby expressed himself as well satisfied with general business, the volume being fair and the outlook promising.

The wholesale hardwood firm of Uptegrove & Polhemus, 1 Madison avenue, has been dissolved by mutual consent, and G. M. Uptegrove will be the liquidating partner. Concurrent therewith the Marshall-Polhemus Lumber Company has been organized at the same address to succeed to the business. The new company is composed of John Knox Marshall, formerly of Boston, as treasurer and J. A. Polhemus as president. The business will be conducted along the same lines as the old house.

The Creditors' Committee having in charge the affairs of Charles E. Page & Co., wholesalers of Manhattan, issued a report as to the actual condition of the affairs of the company. They recommended the acceptance of a proposition to pay 50 cents on the dollar in cash on the base amount of the total creditors' claim. They recommended strongly that this be accepted, because such amount would be considerably in excess of what would be possible under a bankruptcy settlement. A large number of the creditors have signified their willingness to accept the proposition. The creditors' committee is composed of H. T. Holmes, Fisher Sloan and J. A. McKenney.

## BUFFALO

The organization of the Yale Timber & Lumber Company with capital of \$130,000 is announced. The incorporators are J. B. Wall, M. M. Wall and W. J. Connors. The company owns a large tract of timber in the Yale district in British Columbia and has lately added considerable territory to it.

I. N. Stewart, as chairman of the nominating committee of the Manufacturers' Club, has selected the candidates for the election to come off on December 7. O. E. Yeager is one candidate for first vice-president and A. W. Kreinheder is nominated for re-election as one of the trustees.

A. Miller sells a good lot of hardwood lumber to his neighbor lumbermen and his men were so busy in that line the other day that they were not able to inspect a lot that had been sold in that way, and it was taken without any inspection.

F. W. Vetter has just returned from a trip through the seaboard states down as far as North Carolina. He found good lumber scarce, but saw a rather large amount of low grades in various woods. Some good purchases were made.

The year has been a fine one with O. E. Yeager, but in spite of large shipments out he has been able to put in a large winter stock and estimates that he has at least 3,500,000 feet on the Buffalo yard, not to mention holdings in the South.

The yards of T. Sullivan & Co. have been receiving large amounts of both lake hardwoods and Pacific coast lumber, so that it was not easy to attend to matters connected with the Hardwood Exchange. Lake barges have been hard to get lately.

The Standard Hardwood Lumber Company is taking an inventory at the beginning of December, according to custom, and though the shipments have been pretty heavy right along, the stock will show up well for winter. Southern operations are active.

Almost any kind of lumber can be had in the yard of G. Elias & Bro. and the stock now is heavy.

H. A. Stewart is looking southward again and may be off that way in a week or two. I. N. Stewart & Bro. get considerable oak, cherry, chestnut, poplar and ash from the South.

The trip of Frank A. Beyer to the mills of the Pascola Lumber Company in Missouri will about close up his outside movements till he takes his position as county treasurer at the opening of 1910. He will still be a lumberman after that.

The Buffalo Hardwood Lumber Company reports a large amount of satisfactory business of late, the demand being good enough to carry off a lot of stock that had not been called for until lately, which indicates plenty of trade ahead.

Hugh McLean also mentions a sharp demand for stock that was not wanted till lately and which he has sometimes sold on the road. If the customers had come into the market earlier they would have fared much better.

There is also complaint from Scatcherd & Son of broken stocks, in spite of the good amount on hand as a whole, all of which is a warning to buyers that if they see any lumber that they want they will do well to take it on sight.

## PHILADELPHIA

Chapin L. Barr, secretary of the Whiting Lumber Company, says that with the exception of a slight interference with shipments due to the car shortage the company's mills are active. Good orders are being booked right along and the outlook is encouraging.

John W. Coles does not hesitate to confirm the general report of a decided improvement in trading. He recently made an extended tour



of the North Carolina lumber camps and found an increasing buoyancy of feeling as to existing trade conditions. Prices he says are stiffening all along the line.

Charles K. Parry reports a more ample trading with an outlook for future advance. He has engaged W. M. Stouck as salesman to cover the eastern Pennsylvania field. Mr. Stouck, who is one of the best known young lumbermen in this territory, is sending in some good orders right along. Mr. Parry recently returned from a trip to the mill of the Selma Lumber Company, Selma, N. C., in which he is largely interested, and reports a significant buzz of machinery down there, but a considerable handicap in the shipping department on account of car shortage.

As an evidence of the energetic spirit of Schofield Brothers, it is stated that within a week after the destruction by fire of the mill of the Saltkeatchie Lumber Company, which is controlled by them, the debris was cleared away and a small sawmill purchased and set to sawing lumber for the erection of a new mill. Robert W. Schofield says in ninety days they will be working full blast cutting hardwoods and the famous uniform color red cypress, which has become so popular with the users of this wood. One of the well-known Emerson Company dry kilns has been contracted for, which will have a capacity of 700,000 feet a month. Mr. Schofield spends a large portion of his time at Schofield, S. C., superintending and rushing the work of rebuilding.

Thomas B. Hoffman of the J. S. Kent Company gives a willing testimony as to a quickening in the trade situation. He recently made a tour of the southern lumber fields sizing up matters, and incidentally closing some desirable deals.

W. W. Plask, one of the well-known salesmen in the employ of Schofield Brothers, has severed his connection with this house to accept the management of the business of the Hannum Lumber Company, Atlantic City, N. J., recently incorporated with \$100,000 capital stock.

On November 29 nine railroad cars for the passenger service of the Spokane & Inland Empire System, constructed at the plant of the I. G. Brill Company, Sixty-second street and Woodland avenue, this city, left for the West on their own wheels, instead of the usual trucks. The coaches will be used on the line between Spokane and Coeur d'Alene. Work on the cars was begun about three months ago. The order included two observation cars, two combination smoking and passenger cars, three regular coaches and two combination smoking and baggage coaches. All cars have steel underframes.

A pronounced improvement in trading all along the line is the word of H. C. Magruder, general manager of the Patton Company. The salesmen all testify to an encouraging business reception in their respective territories.

William F. Wagner, secretary and treasurer of the Pooley Furniture Company, has conveyed to the company the lot of ground at the southwest corner of Sixteenth and Indiana avenue, 75 feet by 190 feet, for a nominal consideration, subject to a mortgage of \$7,000. The ground adjoins the plant of the Pooley Furniture Company on Indiana avenue between Sixteenth and Seventeenth streets. The assessed valuation is \$10,000. The lot will be used for enlarging the factory of the Pooley Furniture Company.

Charles G. Blatchley of Wayne, a widely known lumber merchant, with offices in the Drexel building, died on November 16. He was sixty-five years old.

A mountain fire, supposed of incendiary origin, recently burned a mountain timber tract four miles long by two wide, from Hunters' Run to the Mount Holly Springs Dam, just south of Carlisle, Pa. Damage about \$30,000.

On December 1 the sawmill and over 7,000,000 feet of seasoned walnut lumber belonging to F. M. Waring, a prominent contractor of Tyrone,

Pa., were destroyed by fire. The loss is estimated at \$12,000, with no insurance.

H. E. Woolford of the Emerson Company, Gaither building, Baltimore, Md., was a recent visitor to Philadelphia. He reports the company rushed with orders.

Currie & Campbell, wholesale lumber dealers, 810 Commonwealth building, is the latest entry into the lumber field. The firm is composed of Ben C. Currie, who recently resigned as manager of Halpenny & Hamilton, and James H. Campbell, formerly with the Pocahontas Lumber Company, Brookville, Pa. They are regarded a well yoked team with phenomenal pulling qualities. Mr. Currie is one of the best known lumbermen in the East, and bears also the weighty honor of being chosen vicegerent snark of the eastern district of Pennsylvania, Hoo-Hoo. The firm will represent the Pocahontas Lumber Company, Burner, W. Va., and will handle spruce, hemlock and hardwoods, of which they state they will have from 18,000,000 to 20,000,000 feet at their command and ready for prompt shipment at all times. They will also deal in shortleaf and other pine woods.

W. A. Hindle of the Hindle Lumber Company, who has been ill, has just returned from a five weeks' trip with his wife much improved in health.

Settlement was effected November 30 for the purchase of the old Bellevue Hotel property, northwest corner of Broad and Walnut streets, by the Manufacturers' Club, of which a large number of lumbermen are members, for \$1,230,000. The club will erect on this site a large hall, 100 feet by 100 feet, with a seating capacity of 1,000. The first floor of the Walnut street side will be devoted to a dining-room for men; the first floor, Broad street side, will be a reception and reading room. The second floor of the Walnut street side will be a dining-room for women. The third and fourth floors will be taken up by the large hall. The fifth, sixth and seventh floors will contain seventy-two bedrooms and seventy-two bathrooms, and to this all will be added a splendid roof garden. In addition to being a great clubhouse, the Manufacturers' building will be the home of nearly every great industrial enterprise in the state of Pennsylvania, New Jersey and Delaware. It is to be the great exchange or mart for all classes of trade.

The Functon Moulding Company, Camden, N. J., obtained a charter under New Jersey laws November 19. Its capital stock is \$50,000.

The Domotocar Company is the name of a new concern for Trenton, N. J. It was incorporated under New Jersey laws November 23, with a capital of \$1,000,000.

The I. W. Scott Company has recently been organized in Pittsburgh, Pa., to manufacture agricultural implements. It is capitalized at \$5,000.

The Union Saw Company, Camden, was incorporated under New Jersey laws November 23 with a capital stock of \$250,000.

The Wilkes-Barre Automobile Company was recently organized in Wilkes-Barre, Pa., with a capital stock of \$5,000.

## PITTSBURG

The sawmill and a quantity of walnut lumber belonging to F. M. Waring of Tyrone, Pa., were burned December 2. The loss is estimated at \$12,000, with no insurance. It was the finest stock of walnut lumber in the state.

The American Lumber & Manufacturing Company, according to President W. D. Johnston, wound up November with the best showing on its books of any month this year. December is going to beat it, and Mr. Johnston is confident that business will be active in 1910 and that the hardwood men are going to get a big share of it.

Bemis & Vosburgh are cutting from 150,000

to 200,000 feet of lumber daily at their plants at Roanoke Rapids, N. C., Bemis, W. Va., Petersburg, Va., and Victoria, Va. Their reports show that prices are edging up, although competition is still pretty fierce in some lines.

The Germain Company is still hoping for better conditions to prevail in the export trade. In other respects its business is showing much better. Yard trade has been especially improved and conditions in the eastern markets look a great deal brighter.

C. A. Shreve, formerly of Bowling Green, Ky., has been appointed inspector at Pittsburg by the National Hardwood Lumber Association and will locate here permanently in a few weeks. Former Inspector Thompson is expected to join the ranks of a local lumber company the first of the year.

The J. M. Hastings Lumber Company has cut out its hardwood operation at Jacksonburg, W. Va., but has not moved its mill, as it is looking for more timber in that vicinity. The big Canadian operations in which Mr. Hastings is largely interested are moving along steadily. Both sales and shipments are reported good.

The Willson Brothers Lumber Company is keeping its hardwood business well in hand and finds the increase in inquiries and orders very gratifying for this season. Manager I. F. Balsley of this department has been making frequent trips to the East with decidedly good results to show.

The McNitt, Huyett Lumber Company of Center Hall, Pa., will start work shortly cutting on 4,000 acres of hardwood timber near Waddell Station. This is the tract which was recently purchased for \$45,000 from the D. M. Bare Paper Company, and is one of the best lots of timber in Pennsylvania.

State Forester John R. Williams of Franklin county, Pa., has been put in charge of Pennsylvania's newest forest reserve, located on the Ohio watershed in Westmoreland and Somerset counties. The State Forestry Commission secured this tract a few months ago from the Byers-Allen Lumber Company. It consists of 9,000 acres of young oak and chestnut, which will be very valuable in a few years.

Lumber matters are once more getting busy on the Allegheny river. Recent rises have made it possible to float down a large amount of logs and lumber, and \$25,000 worth of lumber was loaded one day last week on flat boats and barges at Tionesta. This will be scattered all through the Pittsburg district.

The A. & S. Wilson Company, the largest contracting firm in this city, has just completed and put in operation a three-story wood-working plant on the North Side. Every machine in the plant is operated by an individual motor. Modern machinery for planing, sawing and cutting all kinds of building lumber, together with a blacksmith shop, wagon shop, storage building and lumber yard are provided.

Riefler & Sons of Tanners Falls, Pa., have just purchased from Kreitner Brothers of Honesdale, Pa., 400 acres of timber land in Mt. Pleasant township, Wayne county, Pa. They expect to cut 1,500,000 feet of hardwood and hemlock and 6,000 cords of acid wood.

L. R. Shreve, president of the Shreve Chair Company of Union City, Pa., recently announced that he has secured a seven-acre site just east of that factory, on which there will at once be erected a modern table factory, to employ at least 50 men. This will be a large consumer of hardwood and will add much to the fame of Union City as a lumber manufacturing center.

The new Shade Gap branch of the East Broad Top Railroad, which has just been completed, has opened up one of the most important timber tracts in Pennsylvania. The road extends from Mt. Union, Pa., into the northern end of Franklin county and penetrates a vast area of hardwood timber.

C. J. Shelburne, president of the Shelburne Lumber Company of Green Bay, Va., and A. P. Irish, vice-president of the Fuller & Rice Lumber & Manufacturing Company of Grand Rapids, Mich., were recent visitors in this city.

According to the Linchman Lumber Company, the market for oak and maple flooring has taken on a very much better tone the past two weeks. There is every indication that this stock will be selling at new record prices after January 1. Building operations have been going ahead in a satisfactory way on account of the fine weather and with a little easier money market the prospects for plenty of buyers of fine hardwood lumber in 1910 would be all.

A fire which caused damage estimated at \$20,000 in all consumed the plant of the Cochran Brothers Lumber Company at Aliquippa, 20 miles below Pittsburg on the Ohio river, November 28. The lumber mill was only partly insured.

David Archibald, R. J. Gardner and H. A. Burg of Denver Falls, Pa., have formed the firm of David Archibald & Co. and will open a yard in that place and deal in lumber and building materials.

The Boswell Lumber Company of Somerset, Pa., has bought for \$160,000 all the timber rights of A. C. Woodman in a big tract of hardwood timber in the Laurel mountains of Somerset and Westmoreland counties, 40 miles east of Pittsburg. One or more railroad branches will be run into the tract shortly and operations started this fall.

The Kendall Lumber Company has increased the capacity of its Crellin, Md., plant nearly 100 per cent by installing an American log roller. Its Croft mills are now cutting 50,000 feet a day, and its hardwood business is coming along fine.

Railroads in the Pittsburg district have already announced that they will spend \$25,000,000 next year in track extensions, larger terminals and other improvements. This does not include expenditures for locomotives and cars. The Baltimore & Ohio Railroad officials state positively that they will not begin work on their contemplated improvements before spring and that there will be something doing right along when these are started, all of which is good news to the hardwood lumber people.

A narrow gauge bridge belonging to the Tri-State Lumber Company of Uniontown, Pa., and located near Dunbar, Pa., was nearly wrecked by supposed vandals about ten days ago. It extended over a ravine 100 feet wide and its stringers and supports had been chopped off just before a heavy train of lumber was to be shot down the grade onto the bridge. County detectives are working on the case, as it is supposed the crime was committed by discharged employees of the company.

The Fredonia Planing Mill & Lumber Company of Greenville, Pa., has lately put in three new machines and a veneer press. The company employs 10 hands night and day and has the contract for furnishing 150,000 feet of hardwood finish for Pittsburg residences.

The Pennsylvania retailers are going to have a rousing good time when they come to Pittsburg January 27 and 28 for their semi-annual convention. To insure this the Pittsburg Wholesale Lumber Dealers' Association has appointed John B. Montgomery of the American Lumber & Manufacturing Company, John Garling of the Empire Lumber Company, A. J. Diebold of the Forest Lumber Company and L. L. Satler of the L. L. Salter Lumber Company a committee to arrange a banquet to be tendered the state retailers by the Pittsburg wholesalers on the evening of January 27 at the Fort Pitt Hotel. The speakers so far secured for the evening include A. F. Sheldon of Chicago, president of the Sheldon Schools of Salesmanship; Carrol F. Sweet of Grand Rapids, president of the

Michigan Retail Lumber Dealers' Association; Arthur L. Holmes of Detroit and George M. Hotchkiss of Chicago, secretary of the Illinois Retail Lumber Dealers' Association.

## BOSTON

Gardiner I. Jones of the Jones Hardwood Company, Boston, spent part of last month on a business trip through the South and West.

Mr. Appleby of the Appleby Lumber Company, Jamestown, N. Y., was a recent visitor in this market.

By an order issued the first of the month by W. F. Berry, the general traffic manager of the Boston & Maine Railroad Company, the positions of assistant freight traffic manager and export freight traffic manager are abolished. Amos S. Crane is appointed freight traffic manager to succeed the late M. T. Donovan.

H. O. Hawthorne of New London, Conn., has started manufacturing wardrobes for the Folding Wardrobe Company of New York. These are something new in the furniture line.

L. H. Tourtellotta has become manager of the Howe Lumber Company of Marlboro, Mass.

The warehouse of the Andrews & Peck Company, Hartford, Conn., was recently destroyed by fire, causing a loss of fully \$30,000 of lumber, finished stock and models. The company carried \$18,000 insurance.

The Cumberland Lumber Company has been incorporated at Hartford, Conn., with Charles E. White, Andover, president; Levitt C. Hayes, White Plains, N. Y., vice-president; C. T. Roe, Whitestone, N. Y., treasurer; F. J. Allen, Brooklyn, N. Y., assistant treasurer, and Edward M. Yeomans of Andover, secretary.

The lumber mill formerly the property of the Alderbrook Lumber Company, near Littleton, N. H., has been destroyed by fire. The mill was purchased a few months ago by the George W. Blanchard Sons Company of Cortland, Me. The loss is estimated at \$25,000.

The Frank Miller Lumber Company of Bridgeport, Conn., has purchased the stock of the Livermore Lumber Company of that city. The latter company was organized about four years ago.

The Sargent & Davis Lumber Company's mill at Lowell, Mass., was recently destroyed by fire, causing a loss of about \$50,000.

At the first meeting of the creditors of the Mitchell & Harding Lumber Company of Lawrence, Mass., a settlement was made whereby they will receive what is due them in full with interest.

A good export lumber business is reported. Large lots are being shipped from Boston each month to South America. Pine, oak and ash are the principal woods exported from this port.

## BALTIMORE

G. L. Wood of the R. E. Wood Lumber Company says things are looking much better of late; some lines are still a little slow in mending, but others counterbalance in activity. Mills are active, lumber is moving more freely than for some time and the company so far has been able to secure sufficient cars for shipments.

F. A. Parker of Mann & Parker recently returned from a trip to New York and Philadelphia. He has no difficulty, he says in placing goods with satisfactory prices. The company is having a big run on the famous gum it manufactures and is receiving numerous orders from houses which have been heretofore buying entirely in Missouri. He states that business is gaining every day.

The Williamson Veneer Company reports satisfactory improvement in business. It is at present engaged, so to speak, in cleaning house, working up all the old log stock and cutting out

some of the old lines. It is the declared intention of the management to select some high-grade veneer and make it a specialty.

Secretary E. M. Terry of the National Lumber Exporters' Association has succeeded, after prolonged negotiations, in obtaining from the Chesapeake & Ohio railroad the concession of clean bills of lading. Other roads have been issuing clean bills for some years. The case of the association against the car service lines at New Orleans over the free time to be allotted at that port will come up for a hearing before the Interstate Commerce Commission at Washington as the Record goes to press. The car service lines last spring gave notice that the free time would be reduced from twenty to ten days, which the shippers regard as a discrimination against New Orleans, other ports having enjoyed the benefit of a longer free time. The shippers asked for thirty days, but were willing to let it go at the old twenty days. The reduction of the free time, they contend, is a grievous burden upon the export business and puts New Orleans at a serious disadvantage. The association has also taken up the matter of the change in regulations as to the use of code words ordered by the Postal Telegraph Company. Under the new regulation, which took effect December 1, the use of arbitrary words is prohibited, only the ordinary English words, not to exceed a certain number of letters, being allowed. This in effect is a doubling of the telegraph tolls for firms or corporations, and will be felt as a heavy tax. The association has filed a protest against the change and will join with other organizations in a movement to induce a rescinding of the order.

From Keyser, W. Va., the report has been received that the Altoona Lumber Company has sold to the Alta Lumber Company, consisting of F. O. Havener and E. J. McGee of Parkersburg and E. Stringer Boggess of Clarksburg, W. Va., 9,000 acres of timber lands, mostly hardwoods and white pine, near Pulaski, Va. There is a railroad and several sawmills on the tract, and operations will be carried on with energy.

John S. Helfrich, wholesale lumber dealer, with offices in the Law building, reports a growing demand for maple flooring in this city and surrounding territory. A decided increase in the use of oak flooring is also reported, some of the yards having lately felt impelled to lay in stocks to meet the wants of the builders.

In this connection it is to be stated that the Maple Flooring Association has within the past few weeks advanced the list of maple flooring \$2 per 1,000 feet on clear stocks, and \$1 on factory No. 1, the advance being dictated, it is explained, by the growing demand. All previous lists have been canceled and the new prices are firmly adhered to.

The Norva Land & Lumber Company, of which Robert McLean, Stewart building, is general manager, held its annual meeting December 1 at Norfolk, the headquarters of the company, when the yearly reports were submitted and the present officers re-elected. The annual reports showed the company to be in excellent condition, and represented the prospects as highly encouraging. The company's foreign business in staves and headings, for which gum is being used, is rapidly on the increase and a growing business in hardwoods has also been done. The company is still at work on the experiments to convert gum and other low-grade stocks into a good grade of lumber by a process in accordance with which lumber is first put into a tank and steamed, so as to draw out the moisture, and then exposed to a dry heat. It is claimed for the process that it prolongs the life of the wood, toughens the fiber and prevents cracking and splitting, as well as warping, the latter one of the greatest drawbacks to gum, which takes on a high polish and could be used for a variety of purposes to great advantage but for this defect.

The plans of the Laurel River Lumber Company, the Tygarts River Lumber Company and another allied corporation, owned by interests

which not long ago bought the assets of Jennings Brothers in West Virginia, and which contemplated the opening of a branch office in the Keyser building, this city, appear to have been abandoned. The lettering on the doors has been removed and the furniture already in the rooms has been taken away.

John Cant, son of James Cant of the Glasgow firm of Cant & Kemp, stopped in Baltimore recently on his return from an extended trip through the Middle West and South. Mr. Cant said he found the millmen everywhere animated by a strong feeling of confidence in the future, and the movement increasing. Mr. Cant was entertained here by John L. Alcock of John L. Alcock & Co. It was his intention to go from Baltimore to Philadelphia and New York, there to take the steamer for home.

William E. Sowers of Hagerstown, Md., has secured an option on 17,000 acres of timber land along a trunk line in West Virginia, and is organizing a stock company with a capital of \$450,000, to engage in the development of the tract. If the deal goes through, mills, railroad, dwellings for the workmen and other buildings will be erected and operations conducted on a large scale.

Cook Brothers of Pittsburg, who control the North Maryland Lumber Company, are about to begin the operation of several sawmills on an 8,900-acre timber tract on the Elk Lick and Savage rivers, near Lonaconing, Md. It is reported from Cumberland, Md., that A. C. Woodman has sold a tract of timber in the heart of the Laurel Hill mountains, near the mining town of Boswell, Md., to the Boswell Lumber Company for \$160,000.

## CHARLOTTE

The sawmill, planing mill, dry kilns, offices, storeroom and warehouses of the Kingsdale Lumber Company, located five miles from Lumberton, N. C., were destroyed by fire a few nights ago. Six dwelling houses, occupied by tenants of the company, were also burned. Total loss is estimated at between \$80,000 and \$90,000, partially covered by insurance. It has not been announced whether or not the plant will be rebuilt.

Extensive damage from forest fires continues to be reported both from eastern and western Carolina. Several fires of serious proportions have been raging in the mountain section as well as in the seacoast territory. The North Carolina Geological Survey has taken the matter up and is sending out a list of queries relative to extent, cause and damage of forest fires in various parts of the state, loss to lumber interests and standing timber, etc. All that can be done to cut down or prevent this annual loss will be done by the state authorities.

The Railroad Commission of South Carolina has just received a ten-page typewritten complaint from Attorneys Miller, Whaley and Mitchell of Charleston, S. C., representatives of a score or more of low county lumber dealers, asking for a reduction on the rates on lumber on the score that the present rates are excessive and unreasonable by comparison with the Georgia and Florida rates. The commission has appointed a hearing for January 4 on the matter. Signing the petition are several big lumber companies of Charleston and the Charleston Freight Bureau and the lumber companies operating at Tyson, Mosedale, Hampton, Moncks Corner, Effingham, S. C., and elsewhere. Lumbermen of South and North Carolina are taking a great deal of interest in the coming hearing and it is thought that ample data will be submitted to bring about a readjustment of rates. North Carolina lumbermen have complained often of alleged discriminatory rates charged, also, by railroads operating in this state.

The Giant Lumber Company of North Wilkes-

boro, N. C., one of the largest in the state, has purchased between 60,000,000 and 75,000,000 feet of pine, oak, poplar and chestnut timber, which it will cut and float down its newly completed flume to its plant at North Wilkesboro. The flume extends into the near-by mountains nineteen miles. The company operates many sawmills in the Blue Ridge and floats large quantities of timber down daily. By means of the flume it brings into North Wilkesboro 40,000 feet of lumber and 35,000 pounds of tan bark, which is shipped by rail from the city to various markets.

A company has been organized at Hendersonville, N. C., to manufacture solid bored columns with patent machinery, patents having been secured by Dr. G. H. Lambert on his own inventions. Capital stock will be \$10,000 and those interested are W. A. Smith, R. C. Clark, G. H. Lambert and others. Capacity of the plant, will be 250 columns per day, 6 to 12 inches in diameter, manufactured from poplar.

The Tolson Lumber & Manufacturing Company of New Bern, N. C., has been chartered with \$50,000 capital by L. C. Tolson and others.

The Pegram Farm & Lumber Company of New Richmond, N. C., has been chartered with \$25,000 capital stock.

The planing mill and lumber yard of Bruce & Bivens located at Pickens, S. C., was totally destroyed by fire a few days ago. Loss is estimated at \$6,000. There was no insurance on the plant.

Widespread depredation by "squatters" on the property of the Waccamaw Lumber Company, in the vicinity of Bolton, N. C., near Wilmington, has attracted state wide interest. Squatters have for some time past been making secret attacks upon employees and property of the lumber company. They claim that the lands, which were secured by the Waccamaw company by Federal court procedure, were taken from them wrongfully. Many of the employees of the company quit work several days ago, fearing further secret attacks. Detectives from Washington were employed, and numerous arrests have been made. At a trial just held in Wilmington the following men were bound over to await trial to answer charges of wilfully injuring property of the Waccamaw Lumber Company: J. W. Brady and his son, Horace Brady. Trial of O. W. Brady and "Shade" Bullard will be held the second Tuesday in December, the charge being spiking logs. In one instance it is alleged that dynamite was used to blow up a skidder.

The Tennessee and North Carolina Railroad, at present running from Newport, Tenn., to Waterville, in Haywood county, N. C., 21 miles, is to be extended to Canton, N. C. The road will lead up Pigeon river and will traverse a rich timber section. Owners of the railroad company are largely interested in the Pigeon River Lumber Company, which owns 55,000 acres of richly timbered lands along the line of the proposed road. The road will be a great boon to the Champion Fibre Company, in that it will give it access to millions of cords of pulp wood and will more than likely decrease the high freight rate in effect all along the Murphy branch of the Southern railway.

Barger Bros., extensive dealers in lumber, have moved their offices from Mount Ulla to Mooresville, N. C. Barger Bros. deal in North Carolina pine and hardwood and do an extensive business throughout the two Carolinas. They have been in business eight years and do a large business with furniture factories at High Point, N. C., and other Carolina towns.

## CLEVELAND

Two Cleveland men are at the head of a big scheme to grow thousands of eucalyptus trees in

California. With the launching of the United States Timber Company, with offices at 1529 Rockefeller building, comes the announcement that the concern has acquired 5,000 acres of land in Salano county, California, with a view to beginning next spring to set out 680 trees to each acre of land, or nearly 7,000,000 trees in all. The trees will be furnished by a big nursery which has been started near Los Angeles.

Willard G. Aborn, head of the Lake Erie Nail Company, is president of the new concern, and W. G. Kennedy, formerly with the Bankers' Security Company in this city is secretary. Among the directors of the company, which has been incorporated under the laws of Delaware for \$150,000, are: J. C. Carpenter, president of the First National Bank at Clifton Forge, Va.; G. H. Sparhawk, chief engineer of the American Bridge Company at Ambridge, Pa.; R. L. Foster, sales manager for the J. C. Pearce Company, Boston, Mass.; F. D. Perry, forester, who is now in Salano county arranging the work; J. G. Fogg, attorney in the Williamson building and coach for Case school, and E. S. Fowler, capitalist of Chicago. A. B. Shaw is to be consulting forester. The eucalyptus flourishes in great quantities in Australia, where it sometimes goes by the name of the Australian mahogany. It is said to be a dense, heavy wood, very hard, equally as hard, when tested, as second growth hickory. Its chief value, the promoters of the company say, is its rapid growth. It is an evergreen, growing all the year round. In a period of ten years it usually grows to a thickness in the main part of the trunk from twelve to fifteen inches. It takes on a beautiful polish and is adaptable for veneering purposes. With the rapid exhaustion of the hardwood supply of the country and the steadily advancing prices of all kinds of hardwoods it is believed that the new venture will be a paying one in a decade's time.

The very latest methods of foresting will be applied and it is believed that fully 600 of the 680 trees planted per acre will be available in ten or twelve year's time. As trees are cut they will be replaced with smaller ones, so the forest will always be in growing order.

The plan was inaugurated by Messrs. Aborn and Kennedy some months ago, but nothing definite has been announced until recently.

One of the most prosperous concerns in the hardwood business in Cleveland these days is the Martin-Barriss Company. Business is reviving so rapidly that the company finds it imperative to extend its plant. As a result several additional buildings are being erected, the largest of which is a two-story structure twenty-three by seventy-two feet. The company reports business to be in good condition, with the outlook for winter consumption of hardwoods bright.

J. V. O'Brien, secretary of the Cleveland Board of Lumber Dealers, estimates that the volume of business being enjoyed by Cleveland concerns is now twenty per cent over that of a year ago and that the same ratio promises to hold good for the entire year.

At the Monday noon luncheon of the Cleveland Lumber Company the sole topic of discussion was the death of J. E. Defebaugh of the American Lumberman, who was well known in Cleveland. General regret was expressed at the news of his death, received that day.

Dawson E. Winn, for many years associated with the Woods-Perry Company, one of the pioneer lumber firms in Cleveland, died some days ago at his home here. The funeral was largely attended by lumbermen and others.

Mrs. Elizabeth J. Barner, wife of George T. Barner of the Barner-Meade Lumber Company, died several days ago at St. Vincent's Hospital after a brief illness. A number of floral tributes were sent by Cleveland lumber dealers, a number of whom attended the funeral.

A unique social organization has been formed by the four lumber companies controlled by C. H.

Foot. It is known as the Quartette Social Club and is made up of the employees of the C. H. Foote Lumber Company, the Scranton Road Lumber Company, the Glenville Lumber Company and the Collinwood Lumber Company. The club proposes to hold a number of dances and parties this winter and follow with picnics and outings next summer. C. H. Foote is president; S. P. Cramer is vice-president; Earl Leshner, treasurer, and H. H. Sherman, secretary.

### COLUMBUS

The W. M. Ritter Lumber Company reports a continued good market in all hardwoods. The sales department reports a good demand for the lower grades and that the movement of lumber is now uniform. Every section of the country is showing up with a good and steady demand. It is the opinion of the company that advances will be the rule in the future and concessions are now about all off.

R. L. Gilliam, sales secretary, and J. W. Mayhew of this company returned recently from a 10-days' trip among the mills of the company in Tennessee, North Carolina and other southern states. W. M. Ritter, head of the company, left for the mills early in the month.

The Acorn Lumber Company, which with its predecessor has been located at 130 East Rich street for more than half a century, has moved its offices and down-town yard to the intersection of West Rich street with the Hocking Valley tracks. The company has been conducting a retail yard at the latter location for some time and the move is simply combining the two yards and moving the general offices. The change was made the first of December.

H. W. Putnam, president of the General Lumber Company, reports increasing orders from manufacturing establishments. He says the only drawback to the trade is the car shortage, which is becoming worse. Mr. Putnam reports scarcity in poplar and plain oak stocks and generally stiffer prices prevailing. He recently attended a Scottish Rite reunion at Dayton, which is near his old home.

A. C. Davis, head of the A. C. Davis Lumber Company, reports steady conditions in the lumber trade. He believes that a better demand will spring up in the near future. George B. Jobson, secretary and sales manager, left on December 1 for an extended selling trip through the Northwest.

John R. Gobey reports better orders in all branches of the hardwood trade and higher prices ruling. Several advances have been made recently in cypress. Mr. Gobey is of the opinion that orders will increase as the season advances. He recently returned from a 10-days' trip to Memphis, New Orleans and other southern points. At New Orleans he checked up his rebates in the two-cent overcharge matter.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, reports better demand from car works and the manufacturing interests generally. He said: "I think prices will advance shortly and we are not making contracts for future delivery at present figures. The car shortage is beginning to tell." Mr. McLaughlin recently returned from a business trip in northern Ohio. W. M. Boyer, representing this company, left December 1 for an extended business trip through northwestern Ohio and parts of Indiana.

H. D. Brasher left recently for a three weeks' selling trip through southern states. He recently closed a contract for the Ohio agency for the Trinity River Lumber Company of Houston, Tex. During his absence his brother, A. L. Brasher, will look after the office work.

Columbus lumbermen interested in manufacturing have been informed that the United States Department of Agriculture is attempting to have insurance companies consider risks on standing

timber and to write policies covering them. At present it is difficult to have standing timber insured and it may be that some time in the future insurance companies may decide to consider them. One of the features to be considered is the "expectation value" of the young growth.

E. K. Hayes & Sons, makers of carriages and buggies on East Town street for thirty-five years, has been changed by the father, E. K. Hayes, dropping from the partnership. The two sons, Morton H. and R. Lee Hayes, take the concern. The father retired because of age. The concern is one of the oldest carriage factories in the city and had a hand in making Columbus a recognized center for carriage manufacturing.

It has been decided to hold a three days' session by the Union Association of Lumber Dealers which meet in annual meeting in Columbus, January 18, 19 and 20. The complete program for the meeting has not been arranged, but an announcement will be made soon. Numerous topics will come up for discussion among which will be freight rates, demurrage, forest conservation and the Ohio canal system. J. Elam Artz, Dayton, is president; E. A. Hildreth, Columbus, vice-president; Harry Adams, Chillicothe, secretary, and F. G. Torrence, Chillicothe, treasurer. M. J. Bergin of Columbus is on the board of directors.

Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, with headquarters at Cincinnati, recently visited Columbus. Mr. Foster was on a trip to various hardwood centers. The association was originally organized in Columbus, where the headquarters were located for several years.

Precisely the same number of building permits were issued by the building inspector of Columbus during the month of November as during November of 1908. In each case the number was 115. However, the estimated value of the projected buildings in 1908 was \$204,015, while in 1909 it was only \$186,345. Since most of the other months of the present year have shown an increase over the corresponding month in 1908, on the whole the record of building operations is not a bad one.

W. L. Whitacre left recently for a three weeks' trip among the mills in the southern states. Mr. Kerr of the firm reports steady conditions in the lumber trade and some strengthening of quotations. He looks for a prosperous season after the holidays.

### CINCINNATI

The heavy increase in the volume of the lumber trade in the Queen City in 1909 over 1908 is clearly shown in the figures compiled from the car service reports by Superintendent Charles Murray of the Chamber of Commerce. The receipts of lumber for the month of November, 1909, were 6,769 cars, as compared with 5,478 cars for the same month last year, an increase of 1,291 carloads in one month. The shipments for November, 1909, were 5,552 cars, while those of the same time last year were 4,021 cars, showing an increase in shipments for the month of 1,531 cars.

Nicola, Stone & Meyers are introducing Philippine mahogany into this market. Several samples have been placed with furniture manufacturers, who are trying the effects of various mahogany finishes as compared with the Mexican, Cuban, African and Honduras mahogany now on the market. The wood shows ready adaptability to high finishes, and has a very attractive figure. The color is somewhat darker than Cuban mahogany, and shows a rich, dark stripe. Experiments are now being conducted by furniture manufacturers testing its working qualities—its liability to warp or crack when subjected to working strains and conditions.

Secretary Lewis Foster of the Hardwood Manufacturers' Association of the United States, returned to his office Monday from a

trip to Memphis and Nashville in the interests of his organization, and the office took on the appearance of a very active beehive. "Hardly time to smile, let alone talk," would be a good sign for the busy secretary to hang on his door.

B. B. Burns of the Tug River Lumber Co. of Bristol, Tenn., was a caller at headquarters during the past week.

The Queen City Furniture Club held its annual election on December 1. The hall of the Business Men's Club was turned into a great election booth, with the colors of the contending parties, the Reds and the Blues, used in the decorations and the lighting scheme. The Australian system of balloting was carried out. The polls were open from 7:30 to 8:30, and on the closing of the polls and pending the count of the ballot, the business session was held. Announcement was made of the annual convention of the Hardwood Manufacturers' Association of the United States, which holds its convention in this city, at the Sinton Hotel, on February 1, 2 and 3, and to which consumers of hardwoods are invited to attend, and it was decided to urge all Cincinnati furniture manufacturers to be present at the convention. Several members announced their intention of attending the Rivers and Harbors Convention at Washington, D. C., on December 8, 9 and 10. The officers elected were: William J. Sextro, president; Joseph A. Sprengard, vice-president; Louis Schneider, treasurer; Wash Rees, secretary.

Clif S. Walker, president of the Bayou Land & Lumber Company, returned last week from a two-weeks' visit to Louisiana, where he went with a company of well-known Cincinnati capitalists to look over a valuable timber right, with a view to purchase. The company spent the time looking over the tract, which contains 60,000 acres, and is located in Concordia Parish, La. The land is covered with virgin forest, for the main part oak and other hardwoods. The excursion proved most satisfactory and the land, as far as practicable, was bought outright. The company will at once purchase equipment and erect a large mill and cut the timber. Mr. Walker expressed himself as satisfied with the deal. He said that he found the woods so delightful that, after the business was consummated, he spent three or four days in fishing and hunting on the tract. He leaves for New York City in a few days to complete arrangements for opening up the tract at an early day.

Superintendent Charles J. Murray of the Cincinnati Chamber of Commerce, who is a great favorite with the hardwood lumbermen who operate on change, has been ill for several weeks, and is now recovering. Mr. Murray has been superintendent of the exchange for a quarter of a century and is long past three score and ten.

Ferd Brenner of the Ferd Brenner Lumber Company left last week for Alexandria, La., where his company operates a large mill, in charge of W. F. Best, vice-president of the company.

Ralph McCracken of the Kentucky Lumber Company spent several days last week at the Burnside plant of the company. J. M. Cheely started for Arkansas and the Southwest about the same time, looking up lumber contracts in which the company is interested.

A most unexpected compliment was paid to the integrity of a number of Cincinnati's hardwood lumbermen last week by a well-known commercial agency when, upon inquiry, it was revealed that the houses inquired into were not only sound financially as to their business, but that they were also so well blessed with this world's goods as to be the financiers of other manufacturing industries.

T. B. Stone of the T. B. Stone Lumber Company is back at his desk in the Union Trust building, after a business trip to New York



and the East, which he says was quite successful. He reports business keeping up remarkably well for this time of the year, and the outlook for the future very bright.

W. A. Bennett, T. J. Moffett, B. F. Dulweber and Clinton Crane, representative lumbermen of the Queen City, left Tuesday at 2:15 for Washington, D. C., to attend the Rivers and Harbors Congress in the interests of a nine-foot stage in the Ohio river.

Fred Conn of the Bayou Land & Lumber Company, in the Mitchell building, is displaying in his office a plank of quarter-sawn white oak which is twelve feet long and twenty-three inches wide. There is not a defect in the plank, and it has the small, wavy stripe which is much in demand by manufacturers of furniture for "tops." The plank was one of a carload of quarter-sawn white oak, manufactured at the company's mill in Hale county, Ala., every board of which was twenty inches and over in width. This is claimed to be the best carload of quarter-sawn white oak seen in this market for several years.

R. C. Witbeck, secretary and manager of the local department of the Ferd Brenner Lumber Company, says the domestic trade is fair. The foreign export trade, however, is not very active, though the prospects look somewhat brighter.

E. A. Deem of the Miami Lumber & Veneer Company of Dayton, Ohio, was in this city last week, hustling for business.

The United Building Material Company, successors to C. H. Pease & Co., has been reorganized. B. A. Kipp is president, R. H. Hackett vice-president, H. Huber secretary-treasurer. These, with Tilden R. French and A. B. Ideson, constitute the board of directors. C. H. Pease, former president of the United Building Material Company, has withdrawn from the company and has gone to Jeffersonville, Ind., where he has joined with his brother, J. L. Pease, in the manufacture of porch columns.

E. Barry Norman of E. B. Norman & Co., Louisville, Ky., spent several days in this city last week looking over trade conditions.

R. L. Saulsberry of the Wright-Saulsberry Lumber Company of Ashland, Ky., was a caller at the Hardwood Manufacturers' headquarters in the First National Bank, last week.

Tom Orr of the Cincinnati Poplar Company, Newport, Ky., returned last week after a trip of several weeks through the East.

R. B. Kyle of the Kyle Lumber Company of Gadsden, Ala., was calling among the Cincinnati trade recently, disposing of his lumber stocks.

John L. Kaul of the Kaul Lumber Company passed through the city last week and stopped over on his way to Pennsylvania.

A. W. Euler, the European representative of Bennett & Witte, writes from Europe that he will be in Cincinnati about the middle of the month. Mr. Euler has just closed a six months' tour of Europe as a hardwood salesman with very satisfactory results.

W. F. Duhlmeier of Duhlmeier Bros. left Tuesday for Washington, D. C., to attend the Rivers and Harbors Congress as a delegate from Ohio.

The Asher Lumber Company is taking in additional ground in the neighborhood of its yards, and is putting a large stock of lumber on sticks.

Frank Scott of T. P. Scott & Co. says that this fall has been the best season experienced by his concern since the business slump, and that trade is still very brisk.

A number of Cincinnati's lumbermen received, Thanksgiving Day, neat wedding notices of the nuptials of Miss Bess Alta Buckley, daughter of Mr. and Mrs. James Buckley of Brookville, Ind. to Mr. Charles E. Webb. The

happy couple will make their home in Cleveland, Ohio. "Jim" was sent a number of letters of congratulation from his host of Cincinnati lumbermen friends.

## TOLEDO

One of the oldest as well as largest general lumber yards in Toledo recently changed hands when Barbour & Starr sold out their business to Kelsey & Freeman. The firm has been in existence since early in the seventies, and at one time was one of the largest yards in this section. Some time ago it sold its maple mill and planing plant to the Phenix Box Company, and the recent deal practically closes out its entire business here. It has extensive interests in Mississippi, to which its future attention will be given.

Hardwood ties, gotten out by a southern firm and afterwards treated to the creosoting process by an Indiana concern, are being used exclusively on the main line and the Minster branch of the Lake Erie & Western in this state. The ties are being distributed at convenient intervals for use when needed. They are the first of the kind received in this section.

A jury in the common pleas court at Toledo this week disagreed in the \$10,000 damage case of Charles Jensen against the Skinner Bending Works. The plaintiff lost two fingers while operating one of the saws of defendant.

The Superior Supply Company of Toledo was recently incorporated with a capital stock of \$30,000. It will deal in builders' supplies and materials of all kinds. The incorporators are Philip Garrigan, contractor; Samuel Hildebrand, contractor; A. B. Luten of the A. B. Luten Brick Company; William C. Brown of the Philip Carey Roofing Company and C. B. Mathes of the Luten company. Large yards with dock and railway facilities will be secured, and an effort is being made to get other contractors and supply men into the company.

## INDIANAPOLIS

Ernest Taylor of St. Louis visited the trade here recently.

Following a trip through Mississippi and Alabama, E. H. Greer of the Greer-Houghton Lumber Company has returned home.

F. P. & W. Ice, hardwood dealers of Mount Summit, have been succeeded by F. P. Ice & Son.

Frank P. Ice has just purchased the hardwood timber on twelve acres of land near Muncie at \$133 an acre. The purchase was made from Orville Boor of Muncie and the price the largest ever paid in that vicinity for standing hardwood.

Building permits issued in this city in November amounted to \$345,185 as compared with \$270,557 in November, 1908. The aggregate permits for 1909 will be about \$1,250,000 more than last year.

The Gemmer Lumber Company, which recently acquired the business of the Standard Veneer Company, is making a number of improvements and has increased its capital stock from \$12,000 to \$25,000.

It is stated that the McDougall kitchen cabinet plant will locate in Frankfort instead of rebuilding in this city. The plant here was destroyed by fire. The company, formerly G. P. McDougall & Son, has reorganized under the name of the McDougall Company, with an authorized capitalization of \$300,000.

The R. W. Monger Lumber Company has just been organized at Elkhart and incorporated with an authorized capitalization of \$40,000. Those interested in the concern are R. W. Monger, Bertha A. Monger and F. W. Gampher. John L. Hinshaw, Edwin M. Hinshaw and

John F. Beals are interested in the Grant Lumber & Timber Company, just organized here, and which will make a specialty of hardwoods. The company is incorporated and is capitalized at \$10,000.

J. P. Huffman and A. P. Conklin of the J. P. Huffman Lumber Company recently returned from an extended business trip through the South.

The Security Ladder Company has just been organized at Goshen and is capitalized at \$25,000. Members of the company are William O. Valette, George A. Riley and Lou W. Vail.

The board of public works, Indianapolis, is preparing to let contracts for all of the hardwood counters and grille work in the new city hall building. Specifications are now being drawn. The contract will amount to about \$10,000.

The Wood Mantel Manufacturers' Credit Association met in this city a few days ago in annual convention. The principal topic of discussion was methods of publicity. Manufacturers reported an encouraging trade during the year, but at the same time complained of the encroachment of mantels made from other materials. Officers elected were: President, H. C. Steul, Buffalo, N. Y.; vice-president, M. L. Dame, Harriman, Tenn.; secretary-treasurer, H. T. Bennett, Indianapolis; executive committee, G. O. Eha, Cincinnati; J. J. Price, Knoxville, Tenn.; G. W. Johnson, Moline, Ill.; W. F. Stuhlmiller, Buffalo, N. Y., and C. W. Fox, Detroit, Mich.

## MEMPHIS

The E. Sondheimer Company states that it is meeting with a good run of orders, and Max Sondheimer, president, stated at the meeting of the club Saturday afternoon that he would have to decline the nomination for vice-president of that organization because of the belief that the coming year would be one in which he would have to give all of his time to the business of his firm. The club would not accept his declination, however, and he will make the race. The statement is given only to show what some of the prominent members of the trade here are looking forward to during the coming season.

C. D. Hendrickson, a prominent manufacturer and wholesaler, reports an improvement in the demand and states that his mills are working on full time and that they will be kept in steady operation.

C. L. Wheeler of J. W. Wheeler & Co., Madison, Ark., says it is still impossible for his company to operate its mill at Madison, but that, as soon as the water stage will admit, it will be placed in operation on full time.

James R. Blair of the L. H. Gage Lumber Company and the Crittenden Lumber Company, which has its big mill at Earle, Ark., is authority for the statement that the latter is working at full capacity and that all the hardwood plants in that section of Arkansas are being worked on full time.

C. R. Ransom of the Gayoso Lumber Company says that, while his firm has not shipped quite as much lumber during the past thirty days as during the preceding similar period, it is enjoying a very satisfactory run of business and that its stock has improved in quality materially as a result of the delivery of a great deal of low-grade stock.

The J. W. Thompson Lumber Company reports a very good demand for its output. The mill of the Brasfield-Thompson Lumber Company at Biscoe, Ark., however, has been closed down for some days. The shut down is only temporary.

C. L. Willey, Memphis and Chicago, has recently installed a resaw here that will bring the capacity of the firm to 1,500,000 feet of hardwood lumber per month. This will be in



readiness for operation by the middle of December. Within the past few months the firm has increased its facilities for the manufacture and prompt drying of veneers and now has a capacity of a full car per day.

J. F. McIntyre of the Memphis Veneer & Lumber Company, North Memphis, is authority for the statement that all the veneer machines this firm will install have already been set up and that it is running at full capacity and is finding a very satisfactory demand for its output. This is the company which bought out the holdings of the old Memphis Rim & Bow Company in Memphis.

The East End Lumber Company, recently incorporated with a capital stock of \$10,000, is now erecting a hardwood mill east of this city which will cut between 25,000 and 35,000 feet. Furthermore, it may be stated that the plant will be in readiness for operation by January 1. The principal incorporators are J. P. Bailey of the Valley Log Loading Company; R. M. Bailey, an Arkansas lumberman, and N. A. Hurst, who has been employed by local lumber firms in a number of capacities. The plant will be located on the Union railway (Belt line).

The E. Mossman Lumber Company has purchased the site of the old Standard Box Company in the eastern part of the city and will remove its plant to this city. It has its headquarters at Ft. Wayne and Evansville, Ind. This is the third or fourth Indiana firm to decide on removal to Memphis within the year.

J. M. Brown and A. E. Silverthorne, who recently purchased the controlling interest in the Interstate Lumber Company, which has a large band mill at Columbus, Miss., and extensive timber land holdings in east Mississippi and west Alabama, are among the incorporators of a new railroad which is to run from Winfield, Ala., via Columbus, to some point on the Alabama, Tennessee & Northern, probably Aliceville or Dancy. These gentlemen, together with the other stockholders, have already applied for a charter and the announcement is made that, as they have plenty of money for financing the new road, this is to be completed by the end of 1911 at the latest.

The announcement is also made that the Goodyear interests have decided upon the extension of the New Orleans & Great Northern in an easterly direction about fifteen miles from Columbia, Miss., in order to facilitate the development of some of their extensive timber land holdings in that section. Additional interest is lent to this announcement because of the belief that it foreshadows the removal of the plant and yards of the Pearl River Lumber Company, a subsidiary of the Goodyear syndicate, from Brookhaven to Columbia or Georgetown, Miss. Work on the extension is to begin immediately after the first of the year, the locating surveys having already received the approval of Mr. Goodyear, president of the New Orleans & Great Northern.

The New Orleans, Mobile & Chicago Railroad Company has been formally chartered under the laws of Mississippi, Alabama and Tennessee and has already taken over the Mobile, Jackson & Kansas City road, which runs from a point in Tennessee through east Mississippi to Mobile. The new owners have ample money behind them and additional interest is lent to the change of ownership of the Mobile, Jackson & Kansas City by the fact that the new management proposes to extend the line farther north, probably to Jackson, Tenn., and to make other noteworthy improvements in the property.

The legal separation of the Rock Island and Frisco Systems will, aside from the divorcement of the offices and forces that have been employed in this city, have little bearing on the local situation. Lumber interests, however, are pleased to note that there will be increased competition, believing that this is more than apt to result in even better service than afforded under the consolidation of the two roads.

Joe Hattendorf, who has been assistant freight agent of the Illinois Central, with headquarters in this city, has been promoted to the office of assistant general traffic manager, with headquarters in Chicago, and it is understood that D. W. Longstreet, who was in Memphis until about eighteen months ago, will be returned here. Mr. Hattendorf, while comparatively young, has risen rapidly and his many friends among the lumber fraternity are very much pleased over the last promotion given him, although very sorry to lose him from among their number.

President W. K. Kavanaugh of the Mississippi Valley Transportation Company recently launched with a capital stock of \$10,000,000 and numbering among its stockholders and incorporators some of the leading business and professional men of Memphis, addressed the Business Men's Club here during the past week on the plans and purposes of this company. Mr. Kavanaugh has been a most important factor in the advancement of the cause of "fourteen feet through the valley," and he pointed out that the launching of the big carrying company he is backing will tend to stimulate Congress to greater activity in connection with improving the Mississippi and thus hasten the day when the channel is deepened from the lakes to the gulf. He also pointed out that the rehabilitation of steamboat service on the Mississippi would be of untold benefit to every city on the Mississippi and to all the territory contiguous to this mighty stream. He insisted that the company proposed to establish terminal facilities entirely in keeping with its needs and the needs of the different river cities and that the actual beginning of operations would result in a decided decrease in rates on the heavier classes of freight. Mr. Kavanaugh pointed out also that, while the capital stock is \$10,000,000, the company would begin its service when \$1,891,000 was actually paid in. He stated that in Memphis alone the company would expend at least \$150,000 in terminal facilities. There were a number of prominent lumbermen attending the meeting addressed by President Kavanaugh and the statement may be made that they are enthusiastic over the promise of rate regulation held out by the company of which he is the head.

The Queen City Wagon & Manufacturing Company has been incorporated under the laws of Mississippi, with headquarters at Meridian. The capital stock is \$10,000, and W. G. Jackson and others are the incorporators.

There is bright prospect for the resumption of the big plant of the New South Plow Works, Columbus, Miss. F. D. Lundigan, Marion, O., has secured an option thereon which expires January 1, and those who know him well express confidence in his exercise of the option of purchase before its expiration. The plant is a very large one and quite an important consumer of hardwood lumber.

The Bayou Meto Lumber Company has been granted a charter under the laws of Arkansas, with headquarters at Stuttgart. Its capital stock is \$10,000. Charles H. Odell and others are the incorporators.

The Loholis Lumber Company, incorporated under the laws of Indiana, is preparing to do business in Arkansas, with headquarters at Frinkley. A copy of its articles of incorporation has been filed with the Arkansas authorities and John B. Jones, Brinkley, has been named as state agent.

The Luxora Coopers Company of Cape Girardeau, Mo., has also filed a copy of its incorporation papers with the Arkansas secretary of state and has named George E. Carter of Luxora as its agent for that state. The company is capitalized at \$40,000 and claims to have \$30,000 invested in Arkansas.

The Huntington Wood Manufacturing Company of Huntington, Tenn., will engage in the manufacture of boxes, crates and baskets at Hope, Ark. A site has already been selected and

work on the plant will be begun as soon as the machinery arrives. The company will employ about seventy-five persons. B. F. McCrosky, who will be general manager, has already removed from Huntington to Hope and will be in active charge of construction and operation.

The charter of the Ohio Handle Factory of Jonesboro, Ark., has been amended so as to increase the capital stock from \$40,000 to \$80,000.

When this issue of the HARDWOOD RECORD reaches its readers Clydes S. Lambert will have joined the ranks of the benedicts. Cards have been out for some time announcing the approaching marriage of Mr. Lambert and Miss Lucile Jane Merriwether of this city. The bride-to-be is quite popular in Memphis social circles, while Mr. Lambert is well known among the local hardwood fraternity and has also a wide acquaintance among the general hardwood trade. He is a member of the Nickey & Sons Company and is also prominently identified with the Lumbermen's Club of Memphis. The ceremony will be held at the Central Baptist church on the evening of December 8.

J. W. Thompson of the J. W. Thompson Lumber Company has recently returned from a business trip to Chicago and other markets.

W. B. Morgan of the Anderson-Fully Company has returned from an extended trip through Texas.

Wick Ransom of the Gayoso Lumber Company is the proud father of a boy who arrived at his home only a few days ago. "Wick" is rather modest about the youngster, but "Brother Charley" says it is the greatest boy of the age and predicts that he will be able to go all the day and night gait of the lumbermen of Memphis before he becomes very much older. This isn't all "Brother Charley" says, but it will give some idea of the high esteem in which the latter holds his little nephew.

The Lamb-Fish Lumber Company is working its big band mill at Charleston at full capacity and its other woodworking plants at that point already completed are also going on full time. Its box factory at Chaney is handling a very satisfactory volume of business also. This company is now erecting the necessary buildings for its planing mill and dimension stock plant at Charleston and will later transfer its box plant at Chaney to Charleston also, in line with its plan of consolidating all of its manufacturing enterprises at the latter point.

A. G. Fritchey of the Lamb-Fish company is leaving for the North and East and will be gone for some time. He says, however, that he will be back in time to make a strenuous effort to secure enough votes to insure his election as one of the "two-year" directors of the Lumbermen's Club, for which he was nominated at a recent meeting.

Mr. Ransom, father of C. R. and W. A. Ransom, was a guest of his sons in Memphis during the past week.

The Bellgrade Lumber Company, with headquarters in this city, and with its big mill and timber land holdings at or in the vicinity of Belzoni, Miss., states that there has been a very decided change in the attitude of large consumers of lumber and that there is not only a more active demand but that the indications point to still further improvement. In fact, this company reports that it has booked enough orders already to run until after the first of the year, and that, owing to this fact and to the belief of the management in still higher prices, it has temporarily withdrawn its stock from the market. This is almost without precedent for a number of months except in the case of some firms which have persistently refused to sell their lumber during the depression in prices, and is regarded as highly significant.

R. J. Darnell, Inc., reports a very satisfactory demand for its output. The firm is running both of its big band mills here and its entire

venor machinery. It is also working its allied plant at Leland, Miss., on full time. This is operated by the Barnell Love Lumber Company.

## NASHVILLE

Nashville in the near future, it is learned from local lumbermen, will likely secure a handsome addition to her list of flooring plants and lumber establishments. The Strasburg Manufacturing Company of Saginaw, Mich., is said to have secured options on a site on the river front in East Nashville upon which will be erected a large flooring plant. The investment will represent something like \$150,000.

The plant of the A. L. Hayes Stave Company in East Nashville has been sold to the Home Building Company of Nashville for a consideration of \$10,000. The plant covers some eight acres and has been successfully operated for the past ten years.

Following a meeting of citizens and shippers living in the valley of the Cumberland a local association has been organized with the object of securing further improvements from the government for the Cumberland river. The association proposes to work through congress, and it has constituted an executive committee with power to send out representatives to secure data for the congressional committees. It is to be called the Nashville Cumberland River Association and will cooperate with the Cumberland River Commission. Nashville lumbermen are greatly interested in any move to improve transportation facilities on the Cumberland through the lock and dam system, and among the members of the executive committee of the local association is John B. Ransom. It is expected that the local association will soon have a membership of at least 200.

Although this is not the season of the year for any particular activity in the matter of building permits, yet the totals in Nashville for November, 1909, are well above those for the same month in 1908. The figures are \$86,540 for 1909 in November as against \$58,734 for the same month in 1908.

John B. Ransom and John W. Love of the executive committee of the local Y. M. C. A. met this week with the other members of the committee and following the session it was announced that the committee had agreed upon a site for the new Nashville Y. M. C. A. building, which will cost \$200,000. This site will not be made public, however, until the next meeting of the committee on December 15.

The Nashville Hardwood Flooring Company is making extensive improvements to its big plant in West Nashville. In a new building, 50x90 feet, twelve new machines will be installed, including band, rip and re-saws, and two big matchers. In addition the company is also installing a blower pipe system which, when finished, it is said, will be the largest blower in operation in the country. It is estimated that these improvements will enable the plant to turn out about 75,000 feet of its Acorn brand of flooring a day.

Lewis Doster, the popular secretary of the Hardwood Manufacturers' Association, and who once, not so long ago, claimed this city as home, was back in town the other day "on business," and greeting old friends who gripped his hand in welcome. Mr. Doster was most enthusiastic concerning the prospects for the approaching annual meeting of the association in Cincinnati, next February. He believes that the meeting will be one of the most interesting as well as one of the most important yet held. The uses of hardwoods, both from the standpoint of the sawmill man and the consumer, will be among the interesting subjects to be discussed.

A special from Lexington, Tenn., announces that a new wholesale and retail lumber con-

cern has been organized there and known as the Morgan-Fuller Lumber Company. The officers of the company are: G. A. Morgan, president; G. B. Morgan, vice-president; A. H. Fuller, secretary-treasurer, and T. A. Morgan, assistant secretary. The Messrs. Morgan live near Wildersville, Tenn., where they have a large sawmill. Mr. Fuller will install an office at Lexington.

A. M. Petway of Dickson, Tenn., has recently purchased a body of fine timber from J. M. Pardue and will install a mill on it in the near future.

Specials from Sparta, Tenn., announce unusual activity in that section in the past few weeks. Hundreds of wagons of lumber, it is said, have been brought to town and then shipped away on the N. & C.

There is now no further danger from forest fires in Tennessee. The winter rains and rough weather seem to have set in for keeps and in many sections fires that have burned stubbornly were quickly extinguished in the drenching December downpours.

A recent visitor to Nashville was Gardner I. Jones of Boston of the Jones Hardwood Company of that city. He came South not only to buy lumber but also to ascertain conditions in the producing center.

The Prewitt-Spurr Manufacturing Company reports active business, especially the woodenware portion of its operations.

The Davidson, Hicks & Greene Company reported excellent business. It has been busily engaged for weeks in putting in a good supply of lumber at its mills.

Interesting and, it may be said, startling views are entertained by Maj. W. M. Harts, government engineer at this point, upon the kindred subjects of reforestation, rainfall and floods. Mr. Harts combats the views of the government forestry bureau regarding the effect of deforestation on rainfall and the flow of rivers. He favors the restoration and replenishing of the forests in order to protect the lumber supply of the future, but he states that on the other hand many noted meteorologists have long since abandoned the idea that trees in any way affect the rainfall. He challenges to production of any record showing any change in the climate of a section on account of deforestation or reforestation. He grants that trees hold back water, but does not agree that this is always advantageous. He figures the deforestation of the Cumberland valley during the past thirty-five years to have been upward of twenty per cent; he declares that records show the floods have diminished in height and their duration has shortened. He says that if this same logic were pursued to its end it would result in a proposition of deforestation in order to benefit the streams below.

A new railroad line, which will open up a timber section on the Tennessee and Mississippi lines, has applied for a charter. The incorporators are T. D. Webb, Charles Carter, George R. Knox, Samuel Caldwell and T. H. Crotzer Jr. The capital stock is \$250,000. The line will run from a point in Tennessee near Brownfield to Jackson, Miss., and will be fifty miles long. When built the line will be turned over to the M. K. & T.

Claiming that he represented a branch of the Barrett Lumber Company of Chicago, at the town of South Bend, Ind., a smooth stranger is said to have "taken in" a number of people in the neighborhood of Dresden, Tenn., recently. His game was to buy lumber and consign the same to the branch termed "Barrett-Williams Lumber Company," of South Bend. He would pay cash for the first shipments and then, on the strength of his first orders, would order more; this time a check was to follow upon the arrival of the lumber. The stranger, who presented himself as a "Mr. Williams," is said to have bought some fifteen carloads of

lumber in this manner, operating around Dresden, Jackson and Camden. He was arrested and put in jail at Camden, Tenn.

## CHATTANOOGA

A. M. Thompson, manager of the Consumers' Lumber Company, has returned from Hazelton, Pa., where he was called by the sudden death of his brother, George W. Thompson.

Among the recent callers among local lumbermen was W. H. Braddon of London, Ontario. Mr. Braddon is president of the Scott Lumber & Machine Company and vice-president of the Columbia Handle Company, both of London, Ont. The latter company owns and operates mills in Alabama and Tennessee and Mr. Braddon is here for the purpose of inspecting a 3,000-acre tract of lumber near Paint Rock, Ala. He will look over some ash forests in Missouri before his return.

W. E. Campe & Son Company is the style of a new firm just incorporated here to deal in all kinds of lumber and timber, as well as to manufacture the same. The new concern is capitalized at \$35,000.

The Case Lumber Company is closing out its yard near Rossville, Ga., owing to the expiration of its lease there. In the future its yard will be at the Case-Fowler mill, at Anderson, Tenn. The company's main office will be at the Chattanooga Wheelbarrow Company's office, Mr. Fowler being the head of both firms.

The Lamb-Fish Lumber Company of Charleston, Miss., started its mill on November 8 after a shut-down of about 60 days for repairs. The company will move its mill at Chancy to the former place.

The mills in this section that depend upon getting logs by rail are meeting with more success this fall than they wish for. Their yards are full and overflowing and side tracks are full of cars waiting to be unloaded. The logs are of a better quality than has been seen here for some time.

The Cincinnati edition of the Record was quite interesting to Chattanooga lumbermen and among the familiar faces shown, Ferd Brenner and W. F. Best were once in business here, and W. E. Heyser was partially raised in this city.

## BRISTOL

An important deal was consummated last week, when the Morton, Lewis, Willey Lumber Company, which has for fifteen years operated a band mill in Bristol, sold its planing mill and mill and yard site in Fairmount to the Peter McCain Lumber Company of Bristol, formerly the Paul W. Fleck Lumber Company. The purchasers get everything east of the line of the Bristol Belt Line railway, and will take possession January 1. They will operate the planing mill and use the yards. The yards of the company at the old James Strong Lumber Company site, in south Bristol, will be abandoned at once.

The Conasuga Lumber Company, of which John B. Ransom, of Nashville, is president, is extending its holdings. The company has a band mill in Polk County, east Tennessee, and is operating extensively in this section.

The Yellow Poplar Lumber Company of Coal Grove, Ohio, has about finished cutting out the yellow poplar timber on its Buchanan County, Virginia, tract, and will shortly turn the band mill at Whitewood and the remaining timber over to the C. L. Ritter Lumber Company of Bristol, which purchased the property some months ago and which will operate the mill.

J. A. Wilkinson has purchased additional timber holdings in West Virginia and will extend his operations in that state. His Bristol mill is running regularly and inquiry at the general offices of the company reveals the fact that the company is enjoying a good trade.

E. L. Warren of the Warren-Whaley Lumber Company is back from a trip to the East. He left orders for more than 2,500,000 feet of lumber, for spring delivery.

W. S. Whiting of the Whiting Manufacturing Company was here this week and visited his company's band mill at Abingdon, where he found things moving along nicely. He says that the outlook for the lumber trade was never better than it is right now.

There is not a car shortage in this section, though the railroads report that all their transportation equipment has been pressed into service by the general increase in business.

Judge Hal H. Haynes of Bristol a few days ago heard a cross-bill, filed by C. B. Allen, asking for a receiver for the Standard Oak Veneer Company. He took the matter under advisement. Some weeks ago he dissolved an injunction appointing a receiver for the company, on the ground that the proof did not show that it was justified.

One million dollars is involved in a coal and timber land deal just consummated, whereby a West Virginia syndicate, headed by D. A. Ohley, acquires a 29,000-acre tract of land in Buchanan and Dickinson Counties, Virginia.

The yards of the T. W. Thayer Lumber Company, at Damascus, Va., near Bristol, were destroyed by fire this week, entailing a loss of \$8,000, with no insurance.

W. M. Ritter of Columbus, Ohio, head of the W. M. Ritter Lumber Company, which operates extensively in this section, is here this week with a party of friends on a hunting expedition.

## LOUISVILLE

Thanksgiving was spent by the hardwood men in the most enjoyable ways. Business was, of course, quite abandoned. Some hunted, others attended the big football game, which is always an occasion of delight to Louisville people, though it is only a "prep" affair, and others stayed at home and played with the children. It would perhaps be invidious to say who did which, so the division will just be allowed to stand as stated.

Members of the Hardwood Club are much pleased with the announcement that the good roads amendment to the state constitution, which it was reported at first had been snowed under at the election November 2, won by a majority of 5,000, as shown by the official count. A banquet is to be held here December 15 for the purpose of celebrating it.

J. E. Davis, brother of Edward L. Davis of the hardwood company of that name, was in town last week. He said that many logs are being cut and that operations have been extended until late this fall on account of good weather. Good roads are getting more plentiful in the southern part of the state, especially in Logan, Simpson and Barren counties. His men have cut enough white oak logs to last both the Glasgow and the local mill for four months.

R. F. Smith of the Ohio River Sawmill Company was one of those who hunted Thanksgiving. He had pretty good luck and shot a lot of quail. He is hunting again this week, being almost inseparable from his dog and gun at this season of the year. He said that business is good and prices steady, and that shipments have been up to the average.

The Louisville Point Lumber Company people have all they can do. Business is good and prices are holding up well. As soon as the river rises logs will begin coming down from the mountains. The company gets all of its logs by water, some of them coming from points back in the hills 150 miles from a railroad. A lot of this is low-grade stuff, however, which wouldn't do to transport by any more expensive method.

D. E. Kline of the Louisville Veneer Mills, the new member of the Hardwood Club, is much

pleased with his experience with that organization, and said that he hopes to get as much from it in a social way as in the way of business advantage. He is preparing for the annual meeting of the veneer men this month and thinks that higher prices will be the principal topic of conversation there. Mr. Kline has noted during the past year or two an increasing demand for Circassian walnut, which he said is being sold in this country principally by English firms. Regarding another feature of the veneer business Mr. Kline said: "The gum men ought to realize that gum is here to stay and that it will command better prices if they'll only ask for them."

J. G. Brown of W. P. Brown & Sons Lumber Company is down South looking after getting out lumber for his company. T. M. Brown, who is staying on the job, said that everything is in fine shape and that the demand for all grades is good.

Clarence R. Mengel, president of C. C. Mengel & Brother Company, spent Thanksgiving playing golf. J. C. Wickliffe, secretary of the company, has returned from the West Indies. During the heavy storms which passed over that section he was at Inaugh, a port of the Bahamas. D. C. Harris, traffic manager of that company, who is a member of the Transportation Committee of the Hardwood Club, was much interested in the plan of demurrage suggested by the National Association of State Railroad Commissioners at its recent meeting in Washington. This practically coincided with the suggestions made by the Hardwood Club to the subcommittee of that organization. A. T. Siler, chairman of the Kentucky Railroad Commission, has announced since his return from the Washington meeting that he favors reciprocal demurrage, or in lieu of that average demurrage. He said that a meeting to consider this question will be held shortly after January 1.

Barry Norman of E. B. Norman & Co. watched the high school football team play and win Thanksgiving day. He used to be a member of that eleven himself, so that he enjoyed its triumph hugely. A week or so before he had taken an automobile trip with his father, A. E. Norman, and hunted quail in the fastnesses of Shelby county. They had good luck. Business with his company is good, he said, and the box factory, which is being looked after by S. E. Booker, is working overtime to take care of all the orders which have come in.

The mill of the Mengel Box Company at Hickman narrowly escaped being burned when the oil mill of Richmond & Bond was consumed with a loss of \$100,000. The employees of the company, who have a fire department of their own, turned out and prevented the flames from reaching the box factory. The company has subscribed \$5,000 to a fund for the construction of a levee at Hickman to prevent an overflow of the Mississippi, and the levee will be built at once. It will cost \$10,000.

The creditors of the Kentucky River Poplar Company, which has been put into the hands of a federal receiver, are seeking to compromise their claims, and a meeting for this purpose was held recently at Lexington. Lumbermen believe that the company is inherently sound.

An interesting fact was brought out recently in a local paper which stated that four of the largest industries of their kind in the world are located immediately adjoining each other in South Louisville. Three of them, as it happened, are interested in the production or consumption of lumber. The companies are the Kentucky Wagon Manufacturing Company, C. C. Mengel & Brother Company, B. F. Avery & Sons, plow manufacturers, and the Standard Sanitary Company. They have a combined capitalization of \$15,000,000 and employ 5,000 men.

Kentucky lumbermen are much pleased with the showing of this state in the census report of the lumber business covering 1908. It is shown that there were 1,530 active mills in op-

eration, a gain of eighty over the preceding year, and that Kentucky is first in the production of oak, the amount being 138,863,000 feet, or 30.4 per cent of the total production. Kentucky is one of four states which furnished two-thirds of the output of yellow poplar, and is well up in the production of red gum, though this showed a decrease compared with 1907. In the production of hickory, walnut and sycamore this state was ranked among the leaders.

The Waller Manufacturing Company of Lexington suffered a loss of \$2,000 by fire December 2. It manufactures furniture.

The cost of the furniture which has gone into the new capitol of Kentucky at Frankfort is given as \$50,000. It is made of mahogany and oak and is the output of a Milwaukee concern.

Henry Wolke, former president of a furniture manufacturing company of that name, died recently in Pasadena, Cal.

The Salt Lick Lumber Company has increased its capital stock from \$50,000 to \$100,000. It is located in Bath county.

Mr. and Mrs. Charles C. Mengel have announced the engagement of their daughter, Miss Jane Potter Mengel, to Arthur Dwight Allen. Mr. Allen is connected with the Belknap Hardware & Manufacturing Company in an executive capacity and is prominent socially.

Here is a budget of local railroad news: The Louisville & Nashville, in order to anticipate a car shortage, is making 1,200 new freight cars. The Louisville & Nashville is reported to have bought the Lexington & Eastern with the intention of extending it into eastern Kentucky's coal and timber country. The Mountain Central railroad is being extended from Campton to Hazel Green for the purpose of opening up more timber land. The Covington & Big Stone Railway Company has incorporated for \$150,000. It will build a line into eastern Kentucky. Owensboro may be the terminus of a new railroad projected from Indianapolis. The name of the new road is the Chicago, Indianapolis & Evansville. It will go through some valuable timber and coal lands in southern Indiana and western Kentucky. The Traffic and Transportation Club, which numbers many lumbermen in its membership, has opened headquarters at 128 South Fourth avenue. J. B. Ford of the Southern railway is president.

A. E. Norman has many claims to fame. He is the head of the Norman Lumber Company, a foremost hardwood concern; he is president of the Louisville Hardwood Club, and he is the father of a family of good football players and chips off the old block in the sense of being good lumbermen, too. But he has a new distinction, that of chairman of the building committee of the Fourth Avenue Baptist church. The church is building a handsome new edifice at Fourth avenue and Oak street, and the cornerstone was recently laid. Mr. Norman took a prominent part in the ceremony, reading a history of the church and detailing the efforts of the congregation to secure the new building. The church is one of the largest and most active in the city.

## ASHLAND

The Yellow Poplar Lumber Company opened its large splash dam in the "Breaks" of Big Sandy Friday, December 3. The opening of this large splash dam was of great interest to all river operators, it being the first of its kind ever constructed. A large number of photographers were on the ground taking various pictures of the dam and logs, and a very large crowd of people from a number of cities in this section witnessed the opening of same. The work on this dam occupied several months and a channel of three miles has been cleared through the canyon, which will enable the timber to drift through with less difficulty and expense than ever before. The company will receive a very large supply of the finest poplar

timber in this, its first run, and same will be manufactured into lumber at the Coal Grove, O., mills. The company reports business very satisfactory and everything in excellent condition for a big year of business in 1910.

Giles Wright, president of the Wright-Saulsberry Lumber Company, has returned from a business trip through Canada, Michigan, Ohio and Illinois, and advises business very satisfactory and everything on the upward movement in the lumber business. Mr. Wright says that on his trip he could see every indication of prosperity, a great many of the manufacturers enlarging their plants, doubling their capacities and all of them putting in their usual number of laborers employed two years ago. The company has a large stock of lumber at present, but is not operating its band mill, as the present supply of logs is sawed out. It is, however, operating its timber tracts very heavily and with favorable tide will be supplied again with large amounts of oak and poplar timber.

R. H. Vansant of Vansant, Kitchen & Co. has returned from an extended business trip in the interests of the company and advises prospects very satisfactory. The company has opened its band mill again, sawing mostly all oak. It is shipping large amounts of poplar lumber to its various customers and is planning for a large business for 1910.

F. K. Conn, vice-president of the Bayou Land & Lumber Company, Cincinnati, O., was a business caller in our city this week. He advises business very satisfactory and states his firm is buying large amounts of lumber and shipping direct to customers. The company makes a specialty of red gum lumber, which it manufactures at its own mills in the South, operating five different mills. Mr. Conn divides his time, spending part of it in the Cincinnati office and a part at the mill operations in the South. The company exports a large amount of its gum lumber and Mr. Conn advises that prices have materially increased in all lines of stock now handled.

B. F. Searcy of the Whisler & Searcy Company, Ironton, O., has returned from a business trip to the company's mill in West Virginia and advises everything running along very satisfactorily and that the company is loading out a large amount of stock at present. Large orders are being secured for oak lumber with increased prices over thirty days ago.

W. J. Fell of Salt Lick, Ky., was a business caller in our city, spending several days at his stave plant here, and advises business very satisfactory in both lumber and staves. Mr. Fell spends a portion of his time here since opening up his factory at this place.

George Francis, representative of G. P. Magann & Co., a Canadian lumber firm, was a welcome caller in Ashland, returning from a business trip over the Lexington division of the C. & O. Mr. Francis advises trade very satisfactory and a receipt of a large number of orders for car stock.

The Ashland Lumber Company reports business very satisfactory in its planing mill and retail yards and at the present time has its band mill closed on account of log supply. It expects a good supply of timber on the first tide.

### ST. LOUIS

Building operations for November, according to the report of the building commissioner, show a gain over the corresponding month last year of nearly \$100,000. Fifty-two more permits were issued last month than in November, 1908. The total operations for the month valued \$1,458,610 against \$1,366,511 for the corresponding month last year.

The following is a report of the movement in lumber at this market during November: Receipts by rail during November, 1909, were 14,320 cars; during November, 1908, they were

11,109 cars, an increase of 3,211 cars in 1909. Receipts by river during November, 1909, were 123,000 feet; in November, 1908, they totaled 199,000 feet, a decrease of 66,000 feet this year. Shipments by rail during November, 1909, were 10,153 cars. Shipments by rail during November, 1908, were 7,707 cars, an increase of 2,446 cars this year. Shipments by river during November, 1909, were 21,000 feet, in comparison with 124,000 feet in November, 1908, a decrease of 103,000 feet.

The lumber inspected and measured by the Lumbermen's Exchange of St. Louis during November was as follows, as reported by Secretary Bush:

	1909.
Plain oak.....	124,443 feet.
Quartered oak.....	93,334 "
Ash.....	63,894 "
Walnut.....	2,578 "
Bitternut.....	283 "
Poplar.....	98,772 "
Hickory.....	6,815 "
Pecan.....	2,914 "
Maple.....	5,603 "
Basswood.....	154 "
Cottonwood.....	4,063 "
Gum.....	69,780 "
Cypress.....	217,014 "
Birch.....	15,780 "
Yellow pine.....	"

Total.....705,427 "

This is a gain this year of 33,132 feet.

The following slate will probably be put through at the election of the Lumbermen's Club to be held on December 14. The two nominating committees have met and approved the slate: President, R. J. O'Reilly of the O'Reilly Lumber Company, a hardwood lumberman; vice-president, C. D. Johnson of the Frost-Johnson Lumber Company, a yellow pine wholesaler; second vice-president, Henry A. Boeckeler of the Boeckeler Lumber Company, a retail lumberman; treasurer, E. C. Robinson, a line yard lumberman, and secretary, John B. Kessler, the present secretary.

John V. Rosewarne, inspector of the National Hardwood Lumber Association, died here on November 23 and the remains were taken to Chicago for interment. Before coming to St. Louis Mr. Rosewarne was with the Hayden & Westcott Lumber Company, Chicago, and was inspector for the Pullman Car Works in Chicago. He was an excellent inspector and was commended for his honesty. A committee of local hardwood men took up a collection for a beautiful floral piece. George E. Hibbard, local director of the National Hardwood Lumber Association, also added an individual one.

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, reports a satisfactory business. Orders have been much larger in volume than was looked for at this season of the year. Prices have been well maintained.

The Schaeff, Pfau & Ganahl Planing Mill Company has removed from its old location at Kosciusko and Lafayette avenue to their new factory, at 3323 South Broadway.

The Drake Lumber Company, incorporated on November 12 with a capital stock of \$15,000, has elected its officers, as follows: R. E. Drake, president; F. S. Burbee, vice-president, and W. E. Rauch, secretary and treasurer. Mr. Drake was a hardwood lumber commission man and about a year ago formed a partnership with Mr. Burbee, and they handled hardwood exclusively on a commission basis. On the first of January a year ago Mr. Rauch joined them. They recently decided to incorporate and the Drake Lumber Company is the result.

A good business for this time of the year is reported by the Garetson-Greason Lumber Company. W. W. Dings, the Chicago manager of the company, is down at the mills of the company in the South and will be there for the next couple of weeks. He is making a thorough inspection of stock conditions.

A satisfactory condition is reported by G. E. W. Luehrmann of the Charles F. Luehrmann Hardwood Lumber Company. All classes of

hardwood lumber are in better demand, particularly gum, than they have been.

A strong demand for walnut is reported by W. R. Chivvis.

George Cottrill, secretary of the American Hardwood Lumber Company, says there is a gradual improvement being noticed in the hardwood lumber trade and sales are getting better right along.

According to George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, hardwood lumber conditions are getting to be about normal. Prices are much better than they were and the demand is increasing.

After making a trip through the East in the interest of the Lothman Cypress Company, E. W. Blumer, sales manager of the company, has returned. He says there is a rapid improvement for cypress being noticeable in the eastern market.

Among the recent visitors in this city was George W. Allport of the Allport Land & Lumber Company of Pine Bluff, Ark.

Louis F. Gruner, secretary of the Philip Gruner & Bro. Lumber Company, was quietly married here last week at the Grace Episcopal Church to Mrs. Lillian V. Powers, a widow of Richmond, Va. They have been engaged five years. They met at Richmond when Mr. Gruner was on a vacation. Mrs. Powers is the daughter of a wholesale grocer at Richmond. She is well known in St. Louis society circles. They will be at home to their friends January 1 at the West End hotel.

At a meeting of the State Forestry Commission held at the Executive Mansion at Jefferson City on November 27, plans were laid for the organization of a state forestry association patterned after those of Oregon and Louisiana and designed to promote forestry and to lay down suggestions for the conservation of the present timber supply, now fast becoming depleted. Gifford Pinchot, chief of the forestry department of the national government, will be invited to address the convention, in which his suggestions for looking after the future timber supply of Missouri will be had. Before the convention meets, Mr. Pinchot will be invited to make a tour of the Ozark country visited by Governor Hadley as a guest of the State Forestry Commission. Among the members of the commission present were W. E. Barnes and W. A. Garetson of St. Louis. The convention, which will be called by Governor Hadley, will be made up of delegates appointed by the several county courts of the state. The association proposed will go before the legislature next winter and ask for the enactment of a law creating a permanent forestry commission and providing for an appropriation to maintain it. The members of the present commission serve without pay.

Governor H. S. Hadley has appointed James S. Garetson of the Garetson-Greason Lumber Company of St. Louis, Mo., a member of the Missouri Forestry Commission, to take the place of W. W. Dings, who resigned following his removal to Chicago to take charge of the company's office there. Mr. Garetson is one of the most thoroughly experienced lumbermen in St. Louis and his appointment will bring considerable prestige to the commission. Fourteen years ago he became connected with the Garetson-Greason Lumber Company, of which he is president. During all these years he has been a close student of lumber affairs, as well as of the subject of forestry, so that it is generally felt that Governor Hadley showed very good judgment in appointing him to this important body.

### LITTLE ROCK

The H. D. Alfrey Land & Manufacturing Company is the latest large concern to be chartered by the state. It is capitalized at

\$100,000, fully subscribed, and with one of the most experienced men in the state back of it, promises to make a lively addition to the manufacturing industries of Jonesboro, where it is located. The company will manufacture all kinds of woodenware, particularly of the hardwood variety. The Alfreys are well-known in Arkansas hardwood circles.

Lumbermen all over the state have been much interested in the action of the State Tax Commission in boosting up the valuation of their lands. However, very few of them have made strenuous objection, as the "boost" has been general with all kinds of property. The commission has just given notice that the assessed valuation of timber land in Desha county is to be raised from \$3 to \$5 per acre.

According to a statement filed in the chancery court by Gus K. Jones, receiver for the Ed Murry Lumber Company, the assets of the company amount to \$23,240.12, with liabilities amounting to \$14,428.81.

The Rogers Novelty Milling & Manufacturing Company, capitalized at \$15,000, has been chartered. The company will operate at Rogers, in Benton county. Ira Prouty, O. B. Clark and G. P. Harbin are the incorporators.

One of the saddest accidents chronicled in hardwood circles in this state for many a day was the tragic death of H. M. Foley, secretary of the H. D. Williams Cooperage Company, on November 29. Mr. Foley, in company with some young ladies, was making a run in a motor car out over a part of the tram-road of the company, near its mammoth plant in Searcy county, when, in descending an unusually steep grade, he lost control of the car and it dashed down the incline at a fearful speed, throwing him to the ground and mangling his body fearfully. By a miracle the young ladies were saved, although painfully injured. One of them was able to walk back to the plant and report the accident. The young women were Miss Edith Wilson of St. Louis and Miss Ruby Duncan of Poplar Bluff, Mo.

The Rex Hoop & Stave Company, a Michigan corporation, has entered the state and will invest \$25,000 of its capital in plants and holdings at Helena, Phillips county, naming Kenneth P. Alderman of Helena as its agent.

The Diamond Lumber Company, a new company incorporated to operate in the "Pike County Diamond Field" country, has been chartered. It is capitalized at \$25,000, and the incorporators are: O. G. Gardner, Z. A. Copeland and K. E. Hallman. The company's headquarters will be at Kimberly, in Pike county.

The Lubollis Lumber Company, an Indiana corporation, has entered the state and has invested \$10,000 of its capital in Arkansas. It will have business headquarters at Brinkley, and Col. John B. Jones of this city has been named state agent. Col. Jones has also been named state agent for the Iowa Land & Lumber Company.

## BIRMINGHAM

The Alabama hardwood market continues to show increasing strength, though values are by no means what they should be. The feature of the situation right now is that the entire trade is affected by the holiday let-down. Indications are, however, that after the first of the year there will be a distinct improvement and that the output will be moved readily. Poplar seems in the best demand, with gum second. Oak is dull. The state's production has not varied to any extent.

A meeting of interest to hardwood men will be that of the Building Material Men's Exchange on December 9. At this session a feature will be the appointment of a committee on nominations for the annual elections to be held in January. Report also will be made by the

committee on affiliation with the Chamber of Commerce. The exchange is composed of leading lumbermen and building material men of this district.

A. B. Cleneay of the Oden-Elliott Lumber Company of this city, a lumber expert, is now in Mississippi.

## NEW ORLEANS

Though the local dealers report a somewhat better inquiry from Europe for hardwoods and other lumber, the situation here has not changed materially in the last fortnight. Exports have not been heavy and buyers are not active in this market. Cypress has strengthened its position somewhat lately, but generally the same conditions which applied to hardwoods a fortnight or a month ago prevail today.

The purchase of two large squares of ground at Carrollton avenue and the New Basin Canal has excited considerable interest here the last week, especially since it is intimated that this will be site for a new lumber mill. The site measures 300x600 feet. R. J. Perkins bought the property, but no announcements have been made as to the disposition that will be made of it. Mr. Perkins is the attorney for the men interested in the new corporation.

Considerable interest attaches to the efforts being made by the Illinois Central railroad to secure space along the river front on which to construct a large wharf for handling lumber shipments. The company wants to extend Stuyvesant docks and to provide in the extension for a large lumber wharf to be equipped with all the latest and most modern machinery for handling lumber. The matter is still pending.

It is stated from Lake Charles, La., that Peavey & Burns of Mansfield, La., have purchased for \$1,000,000 about 20,000 acres of land near Lake Charles and will establish a large double-band and circular mill with a capacity of 100,000 feet daily.

E. B. and S. B. Lowe of Grand Rapids, Mich., have sold to the International Harvester Company of Chicago 50,000 acres of stumpage in the vicinity of Hattiesburg, Miss. The consideration was \$1,500,000.

A new handle factory is being erected by A. L. Way of Hammond, La., at Head of Island.

## MILWAUKEE

The Mississippi River Logging Company has been chartered at Chippewa Falls, Wis., with a capital stock of \$34,500. William Irvine, Sam B. Nimmons and E. L. Ainsworth are the incorporators.

A third logging and lumber company to operate in Oregon has been organized at Janesville, Wis. The capital stock will be \$400,000, held principally by Janesville men, and it will cut 340,000,000 feet of standing timber within ten miles of Portland. Four years ago the Forks Lumber Company, capital \$100,000, was organized at Janesville and is now cutting 27,000,000 feet near Everett, Wash. Last year the Pendleton Timber Company, capital \$200,000, was formed by Janesville men, to operate on a tract of 6,608 acres in British Columbia, near Thunder Bay, containing about 325,000,000 feet of timber.

The government sawmill at Neopit, on the Menominee reservation in Wisconsin, will be equipped with another resaw and enlarged to give more room for workmen and thus make the enterprise profitable. A. M. Riley, the new superintendent, has started things with a rush and means to continue a good pace. His son, also an experienced lumberman, has been placed in charge of the logging on the reservation. Father and son form a good team and there should be no complaint.

John Rehfeld has been appointed sales man-

ager for the H. W. Wright Lumber Company of Merrill, Wis.

The Upham Manufacturing Company of Marshfield, Wis., is planning to convert its steam power plant to electric and use the individual motor system. Since the sawmill was closed the Upham company has found its fuel bills unprofitably high. The new plant will develop 400 horsepower.

The Crocker Chair Company of Sheboygan, Wis., has increased its capital stock from \$200,000 to \$500,000. Plans are under way for enlarging the plant, which is already one of the largest of its kind in the West.

John A. Johnson, for thirty-six years identified with lumbering and logging in the vicinity of Wausan, Wis., succumbed recently to cancer of the stomach. He was born in Sweden in 1845 and came to America at the age of twenty-eight.

The Wohlfinger Box & Package Company has been organized at Elmwood, Wis., with a capital of \$30,000. The incorporators are John Wohlfinger, C. L. Graves and T. J. Mahon.

Julius Ewald of Minneapolis contemplates the establishment of a box and veneer factory at Cumberland, Wis.

Electric operation of sawmills is a success, judging from the results obtained by the Good-year Lumber Company at Tomahawk, Wis. This is the first electrically driven sawmill in the world and has been running only a short time.

The McAphee Lumber Company of Cayuga, near Glidden, Wis., has started its sawmill. The company purchased the entire cut of the Cayuga Lumber Company and has several thousand feet of logs from its own 1908-9 cut on hand, so the logging operations will be postponed until after January 1.

Donald McDonald of Newberry, Mich., has been appointed superintendent of logging of the Foster-Latimer Lumber Company of Mellen, to succeed Al Stewart, who is now with the Mellen Lumber Company in a similar capacity.

The Northland Lumber Company of Green Bay, Wis., will cut 15,000,000 feet this year. The mill property has been entirely rebuilt at a cost of about \$30,000. Two hundred men will be employed in the different departments. The company has extensive holdings in the upper peninsula and there is enough timber to operate the mill at Green Bay for twenty years or more. Three camps will be established, with 150 men in each. The company owns ten miles of railway and two engines.

The Peninsular Box & Lumber Company has completed its shipments of box wood from Crivitz, Wis. The daily output averaged 30,000 feet.

The John Schroeder Lumber Company of Milwaukee will cut about 18,000,000 feet of lumber at Saxon, Wis. The damage done to its camps on Lake Superior last summer has been repaired and everything is in good running order. The Schroeder sawmill at Ashland has been closed after a cut of 25,000,000 feet.

The J. S. Stearns Lumber Company of Odanah, Wis., will cut 40,000,000 feet this winter. With about 60,000,000 feet of last winter's cut still unsawed the mills in the Lake Superior region will be busy all next summer.

The Wisconsin Veneer Company of Rhinelander, Wis., has purchased all the oak timber on the holdings of the Wachsmuth Lumber Company and the Bayfield Mill Company in the vicinity of Bayfield. Much of this timber will be cut this winter and shipped to Rhinelander.

The Diamond Lumber Company of Green Bay, Wis., expects to occupy its new steel sawmill on January 1. The building, costing \$80,000, replaces the structure destroyed by fire last summer. It is perhaps the nearest approach to a fireproof sawmill in the world.

C. H. Grundy has been appointed receiver for the Marinette, Tomahawk & Western Railway Company on application of the Bradley Company of Tomahawk. Mr. Grundy is superintendent of the road. The object of the proceedings is not announced.



John A. McDonnell of Chippewa Falls, Wis., author of "Lumberman's Log Scale Record," and known as one of the best scalers in the business, died suddenly of heart failure. He lived in Chippewa Falls for thirty years.

The English Manufacturing Company of Appleton, Wis., is building a large addition to its dry kilns. Other improvements are projected.

About 150,000 feet of choice hardwood timber in the yards of the A. J. Lindemann-Hoverson Company, Fourth and Russell avenues, Milwaukee, was destroyed by fire last week. The barns were saved and the immense plant was not touched.

The North Star Lumber Company, a Minnesota corporation, capitalized at \$500,000 and \$50,000 interests in Wisconsin, has filed a statement to do business in this state.

The veneer plant of the Morris Manufacturing Company at Morris, Wis., is being dismantled. The company was forced to close because its timber supply gave out. The plant was erected only twelve years ago.

### WAUSAU

The Rogers Lumber Company of Nashville is doing the heaviest business in its history this winter. Besides having more men in its camps than ever before, cutting logs, it is completing three and one-half miles of railroad to a tract of timber on Post lake owned by Morse & Tradewell. The Rogers company has contracted to build the railroad to the timber and saw 20,000,000 feet of logs. The contract binds the company to saw 2,000,000 feet per year. The cutting of this timber, in addition to that owned by the company, gives employment to many men. The company this fall extended its own line of railroad and now has a total of twelve miles. An additional locomotive has been purchased.

The Wolf River Chair Company of New London has installed a 200 kilowatt dynamo, which will supply 250-horsepower. The dynamo weighs twelve tons. The installation of this dynamo gives the company a large additional power over the old steam engine it supplanted.

The Bradley Lumber Company of Tomahawk recently lost a suit in which it was the prosecuting party. In the fall of 1906 Henry Mundt of Dubuque, Iowa, arrived in Tomahawk in quest of Christmas trees. He was directed to a Mr. Hicke, who bargained with Mr. Mundt for all the trees in a swamp on Mr. Hicke's farm. The Dubuque man supposed all of the swamp belonged to the farmer, but it did not, and he removed several thousand trees from the Bradley company's land. After being bound over for trial Mundt took French leave and was caught only a few months ago.

Claude Foote of Whiting felled a giant maple which, in falling, bent a beech tree and the latter, like a catapult, sprung back and instantly killed the man.

This will be a very busy winter around Bayfield. It is said that upwards of 1,000 men will be employed in the woods in that section.

For the first time in its history logging operations will be conducted on Isle Royale this winter. This is the largest fresh water island in the world. After the tug boats have made their last trip to the island with supplies, the crew will be cut off from communication with the world until late in April, 1910. The Long Point Lumber Company of Duluth is cutting the timber.

The Gooding & Mylrea Lumber Company of Wausau, with mill at Wittenberg, will cut about 1,000,000 feet of logs this winter in Forest county.

The Moore & Galloway Lumber Company of Fond du Lac, which is logging near the town of Galloway, has just completed two long spurs of logging railroad. The company is

cutting an immense lot of logs, which are being hauled by rail to the firm's sawmill in Fond du Lac. The company employs a steam loader.

The Raymond Log Loader Company of Marinette reports a very good business in its sales department this season.

The Schroeder Lumber Company of Ashland will cut about 20,000,000 feet of logs in the vicinity of Saxon this winter.

The Wiedeman-Lindem Company of Marinette is supplying the hardwood interior finishings for a large postoffice building being constructed in the West. The company is installing new machinery, which will increase its output.

The following Wausau lumber companies will cut a total of nearly 1,000,000,000 feet of timber this winter: The Barker & Stewart Lumber Company will cut 25,000,000 near Glandon; this company will also buy some from smaller concerns and farmers. The Alexander Stewart Lumber Company will cut 14,000,000 feet at Grandfather Rapids; this company is the principal stockholder in a large body of timber purchased by Wausau parties some time ago in northern Michigan. The question of whether to build a mill near the tract or to ship the logs to Wausau is being discussed by the owners. If the latter plan is adopted this tract alone will keep the Wausau mill in operation for ten years. The Jacob Mortenson Lumber Company will cut 13,000,000 feet of logs around Parrish and Bloomville; the Fred Schubring Lumber Company about 10,000,000 feet near Rinzle, and the Brooks & Ross Lumber Company (with mill at Schofield) about 30,000,000. The latter company will have three camps in Vilas county, one in Langlade county, and one each at Rosholt and Mercer. All of the logs cut by these companies will be hauled to their mills by rail and sawed. In addition most of them will buy small stocks of farmers and others.

The Monico Lumber Company of Monico Junction has been organized. B. F. Jillson is president, P. E. Kabel vice-president and treasurer, A. K. Jillson secretary.

The Wisconsin Veneer Company's plant in Rhinelander is temporarily closed on account of a shortage of logs. It is expected that a supply will be received soon sufficient to keep the plant in continuous operation.

The Consolidated Farm Company of Marshfield, which is a cooperative colony, has purchased the Aug. Stecker mill, near that city, and 4,000,000 feet of timber.

The W. H. Hatten Lumber Company of New London presented all its employers with a turkey for Thanksgiving. This is an annual custom with this concern.

The Foster Lumber Company of Hiles will cut about 18,000,000 feet of logs this winter.

The Vollmer-Below Lumber Company, Marshfield, has purchased the Maxwell mill at Melien. The plant has a capacity of 50,000 feet per day. The company owns a tract of timber near the mill which will be cut. The mill will be operated this winter.

The John R. Davis Lumber Company of Phillips, which lost its mill by fire a few weeks ago, announces that it will rebuild on a larger scale. The company has also intimated that it may move away from Phillips.

The Ingram Lumber Company, which has been doing business at Ingram for several years, has cut all its timber in that section.

A deed has just been recorded at Wausau for a large tract of land in Marathon county, sold by the Joseph Dessert Lumber Company of Mosinee to the Mosinee Land, Log & Lumber Company. It conveys over 3,000 acres and the price paid was \$133,000. It has several million feet of timber on it.

The Chicago & Northwestern Railway Company has sold to the Flanner-Steger Land & Lumber Company of Chicago 8,500 acres of

timber land near Crandon. The price paid was \$127,454. The latter company owns a sawmill at Blackwell, to which the logs will be shipped.

The absence of snow and cold weather so far has made logging conditions in northern Wisconsin anything but favorable.

### DETROIT

Building permits in Detroit during the month of November showed a gain of more than 48 per cent over November, 1908. During last month permits for 412 new buildings at a cost of \$1,414,770, as against 243 buildings at a cost of \$972,800 in 1908, are reported. The total building operations for the eleven months of this year amount to \$13,217,780, a gain of 37 per cent over the corresponding period of 1908.

A bill has been filed in the Wayne circuit court by the Detroit & Mackinac railway to compel the state railway commission to allow a larger rate on lumber from the upper peninsula. The railroad alleges that because of the thinning off of the timber in the upper peninsula and the heavy competition of the water lines it is not getting enough business to afford to carry lumber at the present rate.

W. W. Watterson of the Radeker Lumber Company of Parkersburg, W. Va., was in Detroit last week, a visitor to E. W. Leech's hardwood lumber yards.

The last boat load of hardwood lumber was brought to the Thomas Forman docks last week by the steamer M. T. Green. The cargo was maple from Boyne City.

The Auto Wheel Company has been organized at Lansing with a capitalization of \$150,000 to manufacture automobile wheels. It is a reorganization of the Lansing Spoke Company. The plant of the company has been purchased and new buildings will be erected.

"Nick" J. Whalen and other well-known Michigan men are to start a furniture factory in Bartle, Cuba, the machinery for the plant already having been shipped. Mahogany will be the chief wood used. It is expected to secure most of the skilled labor in Michigan.

### SAGINAW VALLEY

The hardwood lumber industry is holding its own. Nearly all the mills on the river will be operated during the winter. These include the Bliss & Van Auken mill at Saginaw, which is operated the year through, with a fine flooring plant in connection with the sawmill. The flooring business has improved greatly during the last ninety days and in addition to an increased domestic consumption large quantities are shipped abroad. Bliss & Van Auken are having a fine run of business and the plants are busy. The Strable Manufacturing Company, also at Saginaw, operates a flooring plant. A considerable portion of the raw material comes from the sawmill of the Batchelor Timber Company at West Branch, that company being heavy stockholders of the Strable concern. The S. L. Eastman Flooring plant is having a successful run. The company has received a large quantity of stock from the Kneeland-Bigelow Company at Bay City, taking 12,000,000 feet in 1908 and 8,000,000 feet the present year. In addition the company will receive a lot of maple lumber from the S. A. Robinson Lumber Company at Goodar, Ogemaw county, in which Mr. Eastman is one of the stockholders. The plant of W. D. Young & Co., at Bay City, is running its sawmill and flooring plant day and night and is pushed to keep pace with its orders. It is only a question with the firm of getting its stock shipped to the buyer. A good portion of the output goes to Europe. The firm is confident that flooring prices will shortly advance. The work of erecting the new Hanson-Ward flooring plant at Bay City is being pushed rapidly and

It is expected it will be ready for operation early in the year. The company is building an up-to-date plant and the machinery is new and of the most approved pattern. The Kneeland-Bigelow and the Kneeland, Buell & Bigelow sawmills are to run through the winter, the former day and night and the latter ten hours daily. Mr. Bigelow, the manager, speaks very confidently of the conditions of trade, and says he can see that business is increasing steadily from week to week and month to month, the close of every period showing an increase over the preceding one, while prices are strong and in some kinds of stock are considerably higher. The output of this firm will approximate 40,000,000 feet this year. Last year the plants were both shut down a number of months owing to dullness in the market. The Campbell-Brown Lumber Company plant and the Knapp & Scott mills have been running through the year. The Gates mill will not be operated during the winter.

Victory Bros.' single band hardwood mill, eight miles from West Branch, burned last week, involving a loss of \$8,000, with no insurance. The mill was cutting for Albert Tow, who lost lumber valued at \$2,000. The mill was cutting 20,000 feet daily.

The Richardson Lumber Company's single band sawmill at Bay City will run through the winter ten hours a day. The company has a hot water pond, into which the logs, a train load every day, which comes from the North, are dumped. The plant is cutting about 60,000 feet a day.

The Mershon-Bacon Company, at Bay City, manufacturer of box stuff from hardwood, is erecting a new plant. The plant the company has been operating is in one end of the planing mill and inadequate to the development of the company's business. The new plant will afford adequate facilities for handling the increased business, which has assumed proportions of magnitude.

Another industry that calls for a large quantity of hardwood is that of the Woodworking Company, engaged in the manufacture of hardwood skewers. The output is nearly a million a day. The product is shipped all over the world where skewers are utilized, recent orders having been shipped to London, Liverpool, Glasgow, Paris and other cities in Europe and into every state in this country. Hard maple, beech and birch are the timbers used. The company carries a stock for five years constantly on hand, and it comes from northern Michigan.

The sawmill of the Churchill Lumber Company at Alpena is still in operation, but the other three mills have shut down for the season. The mills have had a successful season and the output will exceed 50,000,000 feet.

M. D. Olds of Cheboygan has finished his logging road from the mill down the shore into Presque Isle county. He has over twelve miles of main line and eight miles of branches finished and next spring extensions will be made. The road will handle 75,000 feet of logs daily from the woods to the mill and three camps of his own and five jobbers will take the logs from the tree and convert them into saw logs. Three steam loaders and skidders will be employed. The sawmill will be operated through the winter.

The sawmill of the Embury-Martin Lumber Company at Cheboygan will be operated during the winter, cutting hardwood.

The new band mill of the E. H. Stafford Manufacturing Company at Sand Bay, Bois Blanc Island, a few miles off Cheboygan, will be completed and start operations early in the year. It will have a capacity of 50,000 feet daily, and the firm has an eight years' stock. The product to a large extent will go to the hardwood manufacturing plant of the owners at Ionia, Mich.

## GRAND RAPIDS

Gibbs, Hall & Allen, Inc., have reopened offices in the Murray building, after a short stay in the Leonard building, and Secretary W. C. Hall will give his entire attention to the lumber business again. He had been giving some time to the Cookerette Company of this city, a concern in which Gibbs, Hall & Allen are still interested, but now returns to lumber again. A. Gibbs is visiting the mills in the upper peninsula.

S. P. Coppock of the S. P. Coppock & Sons Lumber Company, Fort Wayne, was a recent caller on the lumber trade here.

Ed Ward of this city, a furniture salesman for many years, is now interested with others in a timber proposition in the upper peninsula.

Uptegrove & Beckwith, mahogany and veneers, have removed their warehouse from Muskegon and Seventh streets to Court street and Shawmut avenue, where they have a larger building and better facilities for business.

The flooring plant of the Nichols & Cox Lumber Company is being operated on a twelve-hour per day schedule and business prospects are excellent. The company will supply 400,000 feet of maple flooring for the new Wanamaker build-

ing in Philadelphia and has contracts also to supply the new government buildings in North Chicago and in this city.

The Lumberman's Club of Grand Rapids held its monthly meeting December 1 at Bauman's new cafe rooms and an excellent dinner was enjoyed by the members. Harry C. Angell of the H. C. Angell Company presided in the absence from the city of President Fred I. Nichols. Transportation matters were taken up for discussion and the queries taken from the question box proved an interesting feature as usual. The club will hold its annual meeting in January.

The forestry course at the Michigan Agricultural college, Lansing, is proving popular, under the direction of Prof. Baker. The seniors will go to the lumber camps of the W. H. White Lumber Company in Charlevoix county December 13 to spend ten days studying up-to-date lumbering methods in camp. An expert from the United States Forest Service at Washington will spend three days with the boys in camp, giving them lectures on forest exports and products. The White company is at present cutting sugar maple, beech, elm, oak, hemlock and a little white pine.

The King Milling Company of Lowell will install a complete cooperage plant in that village.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

Local conditions in hardwoods are remarkably good for this season of the year. Probably the very mild weather has helped conditions in this section materially, for certainly the yard trade is very good indeed. There is every prospect of a strong demand for hardwoods throughout the winter, as there is a manifest shortage in stocks among all the leading remanufacturers in this market.

Some items of oak, poplar, birch and maple are in low supply and strong demand, but, generally speaking, there is a very fair stock in hands of local operators.

### NEW YORK

The hardwood market at New York shows an improvement from the standpoint of consumption, particularly among the local manufacturing trade. The yards are also buying quite freely and prices are much stronger all along the line. The demand for good-grade stock is holding its own and the grades less plentiful are naturally very firm, with an upward tendency. The market for good grades, however, has been assured for so long a time that the salient feature of current conditions lies in the improved demand for cheap lumber, and it has really been very encouraging during the past fortnight to note the increased demand for low-grade hardwood in many channels. The local manufacturing trade seems to be receiving increased demand for its product and in consequence is buying more freely than for many months past, which, together with the improvement in demand among the yards for winter supplies, has given a strong movement to hardwoods.

The stocks most in call are plain and quartered oak, birch, maple, chestnut and poplar. In the better grades, stocks seem to be short and the market generally is firm. There is a feeling that good-grade lumber will take care of itself very nicely under any conditions between now and spring, and that the low-grade market therefore must of necessity be commensurately improved in both the matter of demand and prices by reason of the scarcity of good-grade lumber and its naturally higher values.

### BUFFALO

It appears to be agreed among the city hardwood dealers that, though they are pretty well stocked up as a whole, it is not easy to keep a full assortment and it is not going to be easy any longer. Customers are asking for odd or unusual lengths and sizes. While the chief demand in quartered oak is for inch and five-quarter, there is call for six and eight-quarter, which most dealers cannot furnish offhand as they used to. The general demand is rather unsteady now, almost every dealer making a different report, due to the near close of the year, and though consumption is good, it does not lead to buying unless some mill has run short of this or that stock sooner than was expected and must have it quick. Oak leads, as usual, and a good supply of quartered would not last long in this market. There is none too much birch either and good poplar and chestnut sell fast, but cherry and white ash are still in their dull season. There is still an ample supply of low grades in almost any wood. The prices are pretty strong and would be stronger but for some price-cutting reported recently. It is believed by everyone that lumber will be higher next year than it is now. Hardwood lumber is going up in the South, and the Pacific coast is also putting its prices up now against the coming demand of next year. It would seem better policy to hold lumber than to sell it at a forced price.

### PHILADELPHIA

Business has been well sustained in all lines during the last fortnight. The furniture factories in eastern Pennsylvania, the automobile and carriage builders and the railroad and trolley car shops are buying more freely. Prices hold stiff in all good ends of hardwoods. Apparently there is a sufficient demand for hardwoods to absorb the present output of the mills, but unfortunately complaints are coming in from all sides of the difficulty of obtaining adequate cars for required prompt shipments. Some of the millmen, who have already sold close up to the

ax, are advising their salesmen to go slow for a while. The interior finish concerns report a copious fall business and future outlook promising. Poplar is holding a good position, with fair prices, quartered and plain oak is strong and ash is running close; chestnut commands a steady call with firm prices; maple, birch and, in fact, all the standard woods, maintain good status. Veneers are showing better and mahogany gives promise of an abundant activity and advancing prices. Although the hardwood situation has not improved in the same ratio with the cities farther west, it is confidently predicted that a rush in buying in the near future will force the values upward with a rapidity that will cause an unfortunate stampede for those who persist in playing a waiting game.

### PITTSBURG

The fine weather of the past few weeks has helped lumber sales much in the way of building operations, for yards have been forced to stock up which otherwise would have held off until after the inventory season. The average dealer, nevertheless, would much rather see cold weather now, for he believes its effect upon business in general would be enough better to more than offset the ill effect which it would have on building operations. All tendencies in the lumber market at present are toward larger orders and higher prices. The hardwood market in this respect is particularly favored, and hardwood men as a result are feeling mighty good. They have profited much lately by the enormous gain in operations of railroad and manufacturing concerns as well as by the larger purchases made by the contracting trade. It is safe to say that at least 25 per cent more hardwood was sold in November than in September. Many wholesalers claim that their November sales will be almost normal compared with the average months of 1906 and the first half of 1907. Prospects for 1910 business are fully normal in every respect.

The feature of the market during the latter part of November was the rapid and steady increase in the movement of low-grade hardwood. Sales the past two weeks, however, show that the pendulum has swung the other way and that so far as quantity, at least, is concerned, medium grade stock was much the better seller. This is bringing much business to the country mills and stocks there are being reduced rapidly. It is probable that mill inventories taken the latter part of this month will show at least 40 per cent less stock on hand than one year ago. Local car shortage on branch railroads has been reported frequently lately and the fear of a freight handlers' strike has also done much to hasten purchasing agents to get in their orders since December 1.

### BOSTON

The market for hardwood lumber has ruled a little less active since the first of the month. The falling off in demand is no doubt due to the fact that buyers try as far as possible to keep their stocks down so as to have as little on hand at inventory time as they can. Prices on all grades of hardwoods are firm, with an upward tendency. Stocks of lumber on hand are smaller than usual at this season. The piano trade has been fairly active for the past three or four months, but now a falling off is reported. One Boston manufacturer continues busy, however, and is producing seventy-five pianos a week. Chair manufacturers are rather busy and are good buyers of lumber. Furniture manufacturers in general are doing a larger business in this vicinity. Manufacturers of interior house finish have had an active fall and most of them are still to be found with a good volume of orders on hand.

Mahogany dealers report a larger demand and anticipate higher prices owing to a short supply the world over. The production was materially reduced during 1908. An advance of \$5 to \$10 a thousand is not unlikely, and it is reported that the supply is only about sixty per cent of normal. Veneers have been selling well to the furniture trade. Quartered oak continues very firm and prices tend upward. Dealers state it is becoming more difficult to find dry lumber. Sales of one-inch, ones and twos, have been made as high as \$90, but few buyers have been willing to pay more than \$88. Plain oak is firmer. Culls that sold as low as \$24 are held by some now at \$30. Maple and ash are firm with a fair demand. The better grades of cypress have been marked up.

### BALTIMORE

With the approach of the close of the year it is not to be expected that there will be a marked increase in the movement of hardwood stocks. If the demand keeps up as it has done, it must be regarded as conclusive evidence of the strength of the market, and every manufacturer as well as dealer has ample reason to feel satisfied. The movement has continued to grow notwithstanding the nearness to the holiday season, which shows still more strikingly the improvement that has taken place in the business situation. That the gains keep up is attested by all who have had an opportunity of late to get a comprehensive view of the situation. The same reports are made by those who have been in the Middle West, by those who took in the northern territory and by the millmen, who state that their plants have been and are still kept busy.

Prices are advancing not less than the consumption, and the increases are firmly maintained. Oak, ash and other woods have been marked up lately, and the manufacturers seem to experience no difficulty in getting the raise. Poplar still heads the list in point of activity, but the other woods in the hardwood list are not far behind. Stocks at the mills are small, as a rule, and the car shortage interferes materially with delivery. Comparatively few yards have laid in extensive stocks. The general replenishing of supplies is still to be done, so that default in delivery may easily give rise to embarrassment. A growing preference for hardwood floors is one of the developments of the hardwood trade in this section. The exporters are in an expectant mood. Stocks abroad have been decreasing, and the large home requirements have made the manufacturers somewhat indifferent to the foreign market. Another factor in checking the exports has been the discontinuance of the practice among brokers of advancing not less than three-quarters of the value of a shipment on the bill of lading, which was formerly a strong incentive, especially for the smaller mills, since they could get a prompt return on their output. The new year is looked to for a big improvement in the foreign business, which would have expanded before now, but has been restricted by the political situation in England, where the budget fight has affected all branches of commerce.

### CLEVELAND

The hardwood trade in this section is in an exceptionally healthy condition. There is a good movement of plain oak, although prices are scarcely any higher than six months ago. The call for quartered oak is also brisk at even prices. Poplar is moving well, some trouble being experienced by the dealers in securing sufficient quantities of high grades to go round.

The month preceding Christmas is always more or less dull, but the dealers say that they are experiencing a good line of orders and that the

outlook for a big trade in the new year is unusually bright.

### COLUMBUS

The chief feature of the hardwood market in central Ohio during the past fortnight has been increasing demand for all grades. Reports received from traveling salesmen indicate a generally good demand from practically every section of the country. The only drawback to the market at the present time is the increasing car shortage. Shipments have been delayed to a certain extent and considerable complaints have been heard, especially from Michigan shipments. Lumbermen are of the opinion that the car situation will be one of their greatest problems during the winter season.

Prices have strengthened materially under the better demand from manufacturing establishments and the yard trade. Mills which have contracts are calling for a larger amount of stock and in some instances the manufacturers and shippers are having a difficult time to furnish the extra supply. In practically every case the maximum figures in the contracts have been exceeded. Advances are reported in the better grades of quartered and plain oak. Poplar is strong, especially in the wide sizes. Chestnut is in better demand and slight advances have been made in the higher grades, particularly No. 1 common. Ash is moving better and the market seems to be broadening. Hickory is also in good demand and prices are firm. Other varieties are steady.

### CINCINNATI

The hardwood market of the Queen City, while still active, is showing the decline that precedes the closing of the year. While a few of the prominent hardwood concerns maintain a showing of great activity, the majority are willing to concede that the figures for the year 1909 are about complete, and are now patiently awaiting the opening of the year, when it is anticipated there will be a great awakening in all lines of business. There is a general feeling of confidence among the lumbermen that the opening of the year 1910 means continuous prosperity until the closing days.

Poplar seems to be the leading feature of the market at present, the transactions continue to be heavy, and there is a strong tone to the market, prices being well maintained. Quarter-sawn white oak is in good request, with a fair demand for plain. Plain and quarter-sawn red oak is in good supply, with a fair volume of trade. Ash is moving slowly, but prices are strong, with a good stock on hand and in sight. There is a fair volume of trade in hickory for wagon and carriage makers' stock, with a good supply on hand and available. Red gum is still an attraction for furniture manufacturers and the volume of sales shows a steady growth. Walnut stocks are accumulating, owing to the weakness of the demand for export. Cherry is accumulating and the stocks on hand and available are greater than for several years past.

### TOLEDO

The greater widths of poplar are in strong demand and holders of that kind of material are in position to demand fancy prices. The enormous operations of automobile concerns which use wide poplar in automobile bodies are fast exhausting the supply. Widths of 24 inches and over are extremely scarce. Other grades of poplar show signs of weakness, with a plentiful supply on hand. Oak is still in big demand, not only from builders but from factories as

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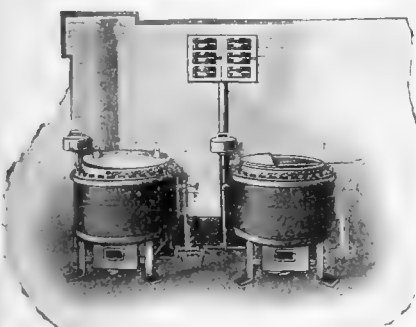
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well. Prices on both quarter-sawed and plain oak are still at the top notch. Maple is also strong and orders are being filled with some difficulty. There has been some call for beech at prices ranging from \$19 to \$20 for log run birch. Birch is selling around \$20 to \$22 for the better grades and is apparently much more regular than it was some time ago. There has been some call for elm, the bulk of it being used for crating purposes. While the supply of basswood is more plentiful than for some time, it is still demanding good figures. The local supply is not very large and orders are still being liberally placed for all kinds of hardwoods. The factory call for hickory, chestnut, ash and maple is at least normal and prospects are good for a fair winter trade.

**INDIANAPOLIS**

The exceptionally fine weather throughout November and the first few days of December was stimulating to the hardwood trade, and business was brisk. Business this year has been at least 30 per cent better than last, and local hardwood men say the outlook for 1910 is very encouraging.

Quartered oak remains the most popular hardwood in the local market, with prices slightly higher than a month ago. Poplar is also in good demand, with the market brisk for mahogany and other woods used largely in interior finish and furniture manufacture.

**MEMPHIS**

The production of hardwood lumber in the Memphis territory is gradually increasing and, with one or two exceptions, the statement may be made that all plants of manufacturers having headquarters in this city are running except in cases where the mills are located on streams which are at present at such a low stage as to make it impossible for them to bring out their timber. This condition is more notable at present in some portions of eastern Arkansas than in any other part of the Memphis territory and there is therefore more inactivity of plants in that region than anywhere else in the Memphis district.

The market is improving and the undertone is becoming much better, with the result that manufacturers are anxious as a rule to increase their holdings of lumber. The belief prevails that the new year will bring a much increased demand and that the spring trade will be large. In Memphis proper practically every hardwood mill is running on full time and all the wood-working plants, including the box factories, hoop mills, stave plants, dimension mills and others, are running at full capacity.

Shipments of lumber during the past few weeks have been on quite a large scale, with the result that there has been a tendency toward decrease in the amount of lumber on local yards. There has been also a decided gain in the amount of low-grade lumber shipped, with the result that the stock of lumber here is better, as a whole, than it has been for a long time. In fact, this is regarded by members of the trade here as one of the gratifying features of the local situation. It is also notable that there has been none of the decrease in business that is usually coincident with the approach of the end of the year and the time for taking inventories. Consumers have shown an increasing amount of interest and the volume of business clearly reflects this fact.

**NASHVILLE**

Lumbermen appear to be well satisfied with the local market and conditions in general, for that matter. Prices continue strong, giving no

indication of weakening, and it is believed that December will prove an excellent month. Naturally there is a little let-up in the local trade for the reason that the bad weather has set in and building operations, of course, are not so brisk as in the months of better weather.

The season for inventories will soon be at hand, however, and further advances are not anticipated at this time, not until after the first of the year, at least. Many of the consuming factories, behind in their orders, are clamoring for lumber.

The demand for high-grade hardwoods continues quite brisk. Plain and quartered oak in the higher grades are both reported scarce and selling well; also wide poplar. The lower grades of these are rather quiet. Maple and birch are holding their own. There is some trading in chestnut and basswood. Cypress is rather active.

**CHATTANOOGA**

The hardwood condition in this section is improving right along and the outlook is for a good trade after the holiday season is over. Buyers are plentiful and are placing orders for future deliveries. Prices are strengthening some and the demand is now including the lower grades, which have been the drug on the market for some time. Yard men are preparing for the future and accumulating stocks of all kinds. Altogether, the trade is satisfactory, but not yet as large as before the panic.

**BRISTOL**

Lumbermen here say that the outlook for business is fine. There is a general belief that business will show great improvement soon after the first of the year. The car supply is what might be termed as adequate so far, though the railroad traffic officials report all transportation equipment in service. Lumber prices are steady, but there is a slight lull in trade, attributed to the holiday season. The outlook is considered very bright indeed.

**LOUISVILLE**

The market for hardwoods is active, though the demand is perhaps not so strong as it was a month ago. This is easily accounted for, however, on the ground of the lateness of the season and the preparations being made by consumers to close their affairs for the year and take stock. Beginning with January 1, however, it is expected that the demand will be resumed in large volume. As it is, a lot of lumber is moving, plain and quartered oak and poplar being the chief items on the list. Large buying has stimulated the movement of the low grades also. Prices are steady with an upward tendency expected to develop materially in the next few months. The demand for mahogany is fair, though hardly up to expectations. Veneers are in good demand, the output of all local mills being large and at advanced prices.

**ASHLAND**

A continued increase in demand for all kinds of hardwoods is noted by our several manufacturers and prices are becoming more satisfactory each week. Furniture manufacturers, and in fact all lumber consuming factories, are beginning to lay in new stocks and replenish those which they have allowed to become very low the past two years. Buying is being done more freely and orders being placed for future delivery. Millmen are very much pleased over the present conditions and the future prospects and they are inclined to be on the optimistic side of

the question of the outlook for lumber business for the coming year.

The demand for chestnut and plain and quartered oak is greatly increasing in all grades and thicknesses. The demand for beech and maple is becoming much better, with prices a little advanced. Poplar continues to increase in value, manufacturers here receiving more inquiries and orders than they are able to supply. The lower grades of poplar, which have been very slow in moving for the past two years, are becoming much more in demand and stock moving off in a very satisfactory manner.

### ST. LOUIS

There is a steady improvement noticeable in St. Louis in the hardwood market. Considering the fact that it will soon be the first of the year, the volume of buying being done is most encouraging. Nearly every item of good stock in the hardwood market is either in fair or active inquiry and demand. Low-grade hardwood lumber, however, is still only in fairly good demand by consumers, but the call is increasing. First and seconds have been showing an advancing tendency owing to the demand, and consumers have been trying to utilize a lower grade. This has caused a much better demand for low-grade lumber than otherwise would have been the case. Cypress buying is large. While there have been no large transactions reported, orders have been numerous and frequent. According to mill reports, dry stocks of this item are smaller than the manufacturers would like to see. This is resulting in some difficulty in filling orders. For this reason the prospects are quite good for an advance about the first of the new year.

### LITTLE ROCK

Not since the flush days before "the panic" has there been such a satisfactory condition in the lumber industry in this section as prevails at present. The demand for material is unusually strong and mills are running just about as regularly as conditions in the woods will permit. Logging was above the average this fall.

It is remarkable that the wail of market depression is little heard these days, and the lumberman has discarded his "long" face for one that looks like "business is good."

### MILWAUKEE

Business is gradually becoming easier and it is expected that trade will be inclined to be quiet until after the holidays at least. While the excellent weather that Wisconsin has been experiencing of late has enabled the building season to be extended much later than is usually the case, this source of trade is rapidly dwindling. The sash and door factories are curtailing their orders for material, a natural result of the diminished demand for their output. It is expected that with the opening of the new year the sash and door manufacturers will begin to lay by heavier stocks for the rush building season that is expected next spring. The furniture factories are buying fairly well in various lines. The railroads are in the market only for repair stocks.

One of the disappointing features of the Milwaukee trade is the fact that the box factories are not placing larger orders. These plants seem to be running rather quietly and the result is that low grades are something of a clog on the market. The demand for low-grade stocks from the box plants has been easy throughout the season. Prices are being well maintained. Basswood, oak, ash, elm and poplar seem to be in leading demand. Maple is somewhat easier.

### MINNEAPOLIS

Gradual improvement in prices for hardwood lumber is resulting from the gradual decrease in the amount of available dry stock. This is particularly true of the upper grades, but is extending to the lower grades also. Oak is especially strong, and firsts and seconds have been selling at higher prices than for months. The difficulty is in getting the stock. Basswood is stronger and the call for the better grades is taking everything in sight. The supply of birch has diminished until it does not now have to hunt for purchasers. Lower grades of birch are not bringing what the dealers believe they should bring. As compared with pine, grade for grade, low-grade birch is bringing less, whereas it ought to be worth more. The same can be said of the upper grades. The furniture factories have been fairly good customers of northwestern hardwood dealers, and the great activity in building has made a demand for such woods as are used for interior finish. This trade is still good, and the sash and door factories are busy on this class of work and expect to continue so right up to the end of the year.

### SAGINAW VALLEY

The market has been in good form. There will probably be an easing up during holiday time as usual, but thus far business has steadily increased. Manufacturers and dealers report an increasing trade every week and they are crowding shipments. Box cars are becoming scarce and there is call for more of them now than are available. Interior mills are also moving stock freely. Here dry lumber is short of trade requirements. Basswood, maple and birch are especially wanted. Prices are very strong and an advance is likely in these commodities. Manufacturers are talking higher prices for flooring. Low-grade hardwoods utilized for box manufacture are in good call. Logging operations are active, with every promise of a good supply of logs for the ensuing year. Lumbermen are decidedly optimistic as to trade next year. In fact, the prediction is hazarded that in the movement of stock it will be an extraordinary year and that good prices will rule.

### DETROIT

There is a fair demand for all grades of hardwoods, while prices are holding up good. During the past two weeks an increased demand has been noted for cypress and kiln dried oak. Poplar and maple are still in strong demand, while basswood is in fair demand. Increased trade is noted among the box manufacturers and in the veneer and panel trades, while great activity is maintained by the manufacturers of hardwood flooring.

### LIVERPOOL

Trade in Liverpool is very quiet. The budget, the general election and the House of Lords are the three main topics of conversation and business is being neglected. It is predicted, however, that when these factors are removed a season of good trade can be looked for. All these disturbances are very unsettling, as American business men realize at their election times.

Mahogany was not as strong at the last sales, prices on the average being slightly lower. Buyers are not advised to make purchases yet, as it is thought prices will be much lower. Oak planks are somewhat weaker, while ash planks are very strong. Prime whitewood is also strong and in urgent demand. Stock in certain items is very low. Cottonwood and satin walnut have

also enjoyed a substantial lift. Birch is weak, stock being much too heavy for the demand. Hickory and ash logs are badly wanted. A few parcels have arrived and record prices have been realized. Shippers holding any stock of these woods could make a good profit by sending it here. The market is quite bare of stock and all the logs have gone into immediate consumption. Buyers are really scrambling for any wood in sight and shippers need not be afraid of asking a price. Maple flooring is also in urgent demand, especially the favored size, 7½x2½, for the skating rink floors. Shippers are not advised to send much to England until after January, unless it is such items as hickory logs, ash logs and planks and wide canary whitewood boards. These items will find a good sale, but the excited condition of the political world is all against a good market.

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For other Wanted and For Sale Matter See Page 58

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57,000 ft. 1x10 to 14" Indiana quarter-sawn White Oak, high grade ones and twos, National rules of inspection; band sawn and trimmed, bone dry, and every piece showing a flashy figure entire length.

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Fruit Package machinery equipment complete. Further particulars furnished on application. JOHN MOTCH, Kinmundy, Ill..

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69 million feet Pine—mostly short leaf or "N. C. Pine."  
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Located on 21,492 acres—about one-third in fee, balance 19 to 29 years' lease. All in condensed tract, favorably situated on two railroads and a navigable river.

We are not manufacturers or brokers, but owners.

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1,000,000 feet White Oak; 500,000 feet Red Oak; 200,000 feet Spruce, Pine and some Poplar and Ash. Located in Lauderdale county, Miss., 3 miles from the A. & V. R. R., and good level road. This is prime timber—large trees for quarter-sawing or veneer. Will sell at a very reasonable price.

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Complete spoke plant with hickory stumpage. Four "Egan" lathes; two "Defiance" lathes; two dry kilns all in first-class condition and now running. Oak and Hickory stumpage of good quality to last 10 years. Address

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Paepcke-Leicht Lumber Company	75
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R. C. Pratt Lumber & Tie Co.	78
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Rhodes, Ezra	82
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**WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.**

MANUFACTURERS AND  
DISTRIBUTERS OF THE

**Finest Cherry and Mahogany**

IN THIS COUNTRY  
—Correspondence Solicited—

# Wanted and For Sale -SECTION-

ADDITIONAL ITEMS ON PAGE 56

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines.

We display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYEES WANTED

### WANTED.

Correspondence with a high-class hardwood lumberman with energy and integrity and a thorough knowledge of both buying and selling is solicited by a foremost Eastern manufacturing and wholesale lumber concern. Must be competent to take full charge of a well-developed hardwood division of the business. All communications will be treated in strict confidence. A very desirable berth for the right man. Address "HIGH-CLASS," care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### WANTED—A POSITION

With a responsible hardwood company in sales department. Have had experience and will furnish good references. Address "BOX 50," care HARDWOOD RECORD.

## LUMBER FOR SALE

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C. mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

35 M ft. 1x18" & wider, 1st & 2ds, red...	\$35.00
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap.....	32.00
80 M ft. 1x6 to 12" 1st & 2ds, red.....	28.50
50 M ft. 1x4" & wider No. 1 com., red....	16.00
340 M ft. 1x3" & wider No. 2 com., red....	10.00
200 M ft. 1x6 to 12" 1st & 2ds, sap.....	22.00
96 M ft. 1x4" & wider No. 1 com., 1st & 2ds, sap.....	15.00
200 M ft. 1x3" & wider No. 2 com., 1st & 2ds, sap.....	10.00
24 M ft. 1x13 to 17" 1st and 2ds, tupelo...	32.00
90 M ft. 1x6 to 12" 1st and 2ds, tupelo...	26.00
35 M ft. 1x4" & wider No. 1 com., tupelo...	16.00
100 M ft. 1x3" & wider No. 2 com., tupelo...	11.00
200 M ft. 5/4 log run tupelo.....	17.00
150 M ft. 4/4 red and sap, log run.....	16.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y....	24c
Philadelphia, Pa....	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y.....	23c
Pittsburg, Pa.....	21c	Springfield, Mass..	26c
Cleveland, O.....	24c	Schenectady, N. Y..	23c
Detroit, Mich.....	25c	Rochester, N. Y.....	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y..	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C. 9%			

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.

AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

## FOR SALE—CHESTNUT LUMBER

1 car 8/4 No. 3 Com. at \$10 f. o. b. Chicago.  
Address "J-4," care HARDWOOD RECORD.

### FOR SALE.

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.  
1,000,000 feet 2" white oak common bridge plank, also timbers.  
Write for prices.

BLUFF CITY LUMBER CO.,

Pine Bluff, Ark.

### BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.  
A. B. GARROTT,  
Fort Madison, Iowa.

## LUMBER WANTED

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1 1/2" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

### WANTED

We will need during the next six months 3 to 5 cars 1x24 to 27" soft yellow poplar, 1sts and 2nds, panel and No. 1. Must be choice stock. Give us your best price for prompt cash and state time of delivery.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

### WANTED—TO CONTRACT

For about half million feet 4/4 soft Yellow Poplar, 20 to 32" or wider, to average not less than 26 to 27". Must be strictly firsts and seconds and panel with nothing picked out. Delivery required from time to time during the next six months. Will pay spot cash.

Also might be willing to purchase several million feet of log run out of big logs. What have you to offer?  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

## TIMBER LANDS FOR SALE

### 1,000 ACRES HARDWOOD TIMBER

Western North Carolina, near railroad. Original growth oak, chestnut, hickory, poplar, pine. \$8 an acre. W. M. PRATT, Marion, N. C.

### FOR SALE.

Fine timber tracts located on B. & O. Maryland, fifty to sixty million feet, one to two million poplars, eight to ten million hemlocks, balance red and white oak. Good market for higher as well as lower grades of lumber. Right party can buy this property at reasonable price direct from owners. Apply G. L. SIBEL,  
1500 Irwin Ave., N. S., Pittsburg, Pa.

## DIMENSION STOCK WANTED

### WANTED—ORDERS

For dimension walnut and oak cut to patterns. We also want 500 cars each of walnut, white oak and hickory logs—quick.

### FOR SALE

20 cars of walnut squares of all sizes.  
5 cars of white oak plank and timbers.  
LANGTON LUMBER COMPANY, Pekin, Ill.

### WANTED—DIMENSION STOCK.

We are in the market for several carloads of oak and hickory dimension stock.  
ESTABROOK-SKEELE LUMBER CO.,  
Fisher Bldg., Chicago, Ill.

## LOGGING EQUIPMENT FOR SALE

### FOR SALE

One No. 6 McGiffert Log Loader and Skidder in first-class repair; immediate southern delivery. Bargain price.  
Address "BOX 9," care HARDWOOD RECORD.

## RAILWAY EQUIPMENT FOR SALE

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.  
SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

## MISCELLANEOUS

### GRAPHOPHONE EQUIPMENT FOR SALE

Three Columbia graphophones practically unused, of modern type, in perfect order, including shaver with electric motor attachment. These machines for commercial dictation will effect an economy of about forty per cent in time.  
The entire equipment will be sold at a bargain. Address  
"H. H. G.," care HARDWOOD RECORD.

### ADDRESSOGRAPH EQUIPMENT.

An up-to-date addressograph equipment, including machine, cabinet, chain links, type cabinets and type enough to carry seven thousand addresses, for sale at a bargain.

This equipment can be utilized for the addressing of letters, envelopes, price lists, circulars, wrappers, etc., and is now being used by HARDWOOD RECORD for addressing its mailing list. The increased subscription list has necessitated the purchase of a paper-roll wrapper addressing machine, and therefore this first-class equipment will be disposed of at a great bargain.

Delivery can be made immediately.  
Address HARDWOOD RECORD, Chicago, Ill.

### BARGAINS IN REBUILT WOOD WORKING MACHINERY

Every Machine Thoroughly Overhauled and Tested Before Leaving Our Shops

1 30-in. 3-Drum Inveincible Sander	Complete stock
1 30-in. Single Drum Berlin Sander	of Structural
1 Iron Double Circular Saw Table	Steel and Iron
1 44-in. McDonough Band Resaw	Shafting, Belt-
4 9x16 Baldwin 36 in. Gauge Locomotives	ing and Pulleys
60 miles relaying rails	
5000 Boilers, Engines and other Machines	

Send for list, also our new 500-Page Catalog No. 940

CHICAGO HOUSE WRECKING CO.  
35th and Iron Streets, CHICAGO

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.  
Chicago

We also make Time Checks, Stencils and Log Hammers.



# PERSONAL LETTERS

*Mr. Business Man  
Good Times  
Personal U.S.A.*

## The Writerpress

Makes it possible to send out from 8,000 to 10,000 **Personal Letters** daily. Not printed forms, but actual typewritten letters bearing the name of the recipient and having all the earmarks of a letter pounded out on the typewriter.

Multiply your best selling arguments by the number of names on your mailing list and the result is largely increased business.

By a new method possible only with the WRITERPRESS, names and addresses can be filled in on the Writerpress at the same time the body of the letter is made, doing away with the typewriter in making form typewritten letters.

### The Direct Inking Carriage

converts the Writerpress into a complete printing plant, enabling the business man to print his own office forms, quotations, price lists, filing cards, cost prices, advertising copy, etc.

Send for descriptive booklet and sample of work.

### The Writerpress Co.

410 Writerpress Bldg., Buffalo, N.Y.



## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

### "ADVANCE" CORRUGATED JOINTFASTENER MACHINE

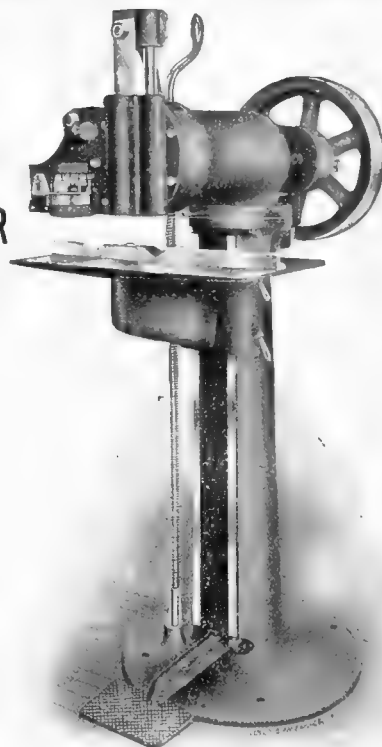
Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

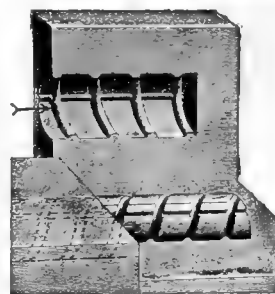
**Saranac Machine Co., St. Joseph, Michigan**



### SPIRAL GROOVED AND BEVEL POINTED KILNED HARDWOOD DOWEL PINS

The Spiral Groove holds the glue, and gives holding power similar to a screw. **Means better product.** Pins with good Bevel Point drive quickly, means more output. Only pin for Dowel Door Manufacturers.

Automatic Wood Turnings of all kinds. Samples and special discounts on application. STEPHENSON MFG. CO., SOUTH BEND, IND.



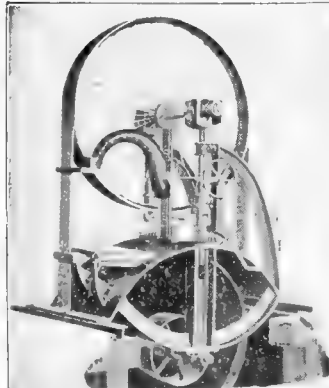
## "Phoenix" 6-Foot BAND MILL FOR HARDWOOD Serves You Right

Price Moderate  
Capacity 25,000 to 30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire

Wis.



# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAT MAY 88, '97 APR 88 '98

LIBRARY BUREAU G. 88650

SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago.

# American Hardwoods and Where They Are Sold

## Some Interesting Statistics Showing Where the Hardwoods of the U. S. are Sold

During the past four years the HARDWOOD RECORD, by means of sending out nearly one thousand letters and report blanks daily, has collected information from the chief hardwood buyers throughout the United States, covering their normal annual requirements by quantity, kind, grade and thickness. This information has been put into the form of condensed paragraphs, which recite the state, town, name of concern, use to which the lumber is put, the name of the purchasing agent, with the other information added. Up to this date forty of these bulletins have been issued. This information, when pasted up on tabbed cards, as shown on page 64 of this issue, and filed alphabetically by towns, between state guide cards, forms a roster of the leading wholesale hardwood consumers of the United States, and makes a ready reference, showing from what source trade in every line of lumber, including foreign woods, dimension stock, veneers and panels may be intelligently sought. This information is free to every display advertiser in the HARDWOOD RECORD, and is being utilized by the majority of them to their manifest advantage.

As before noted, these bulletins, including all back numbers, are supplied free to advertisers, and where people desire to paste up their own system, the only additional cost involved is that of the tabbed cards, which cost \$3.50 per thousand, and a set of state guide cards, costing 75 cents. However, in a good many instances, advertisers have preferred that this service be pasted up for them in complete form, with the extra tabs removed from the index cards, and filed alphabetically by towns between state guide cards, enclosed in a four-drawer oak cabinet. The service thus prepared is sold to advertisers at practically cost—the sum of \$35. This includes 1,000 extra cards to continue the service as subsequent bulletins are issued. Once a year a correction sheet is sent out to all concerns listed in this service, and if there are any corrections to be made they are supplied and issued in a correction bulletin form. Thus the service is kept up-to-date. There is no question about the accuracy of the information involved, as in every instance it comes direct from the purchasing agent of the various concerns.

Up to this time more than 15,000 requirements are shown on this service, which, in part, list up about as follows:

Buyers of Ash .....	625
Buyers of Basswood.....	600
Buyers of Beech.....	215
Buyers of Birch.....	550
Buyers of Butternut.....	65
Buyers of Cherry.....	200
Buyers of Chestnut.....	475
Buyers of Cottonwood.....	250
Buyers of Cypress.....	425
Buyers of Elm.....	350
Buyers of Gum.....	375
Buyers of Hickory.....	300
Buyers of Mahogany.....	350
Buyers of Maple.....	675
Buyers of Oak.....	1,350
Buyers of Walnut.....	165
Buyers of Poplar.....	675
Buyers of Sycamore.....	110
Buyers of Dogwood.....	15
Buyers of Persimmon.....	12
Buyers of Locust.....	10
Buyers of Holly.....	15
Buyers of Dimension Stock .....	650
Buyers of Veneers and Panels.....	550

With this information at hand the manufacturer or jobber in hardwoods is able to address an intelligent letter to buyers on the subject of any variety of lumber. They know approximately what the buyer uses and this enables them to gauge their offerings in accordance with the requirements of the prospective customer. It is not an economical proposition to write these vast number of buyers individual typewritten letters, but it is logical for the man in charge of the lumber sales department to write one letter covering one kind of wood each day and have this letter sent out in duplicate form to every buyer of this particular wood. The most successful sales managers handling out this HARDWOOD RECORD mail-order sales system follow this plan minutely. On Monday he will write a letter devoted exclusively to ash, describing in detail his offerings in this wood. On Tuesday he will talk to buyers of basswood, oak, birch or poplar. In the course of the month other letters pertaining to these same woods are repeated in different forms, and, of course, the answers induced are replied to in individual letters.

This system of soliciting orders of hardwood lumber by mail in no way interferes with a sales force on the road, but manufacturers and jobbers are able to reduce their number of salesmen to a marked degree by

the use of this service and reduce their sales cost to a very low figure. For example: The average expense of having a regular traveling salesman call on a prospective customer averages about \$2 per visit. These letters in duplicate form, can be forwarded to prospective customers, even under 2-cent postage, at a cost not to exceed 5 cents per letter. In other words, it is a forty-to-one proposition in favor of the mail sales system, so far as cost goes.

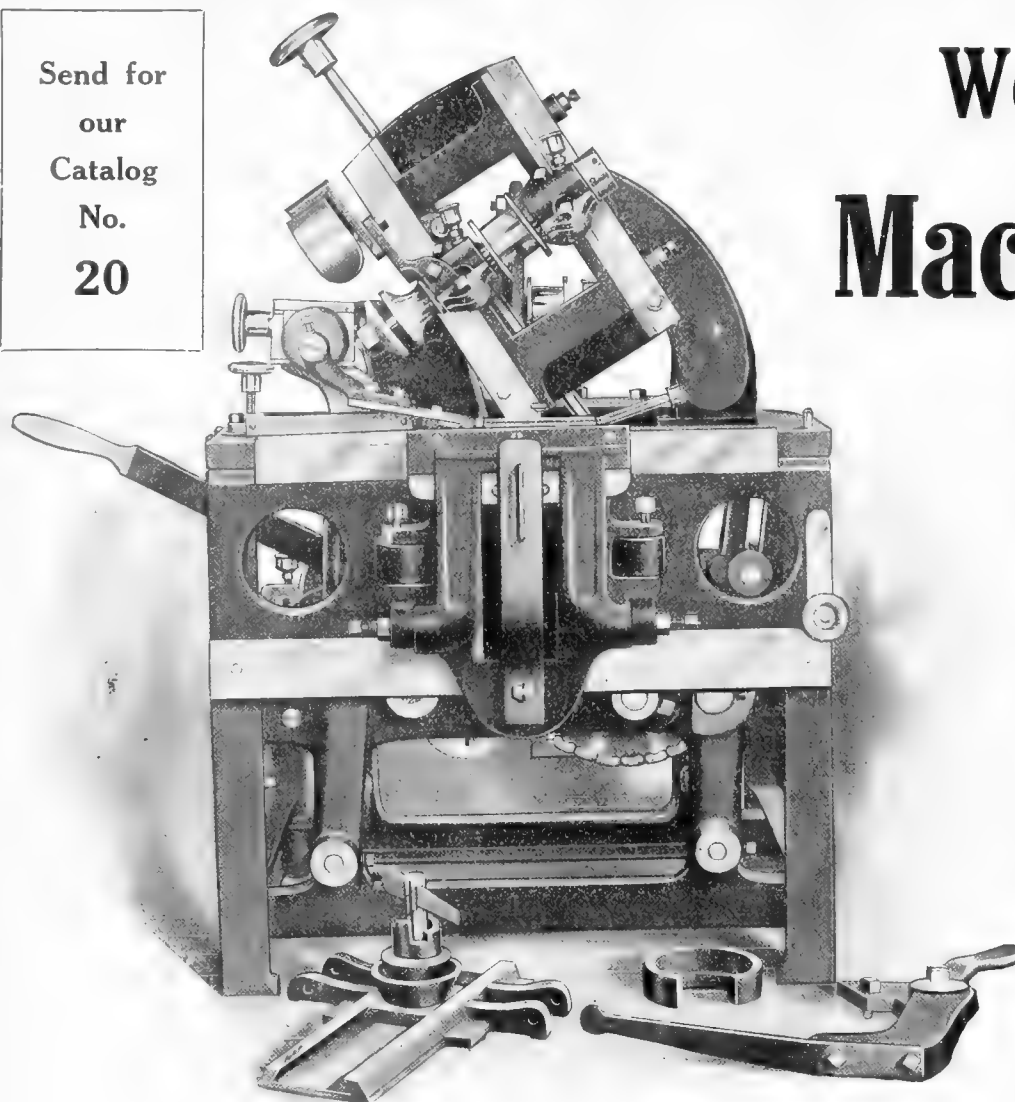
It is not contended that even a forceful, tactful and diplomatic letter in each individual case is as capable of effecting a sale as a competent salesman, but the people who have thoroughly utilized this service have demonstrated that the percentage of letters inducing sales of lumber is very much greater than the forty-to-one cost involved in a personal visit. Again, it would be impossible for the ordinary sized concern to employ salesmen enough to cover the vast number of sales possibilities that is involved in this list of buyers.

The HARDWOOD RECORD would be very glad to supply further suggestions to both users and prospective users of this system in detail and will also be glad to suggest the use of the best form of letter-duplicating apparatus.

A very important fact has been demonstrated by the HARDWOOD RECORD's Information Bureau which pertains to the distribution territory of hardwoods throughout the United States. Every user of wood in every line has been thoroughly canvassed for this information in all parts of the United States, and it is found that eighty-five per cent of the hardwood sales are made in a comparatively small area. It is an area where things are made out of wood. It is within the seven states of Wisconsin, Michigan, Illinois, Indiana, Ohio, New York and Pennsylvania. This would indicate that the New England states, New Jersey, Delaware, Maryland, the High Point district of North Carolina, the St. Louis district and the small quantity of hardwoods consumed in the chief cities of the Pacific coast and other cities in parts of the country not herein mentioned consume only fifteen per cent of the total of hardwoods employed in the domestic trade. These facts are further emphasized by the circulation books of the HARDWOOD RECORD, which show more than sixty per cent of its circulation is in the seven states first named:



Send for  
our  
Catalog  
No.  
20



# We Make Machinery and Tools for the Care of Saws

Hanchett Automatic Sharpener for Both Band and Circular Saws

**Size No. 5**

For Band Saws  
2-7 inch wide

For Circular Saws  
6-28 in. diameter

Weight  
500 lbs.

List Price  
\$125.00

This sharpener is designed for use in factories desiring a machine for caring for both small circular saws and band resaws. The frame is made very strong, stiff and rigid, and only the best material procurable is used in the machine. It is nicely finished in oil proof flat black paint, and all small parts are either polished or nickel plated. All wearing surfaces are scraped and fitted to a nicety, and protected from emery and dirt.

In designing this machine we have aimed at simplicity of construction and adjustment. It can quickly be changed from band saw grinding to circular saw grinding and vice versa, by any common factory hand.

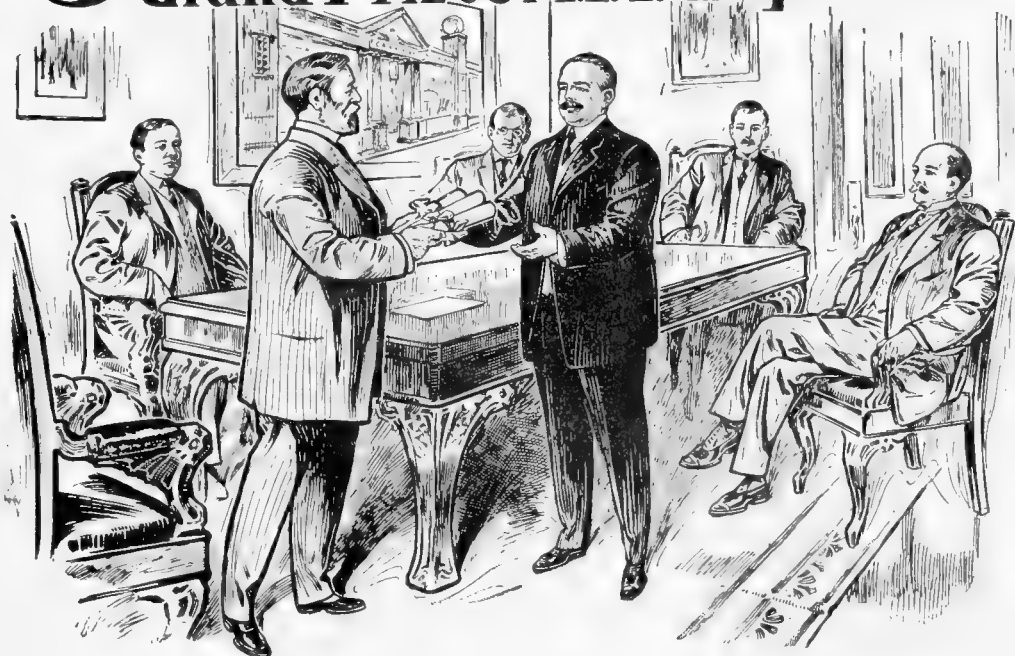
It has all the improvements of our larger sharpeners, and is strictly "Hanchett Quality" in every respect.

**Hanchett Swage Works**

**Big Rapids, Michigan**

# ATKINS ALWAYS AHEAD

## 3 Grand Prizes A.Y.P. Exposition



We Received

### Three Grand Prizes

at the

### Alaska-Yukon-Pacific Exposition

# ATKINS SILVER STEEL SAWS

are

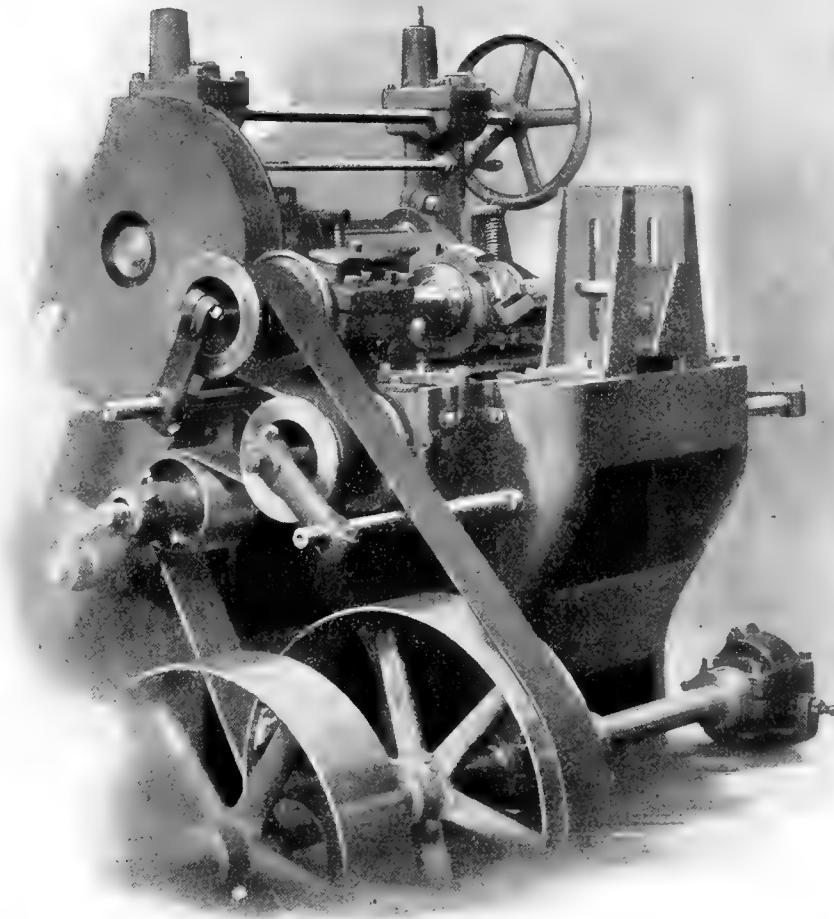
### "The Finest on Earth"

A fact that is vouched for by hundreds of thousands of satisfied users the world over. With our extra high quality Silver Steel Circular, Band, Gang, Drag, Shingle, Cross-Cut, Butcher, Pruning, Wood, Hand, Ice and other saws of every description, we lead all others. Write for catalog and prices to any address given below. Every Saw guaranteed.

## E. C. ATKINS & CO., Inc.

THE SILVER STEEL SAW PEOPLE

HOME OFFICE AND FACTORY, INDIANAPOLIS. BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE. CANADIAN FACTORY, HAMILTON, ONT.



# THE NEW BERLIN PROFILING ATTACHMENT

The picture shows the attachment set up for running BEADING at 150 to 200 feet per minute.

It will handle novelty siding, beading, rustic and all forms of profile work at speeds of feed never before attempted.

We use our special 6-bitted "VISE-GRIP" heads for certain classes of work. The cutters may be jointed no matter what form they take.

Our device is the heaviest on the market. The spindles are as large as used in the cylinder heads. This device, used in connection with our fast-feed matcher, offers a splendid arrangement for the lumberman who handles a variety of work.

Send for samples of the work, YOUR work and further details.

## The Berlin Machine Works

BELOIT, WISCONSIN

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Chicago

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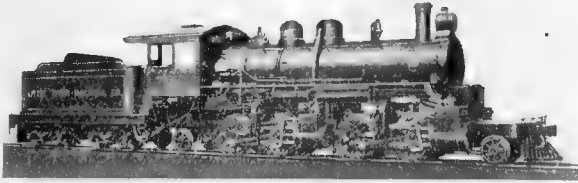
San Francisco

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## BALDWIN LOCOMOTIVE WORKS

Principal Offices and Works:  
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Manufacturers of  
**LOGGING LOCOMOTIVES**



**MALLET ARTICULATED LOCOMOTIVE**

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive power and curves of short radius can be readily traversed.

### BRANCH OFFICES

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ST. LOUIS, Security Building. PORTLAND, Couch Building.

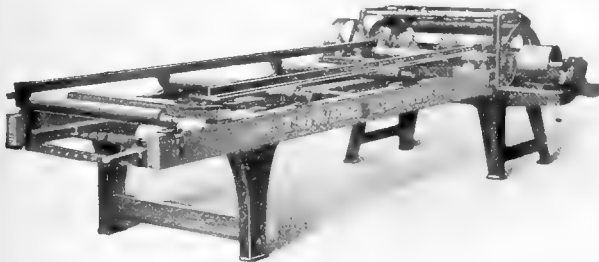
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## A "TOWER" GANG EDGER AND RIP SAW, COMBINED

Gives Your Lumber Straight and Parallel Edges and Makes the Boards of Standard Widths.

It also

Divides a Wide Board Into Two or More Narrower Ones, either at the same time that it removes the waney edges, or in a subsequent operation, as may be desired.



No. 4 "TOWER" 32-inch Edger, New Model. Rear table not shown.

## A "TOWER" One-man 2-saw Trimmer

Squares the Ends of Your Lumber and Reduces the Boards to Standard Lengths, Removing the Waste and Saving Freight.

72 different sizes and styles of edgers 72

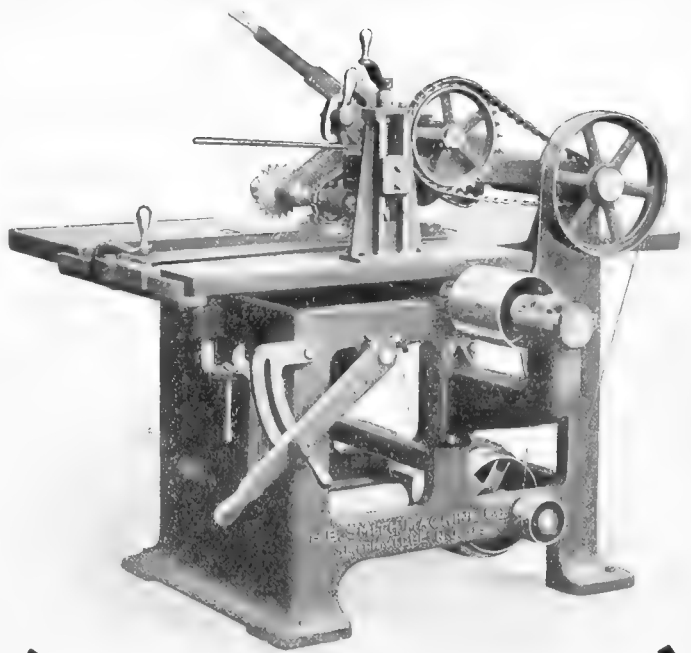
10 sizes of trimmers 10

We also manufacture

The Old Reliable Gordon Hollow Blast Grate.

**Gordon Hollow Blast Grate Co., Greenville, Mich.**

(Please mention this publication.)



**No. 335 A, RIP SAW MACHINE**

# THE BEST

**MEDIUM SIZE**

## Self-Feed Rip Saw

**ON THE MARKET**

The **Frame** quite substantial and the **Table** adjusts for depth of cut.

The **Mandrel** carries a 16 inch Saw and can be belted from any direction.

The **Feed** is fore and aft and will adjust as close as 16 inches.

**Pulleys** balanced in plane of rotation and

**Bearings** Self-lubricating.

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**H. B. SMITH MACHINE COMPANY**

**SMITHVILLE, N. J., U. S. A.**

New York

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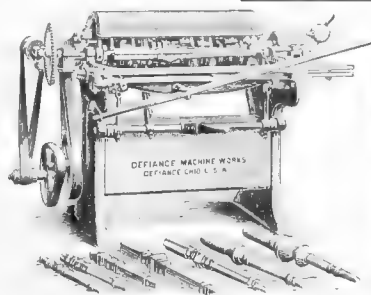
Atlanta

Memphis

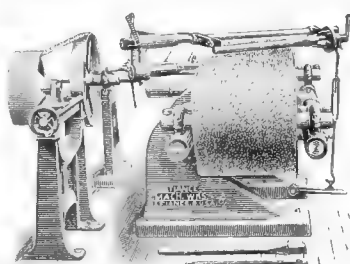
# "DEFIANCE" PATENT WOODWORKING MACHINERY

Invented and Built by

THE DEFIANCE MACHINE WORKS .: Defiance, Ohio



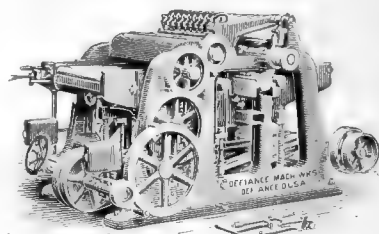
Patent Variety Lathe



No. 3 Double Belt Polisher

For Making: Automobile  
Wheels and Bodies, Hubs,  
Spokes, Wheels, Wagons,  
Carriages, Rims, Shafts,  
Poles, Neck-Yokes, Single  
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Send for Catalogue



26-in. Double Surface Planer

## JOINTING AND SETTING UP VENEER BY HAND IS A USELESS WASTE OF MONEY

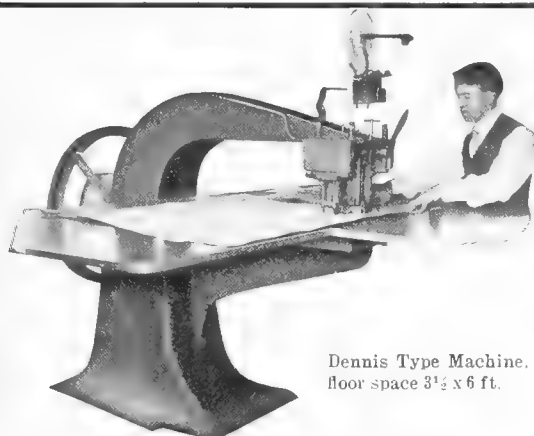
Our patented machines will set it up at the rate of 1,500 to 2,000 lineal feet of jointing per hour, and do it far better than can possibly be done by hand.

Our Continuous Feed Veneer Jointer, which edges and joints in one operation, has three or four times this capacity.

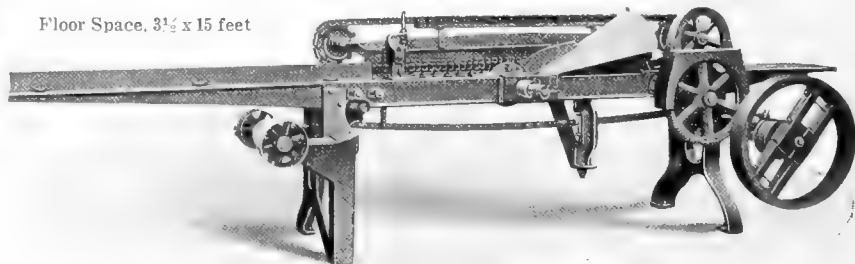
It interested in doing this work at a minimum of cost, write for full particulars.

THE VENEER MACHINERY COMPANY, 602 Austin Ave. Chicago, Ills.

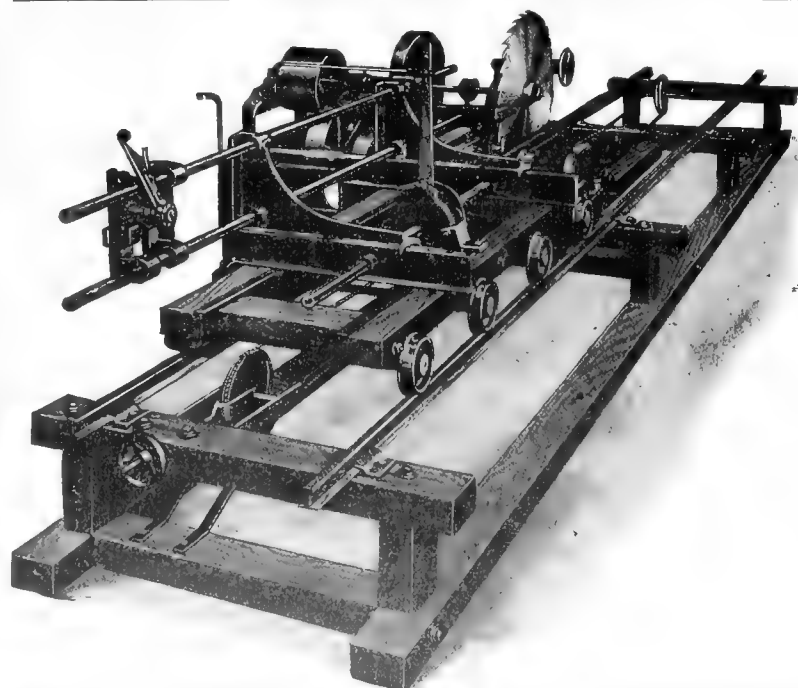
Floor Space, 3½ x 15 feet



Dennis Type Machine.  
floor space 3½ x 6 ft.



## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address:

THE SINKER - DAVIS COMPANY, Indianapolis, Indiana





## This Handy Calculator and Real Leather Case Prepaid—To You For 25c

**Y**OU will find it invaluable—once you use the Dodge Calculator. It is the handiest and most useful article we've seen in many a day. The price is no indication of its worth. It actually costs us 25c for the calculator and real leather pocket case—but we gladly pay the cost of postage, handling and packing in order that you may have one.

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### We Have Several Thousand But They Won't Last Long

at the rate they are going now. So send us the 25c and we will mail you one at once. After you get it—if you don't think it is worth 25c to you—mail it back and we'll gladly refund your money. But to practical factory men—engineers and men who understand—it's worth many times 25c. Send the 25 cents with coupon and receive the Dodge Calculator by return mail. Remember you get your money back if you are not satisfied.

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**D** DODGE MFG. CO.  
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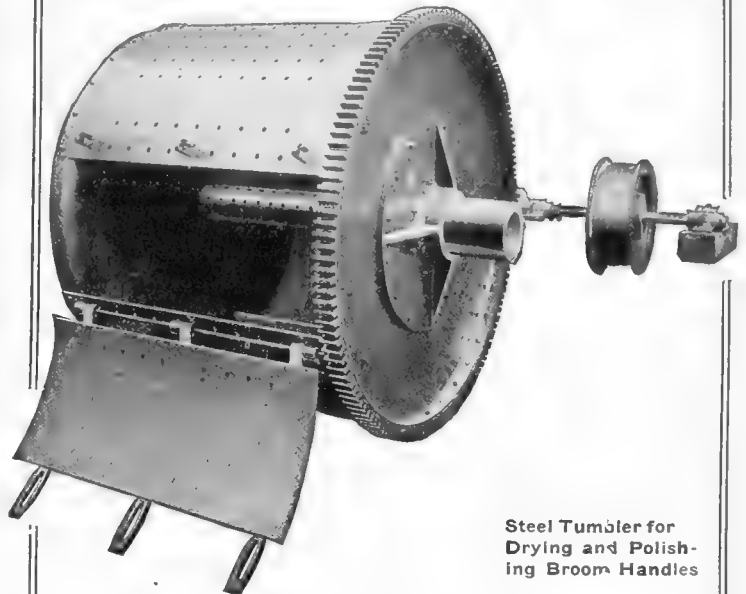
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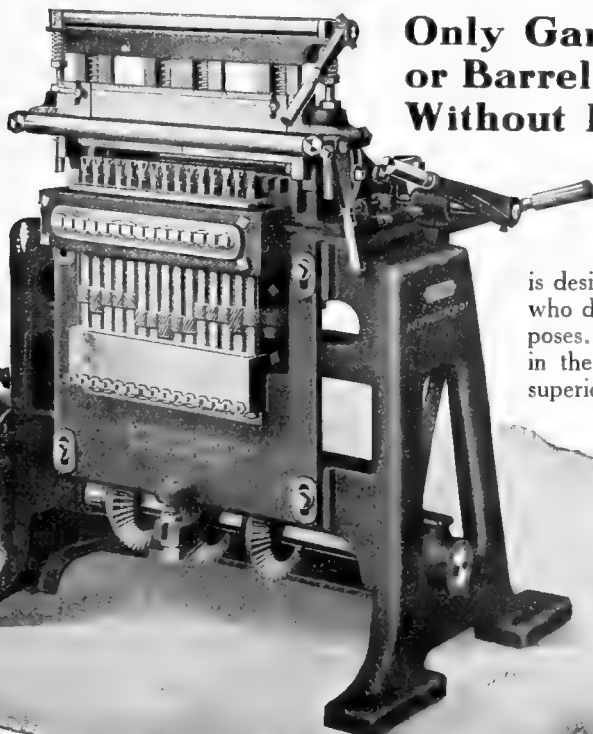


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**CADILLAC MACHINE COMPANY**

Complete Line of Broom Handle Machinery

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## Only Gang Dovetailer on Which Swell or Barrel Front Drawers Can Be Made Without Dismantling Any of Its Parts

### OUR NEW NO. 201 GANG DOVETAILER

is designed to meet the requirements of furniture manufacturers who desire fine dovetailing for drawers and various other purposes. This machine is the growth of many years' experience in the manufacture of dovetailers, and will be found a very superior tool.

One of its features (which is protected by patent) is that either straight or swell front drawers can be dovetailed without removing or changing any of its parts. Any operator will appreciate the amount of time and trouble this will save over the old styles.

Our New Booklet Describes and Illustrates, With Five Cuts, Our

**New No. 201 Gang Dovetailer**

Write for Booklet today

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The Best Skidding Engines are none too good for the service demanded.

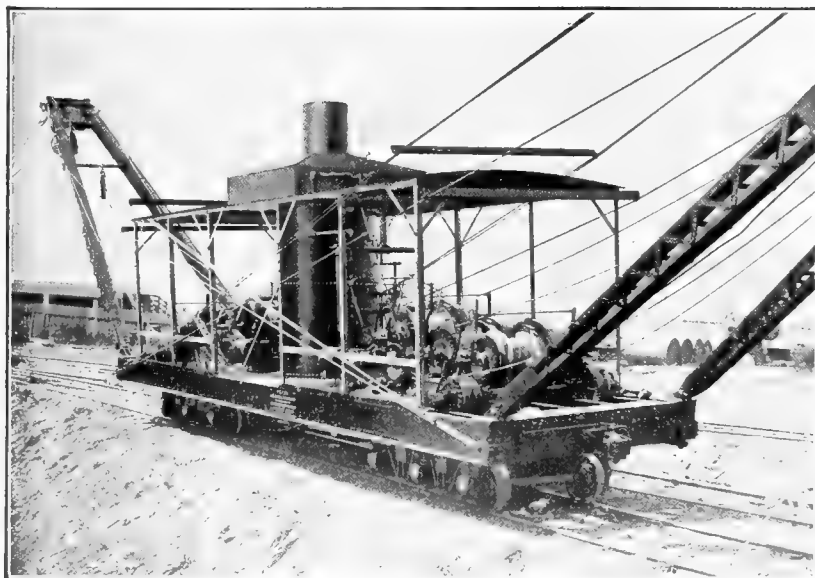
This is the principle that has guided our design and construction.

## **RUSSEL COMBINED Skidders and Loaders**

**LOGGING TOOLS  
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**RUSSEL WHEEL & FOUNDRY COMPANY**  
DETROIT, - MICHIGAN



## **RESULTS**

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### **CLYDE SELF-PROPELLING STEAM SKIDDER**

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of

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Sole Manufacturers of the  
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MANUFACTURERS OF

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**"ACORN BRAND"****OAK AND BEECH FLOORING****"The Product de Luxe"**

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**JOHN B. RANSOM & COMPANY**

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**Hardwoods**

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Lumber of all kinds is being cut every day at our city and country  
mills and with stock constantly coming in from many other points, we  
are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if any-  
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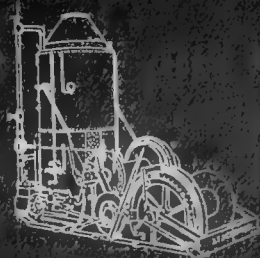
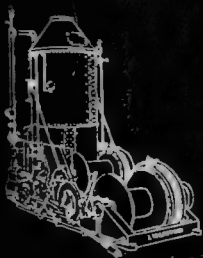
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SKIDDERS****LIDGERWOOD MFG. CO.**

LOGGING MACHINERY BRANCH OFFICES

ATLANTA SEATTLE

NEW ORLEANS AGENCY

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## MEMPHIS SAW MILL CO.

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### Hardwood Lumber

Our Specialties

Thin Stock and Quartered Oak  
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A  
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40,000 feet  $\frac{5}{8}$  in. 1 and  
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Oak

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Half car 1 in. 1 and 2 Cottonwood 18 in. and up.  
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One car 1 in. No. 1 Common Ash  
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We are in a position to manufacture from choice logs any item of a special nature in White Oak, Red Oak, Cottonwood, Poplar or Gum.

Prices will be furnished upon receipt of inquiry.

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Quartered White Oak				Also Plain Oak, Poplar, Ash and Other Hardwoods				Quartered Red Oak			
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1-2	13,560	Com.	Com.					3-4	1-2	Com.	Com.
5-8	25,000							4-4	2,400	400	8,800
3-4	5,600	1,000						5-4	71,750	139,000	
4-4	87,600	196,700	18,200					6-4	53,152	21,630	
5-4	36,700	29,600						8-4	42,215	1,430	
6-4	23,900	16,400						5-8	9,865	3,500	
8-4	27,400	8,400							Log run		25,000
Large Amount Strips				Send Us Your Inquiries							
1½ to 2¼ and 2½ to 5½											

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If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

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HAVE A LARGE STOCK OF  
 DRY BIRCH—ASH—ELM  
 MAPLE AND BASSWOOD

Write Us a Letter

Rib Lake = Wisconsin

## "ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched,  
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 RHINELANDER, WIS.

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MARINETTE, WIS.

Mixed Cars of Hardwood, Bass-  
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We make a specialty of White Pine Beveled Siding and  
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## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber  
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Wisconsin Products Only

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## WE CAN SHIP QUICK

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BUYERS OF  
 ALL KINDS OF

**HARDWOOD LUMBER**



# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock **THAT IS IN SHAPE TO GLUE.**

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

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Our prices ARE NOT the lowest, but our product is guaranteed **THE BEST.**

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300,000 feet Bird's-Eye Maple Veneers  
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Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

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Our Veneers are

**WELL CUT  
WELL DRIED  
WELL PACKED**

And from selected logs

We are also Manufacturers of High Grade Built-up Work

**NATIONAL VENEER CO.**

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WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

**GUM**

The Best Lumber You Can Buy.  
**CAN YOU USE IT?**

Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

**STAY WHERE YOU PUT IT**

You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

**IT IS RICH  
AND IT IS CHEAP**

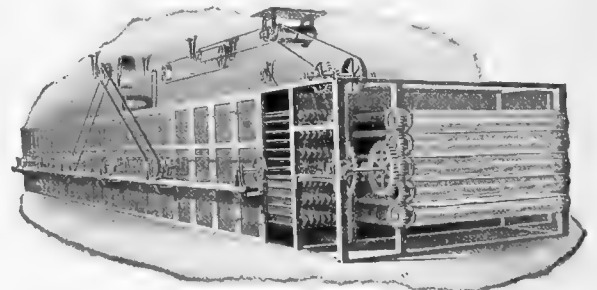
**Grand Rapids Veneer Works**  
GRAND RAPIDS, MICH.

## VENEER DRYER

"THE PROCTOR SYSTEM IMPROVED  
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Objections to Roller Dryer overcome, because no clogging can occur.

Objections to old style Apron Dryer overcome, because no adjustment is needed.



**Grain Can Be Fed Either Way**  
**The Most Economical System in the World**  
**Built Entirely of Metal**

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MANUFACTURERS

OF THE U. S.

## The Louisville Veneer Mills

MANUFACTURERS OF

### VENEERS THIN LUMBER PANEL STOCK

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Prompt shipment guaranteed

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Manufacturers of

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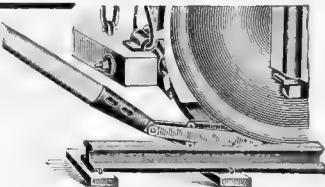
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500,000 ft. 1 in. log-run Chestnut  
Full assortment 1 in. to 3 in. Gray Elm.  
300,000 ft. 1 in. Maple 1sts and 2nds and No. 1 Common

## I.N. STEWART & BRO.

892 ELK STREET

We are in the market for all kinds of Hardwoods. Those desiring to buy **CHERRY** will do well to write us

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1051 ELLICOTT SQUARE

### HARDWOODS

Let Us Figure On Your Wants

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We are now offering special prices on such thicknesses **BIRCH** and grades as we have a surplus of. Write us.

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Well Assorted Stock of Dry Hardwood Lumber Always on Hand

## STANDARD HARDWOOD LUMBER COMPANY

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Have 6 Million Feet Dry Stock Ready to Ship

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All Kinds

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Good Grades

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All Varieties of Hardwood. Quartered White Oak Our Specialty

## BUFFALO HARDWOOD LUMBER COMPANY

940 SENECA STREET

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DRY STOCK PILED ON MEMPHIS YARD FOR PROMPT SHIPMENT  
300,000 ft. of Ash from 1 in. to 4 in. thick  
1,200,000 ft. Plain White and Red Oak, 1 in. to 4 in. thick  
950,000 ft. Cypress, from 1 in. to 2 in. thick

## FRANK W. VETTER

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All Kinds All Thicknesses  
HARDWOOD LUMBER  
Good Grades Prompt Shipments

# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

Ashland, Kentucky

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OUR SPECIALTIES:

Vehicle Stock and Box Shooks

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Everything in Mississippi  
Long Leaf Yellow Pine

Mills: Laurel, Miss. 1406 TENNESSEE TRUST BLDG. MEMPHIS, TENN.

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MANUFACTURERS  
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LUMBER

ALL GRADES  
5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
**DRY** Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

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### Mahogany, Veneer

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120 MILK STREET, BOSTON, MASS.

### Hardwood Lumber.

### QUARTERED WHITE OAK

Showing a well defined medullary ray.  
Beautifully manufactured from selected

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WRITE US

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Would like to talk to you about their large stock of  
Plain and Quartered

### WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

**ASK US WHAT WE CAN DO FOR YOU**

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**NASHVILLE, - - - - - TENNESSEE**

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Dry stock, standard widths and lengths and straight grades.  
We furnish what we sell in every case. Correspondence  
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Get an order in early for quartered

### White Oak

We only have 2 cars of 5-4 No. 1 Common and Better.

Ask us about our Log Run

### Bass

We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

You can get a good price on this Common and Better

### Ash

2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4; also 1 car 5-4 No. 1 and No. 2 white containing about 20% or more 12 in. and over wide—good tough stock.

How are you fixed on

### Red Oak

We have about 6 cars each 6-4 and 8-4 No. 1 Common and Better and 100 M feet 8-4 No. 2 Common and Better—all dry and good lengths and widths.

### Yellow Poplar

There is a lot of at one of our outside points.

5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 and Better  
100 M feet 4-4 No. 2 Common

If you are in the market for

### Cherry

get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

Another chance on Heart Rived

### Cypress Shingles

300 M each 6x20 and 7x24. Can ship immediately.

If you are in the market for

### Chestnut

get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common; 200 M feet each 6-4 and 8-4 No. 2 Common and Better; we also have 2 cars Common and Better.

Get prices on this

### Soft Yellow Tennessee Poplar

good widths and lengths. One to two cars each of 10-4, 12-4 and 16-4 No. 1 Common and Better.

What about

### No. 3 Common Poplar and Bass

mixed? We have five to ten cars of 6-4 and 8-4.

We can make prompt shipment of the following. This lumber is cut at mills located in the Adirondacks and Canada. It is thoroughly dry; and the Birch is very choice, running largely to Red.

### BIRCH

175,000 feet 4-4 45 to 50 per cent. 1's and 2's, largely 12 feet.  
30,000 feet 5-4. Good clean stock, good widths, 50 per cent. 10 inch and up.  
10,000 feet 6-4. Wide lumber, 65 to 75 per cent. 1's and 2's.  
10,000 to 12,000 feet 12-4 and 8,000 to 10,000 feet 16-4. No hearts, 6 inch and up.  
6,153 feet 4 inch, 22,000 feet 2 inch; 18,700 feet 1 inch; and 14,000 feet 3/4 inch.

### BROWN ASH

Two to three cars 4-4 Log Run, Mill culls out.

### DRY WHITE ASH

200,000 feet 2 to 3 inch Log Run

*"We Have It If It's Hardwood"*

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## The Kneeland-Bigelow Co.

### Bay City, Michigan

### OFFER FOR SALE

20,000 ft. 8-4 No. 2 Common and Better Birch.  
20,000 " 5-4 " " "  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.  
75,000 " 6-4 No. 2 Common and Better Basswood.  
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We make a specialty of furnishing promptly bill stuff and timbers, 20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

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## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

### Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

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MICHIGAN





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CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Michigan Hard Maple

### Cadillac Quality

1 x 9	1s and 2s	4M
1 x 10 to 14	1s and 2s	14M
8-4	1s and 2s	15M
10-4	1s and 2s	6M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	16M

Order Now while we have dry stock.  
No additional stock will be dry until  
next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

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Manufacturers of

## "CUMMER" BRAND MAPLE and BEECH FLOORING

### Excelled by None

In Quality of Material Used,  
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A Large Stock Enables Us to Fill Orders  
Without Delay.

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### Lumber and Broom Handles Cadillac, Michigan

Have the following well manufactured stock for sale:

- 2 cars 6-4 Soft Maple No. 1 Com. and Bet.
- 2 cars 4-4 Basswood No. 1 and No. 2 Com.
- Part car 4-4 Basswood 1s and 2s
- 1 car 4-4 Cherry No. 3 Com. and Bet.
- 1 car 4-4 White Ash No. 2 Com. and Bet., full log run
- 3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.
- 4 cars 4-4 Beech No. 2 Com. and Bet.
- 2 cars 6-4 Birch No. 1 Com. & Bet.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## CADILLAC QUALITY

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## LUMBER OF CADILLAC QUALITY,

Lumber which has been man-  
ufactured and seasoned prop-  
erly, and grades which have  
not been blended to meet price  
competition,

### SEND US YOUR INQUIRIES



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(INCORPORATED)  
CADILLAC, MICHIGAN



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MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

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3/8 Nos. 1 & 2	30,000
1/2 Nos. 1 & 2	107,000
3/4 Nos. 1 & 2	63,700
6/4 Nos. 1 & 2	42,000
8/4 Nos. 1 & 2	32,000
3/8 No. 1 Com.	14,800
1/2 No. 1 Com.	30,000
3/4 No. 1 Com.	9,200
4/4 No. 1 Com.	94,000
6/4 No. 1 Com.	73,500
8/4 No. 1 Com.	59,700
12/4 No. 1 Com.	3,000
4/4 No. 2 Com.	143,000
4/4 No. 3 Com.	122,000

### COTTONWOOD

4/4 x6 to 12" Nos. 1 & 2	288,000
4/4x13 to 17" Nos. 1 & 2	52,300
4/4x18 to 21" Nos. 1 & 2	95,000
4/4x22 & up Nos. 1 & 2	74,100
5/4x 6 to 12" Nos. 1 & 2	135,200
6/4x 6 & up Nos. 1 & 2	11,800
8/4x 6 & up Nos. 1 & 2	22,100
4/4x 4 & up No. 1 Com.	518,000
5/4x 4 & up No. 1 Com.	70,800
6/4x 4 & up No. 1 Com.	52,400
4/4x 3 & up No. 3 Com.	156,000

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3/8x 6 & up Nos. 1 & 2	20,000
1/2x 6 & up Nos. 1 & 2	35,700
5/8x 6 & up Nos. 1 & 2	72,500
5/8x15 & up Nos. 1 & 2	27,000
4/4x 6 & up Nos. 1 & 2	158,800
4/4x13 to 15" Nos. 1 & 2	102,100
4/4x18 to 16" Nos. 1 & 2	13,700
4/4x17 to 21" Nos. 1 & 2	49,000
4/4x22 & up Nos. 1 & 2	76,100
5/4x 6 & up Nos. 1 & 2	131,700
6/4x 6 & up Nos. 1 & 2	25,100
4/4x13 to 17" B-B Nos. 1 & 2	53,400

### TUPELO GUM

5/4 Nos. 1 & 2	9,700
<b>RED GUM</b>	
3/4x 6 & up Nos. 1 & 2	27,800
3/8x 6 & up Nos. 1 & 2	44,000
1/2x 6 & up Nos. 1 & 2	7,500
5/8x 6 & up Nos. 1 & 2	50,000
4/4x 6 & up Nos. 1 & 2	71,000
5/4x 6 & up Nos. 1 & 2	30,300
6/4x 6 & up Nos. 1 & 2	21,100
8/4x 6 & up Nos. 1 & 2	11,300
4/4 No. 1 Com.	98,000

### SOUND WORMY

4/4 97,000

### ASH

4/4 Nos. 1 & 2	22,000
5/4 Nos. 1 & 2	19,200
6/4 Nos. 1 & 2	43,000
8/4 Nos. 1 & 2	36,000
5/8 No. 1 Com.	30,000
4/4 No. 1 Com.	140,000
5/4 No. 1 Com.	11,200
6/4 No. 1 Com.	26,000
8/4 No. 1 Com.	13,400
12/4 No. 1 Com.	1,200
4/4 No. 2 Com.	48,900

### CYPRESS

4/4 Shop 74,000

### QUARTERED WHITE OAK

6/4 Nos. 1 & 2	18,000
5/4 No. 1 Com.	9,800
5/4 Nos. 1 & 2 Sycamore	17,000
5/4 L-R Maple	37,400

### PLAIN WHITE OAK

5/8 Nos. 1 & 2	26,000
4/4 Nos. 1 & 2	37,900
3/8 No. 1 Com.	40,300
3/4 No. 1 Com.	6,300
4/4 No. 1 Com.	76,000
6/4 No. 1 Com.	65,000
8/4 No. 1 Com.	4,800

### COTTONWOOD

4/4x 6 to 12" Nos. 1 & 2	247,000
4/4x13 & up Nos. 1 & 2	119,000
5/4 x6 to 12" Nos. 1 & 2	434,000
5/4x13 & up Nos. 1 & 2	121,000
6/4x 6 & up Nos. 1 & 2	93,000
4/4x 8 to 12" B-B Nos. 1 & 2	42,000
4/4x13 to 17" B-B Nos. 1 & 2	63,000
4/4 x4 & up No. 1 Com.	192,000
4/4x13 & up No. 1 Com.	98,000
4/4 No. 3 Com.	117,000

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4/4x 8 to 12"	71,000
4/4x13 to 17"	46,300

Let us quote you prices on anything you may want in the above list.

We'll make it worth your while.

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MANUFACTURERS OF NORTHERN AND SOUTHERN

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GENERAL OFFICES:

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RIGHT NOW  
We Want to  
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White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
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Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

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HAVE READY

5-8 in. No. 2 Common and Better Beech  
5-8 in. No. 3 Common Beech  
4-4, 5-4, 6-4, 8-4 in. Beech  
4-4 in. No. 2 Common and Better Birch  
4-4 in. No. 3 Common Birch

5-4 in. to 8-4 in. No. 1 Common and Better Maple  
4-4 in. and 8-4 in. No. 3 Common Maple  
4-4 in. Merchantable Hemlock  
8-4 in. Merchantable Hemlock  
8-4 in. No. 2 Hemlock

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## Quartered Oak Flooring

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Also Plain Oak, Maple and other Hardwood flooring. The name DWIGHT on flooring is a guarantee of its excellence.

DWIGHT SPECIAL pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

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### MAPLE AND OAK FLOORING

We are making a specialty of

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Plain White and Red, and Quartered White in 1½, 2, 2½ and 2¾ inch widths of face.

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50 M. ft. 1 x 10 inches—14 feet 1s and 2s Red Gum, No Sap.  
50 M. ft. 1 x 12 inches—14 feet 1s and 2s Red Gum, No Sap.  
Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.  
50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.  
50 M. ft. 1½ inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.  
1 carload 5-4 x 6 inches and wider, 14 feet, dry White Oak, 1s and 2s.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

#### WE WANT TO SELL

35 M. ft. 5-4 inches  
35 M. ft. 6-4 inches  
50 M. ft. 8 4 inches  
No. 1 Common and Better Hard Maple—will saw to order.  
50 M. ft. 4 4 inches No. 1 Common Poplar, dry.  
50 M. ft. 4-4 inches 1s and 2s Poplar, dry.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

### YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

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YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

### WHITE PINE

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Manufacturers

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Sap Gum  
Red Gum



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Ash, Cypress, Elm, Maple, Sycamore

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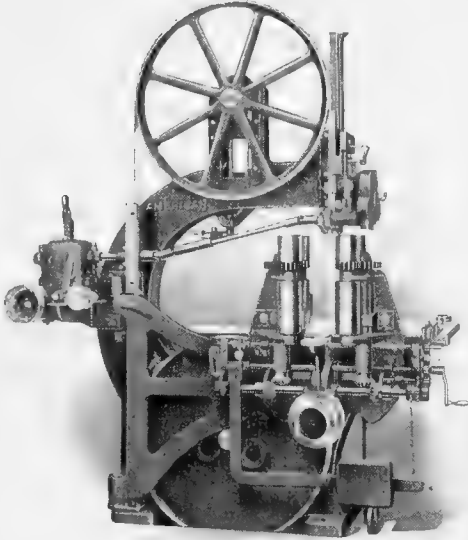
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### TWO MACHINES IN ONE

BOTH INSTANTLY READY FOR WORK

For the factory where there is not sufficient work  
to keep two machines busy

### SAVES TIME : SAVES LUMBER

Hence saves money. That makes the "mare" go,  
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**Plain Oak  
Quartered Oak  
Chestnut  
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**Walnut  
Hickory  
Poplar  
Mahogany**

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In Louisville  
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In Every Way  
**US** Today

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Mahogany in the United States right in Louisville.



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Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
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## HARDWOODS WHITE PINE, YELLOW PINE, SPRUCE AND HEMLOCK

Would appreciate offerings of well manufactured Hardwoods suitable for  
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NICE FLAKY STUFF

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OAK TIMBER AND PLANK  
25 to 35 feet long  
PLAIN AND QTD. OAK  
All Thicknesses

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Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

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POPLAR

MAPLE

ASH

WHITE OAK

CHESTNUT

BASSWOOD

BIRCH

MILLS AT GLENRAY, W. VA.

Capacity 60M Feet—10 Hours

## WRITE RIGHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum  
4-4 Com. and Better Red Gum

4-4 to 12-4 Log Run Maple  
5-4 Nos. 1 and 2 Com. Mountain Oak

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Sole Agents Seminole Brand Cypress Shingles

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Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

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Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

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### The Webster Lumber Co.

SWANTON, VT.

WANT TO SELL

**300,000 Feet 6-4 Red and Sap BIRCH**

ALL GRADES

BONE DRY STOCK

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
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**CHARLES HOLYOKE**

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**HARDWOODS**

### R.S.CORYELL LUMBER CO.

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

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BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of  
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TEAK

ENGLISH OAK

CIRCISSIAN WALNUT

**MAHOGANY**

**veneers**

EBONY

DOMESTIC

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103 Medford Street, Charlestown Dist.  
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### ROBERT W. HIGBIE COMPANY HARDWOODS—BIRCH, MAPLE, BEECH

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

### ELY BROTHERS, Inc.

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

Address, 210 Beacon St., Hartford, Conn.

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WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood

**H. D. WIGGIN** 89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

**WM. E. LITCHFIELD**

MASON BUILDING, BOSTON, MASS.

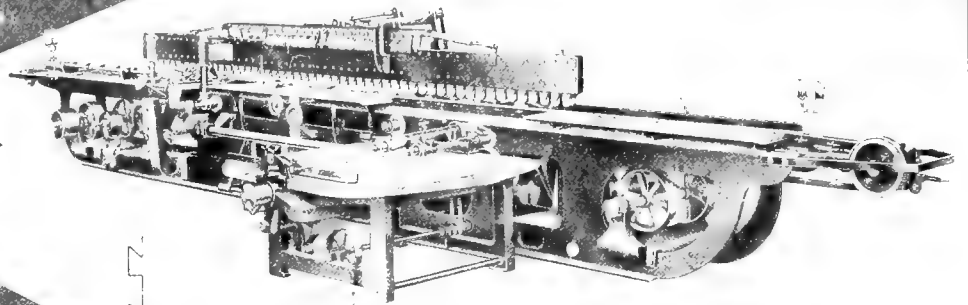
**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

# A WEDGE DOVETAIL

(PATENT APPLIED FOR)

OUR  
NEWEST  
FEATURE  
FORCES THE  
GLUE INTO  
THE PORES  
OF THE WOOD



## The LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER is a

JOINTER AND JOINER. IT PERFORMS  
IN ONE OPERATION and ONE HANDLING

all the operations necessary to complete a glue joint as jointing, glueing,  
clamping, unclamping and edging to width.

Eliminates the delay of getting jointed stock to the finishing or veneer  
room. Saves time, labor, lumber and glue, yet delivers the finished product  
with a reinforced WEDGE DOVETAIL which is a permanent clamp.

May we send you samples and information of this new important feature?

### LINDERMAN MACHINE CO.

MUSKEGON, MICHIGAN

THE NEW WEDGE



# CINCINNATI

## “Welcome to Our City”

- ★ ★ ★ Just come across the bridge, or any other way to get here.
- ★ ★ ★ All roads lead to this, the Great Lumber Market.
- ★ ★ ★ We will give you the “Glad Hand” and a “Square Deal.”
- ★ ★ ★ Call on us; write us; wire us; or telephone us.
- ★ ★ ★ Be friendly.
- ★ ★ ★ It's worth your while to get acquainted.
- ★ ★ ★ Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbermen on following pages; and let us do some business with you.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber   .   .   Ties, Staves and Box Shooks

OUR SPECIALTIES:

### POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO

SHIPPING OFFICES: Clay City, Kentucky   MILLS IN KENTUCKY: Jackson, Beattyville and Clay City, Kentucky

### GALLOWAY-PEASE COMPANY,

CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee   Poplar Bluff, Missouri

#### TENNESSEE MOUNTAIN OAK ST. FRANCIS BASIN RED OAK

We offer the following thoroughly dry stock ready for immediate shipment:

8000 feet 4-4 1s and 2s Mountain Oak	50000 feet 5-4 No. 1 Com. Mountain Oak
9000 feet 5-4 1s   2s   "   "	50000 feet 6-4   "   "   "
10000 feet 5-4 1s   2s   "   "	15000 feet 8-4   "   "   "
15000 feet 5-4 1s   2s   "   "	40000 feet 4-4   "   "   White Oak
55000 feet 4-4 No. 1 Com.   "   "	14000 feet 4-4 Log Run Cherry Choice stock.

At Poplar Bluff, Mo.

200,000 feet No. 1 Common St. Francis Basin Red Oak  
70,000 feet No. 2

At Johnson City,

A full stock of Sound Wormy Chestnut in 4-4, 5-4, 6-4 and 8-4.

### C. C. BOYD & CO.

Manufacturers of

### Hardwood Lumber and Veneers

MILLS: { North Bend, O.  
Lambert, Miss.

OFFICES:  
40 Glenn Building

CINCINNATI, OHIO

### RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

#### SOUTHERN LUMBER

PLAIN and QUARTERED OAK

YELLOW POPLAR

CHESTNUT   MAPLE

BASSWOOD

BAND SAWED, WIDE AND GOOD LENGTHS;  
OLD FASHIONED GRADES OUR SPECIALTY

### L. W. RADINA & CO.

DEALERS IN

### POPLAR AND HARDWOODS

CINCINNATI   :   :   OHIO

# BANNING

for dry stock  
for quality  
for low prices

Inquiries for HARDWOODS

ADDRESS

LELAND G. BANNING, 5th and Main Sts., Cincinnati, O.

### BENNETT & WITTE MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who inspect and measure their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Branch  
Memphis, Tenn.

Wire or Write to either

Main Office  
Cincinnati, Ohio  
222 W. 4th St.



# CINCINNATI

THE GATEWAY OF THE SOUTH

## WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Basswood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

**THE HARDWOOD LUMBER CO., CINCINNATI, OHIO**  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## The Asher Lumber Company

Manufacturers and Wholesalers

## HARDWOODS

POPLAR A SPECIALTY

Bank and McLean, CINCINNATI, O.

## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

## RIEMEIER LUMBER CO.

Plain and Quartered

## Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

EASTERN BRANCH:

Buffalo, N. Y.

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

## HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## DUHLMEIER BROS.

## SOUTHERN HARDWOODS

CINCINNATI, OHIO

"We make a specialty of 1-20, 1-12, 1-16, 1-8 and 3-16 Mahogany, Oak and Walnut, Thin Lumber and Veneers and carry everything in stock in Laguna Mahogany, Quartered Ohio White Oak and Walnut."

THE FREIBERG LUMBER COMPANY

Manufacturers  
POPLAR, FINDLAY, McLEAN AND DALTON STS.  
CINCINNATI, OHIO

# CINCINNATI

THE GATEWAY OF THE SOUTH

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN  
CINCINNATI

Annual Capacity, **100,000,000 Ft.**

## OHIO VENEER CO.

Manufacturers of  
**VENEERS** and thin lumber of  
every description

Importers of **MAHOGANY** and  
**FOREIGN WOODS**

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: **2624-34 Colerain Ave., Cincinnati, O.**

## MIDLAND LUMBER COMPANY

**HARDWOOD  
LUMBER**

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards	Cottonwood, 18 to 21 inches wide
5 " —4-4 1s and 2s	" 13 to 17 " "
3 " —5-4 1s and 2s	" 6 to 12 " "
5 " —4-4 No. 1 Common	" 13 inches and up "
1 car—4-4 Clear One Face	" 4 inches to 7 inches "

**COTTONWOOD AND RED GUM OUR SPECIALTY**

Write us for any items YOU NEED

WE HANDLE DRY

**HARDWOODS**

For

Domestic and Foreign Markets

Correspondence Solicited

**FERD BRENNER LUMBER COMPANY**

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## OAK-CYPRESS-GUM

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

## THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



**CINCINNATI**

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
PARQUETRY OAK—5-16

## The New River Lumber Co.

Producers of

**HARDWOOD LUMBER AND TIMBERS**

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

Norma, Tenn.

New River, Tenn.

GENERAL OFFICE:

1109 Union Trust Bldg.

CINCINNATI

## Both Ends and the Middle

HARDWOOD RECORD reaches most  
everybody who produces mar-  
kets and consumes Hardwoods.

**Nothing But Hardwoods**

# CINCINNATI

THE GATEWAY OF THE SOUTH

## John Dulweber & Co.

HARDWOOD LUMBER

Mills In Ohio, Kentucky, Missis- Office S. W. Cor. Findlay & McLean Sts. Distributing Yards  
sippi, Tennessee Cincinnati McLean Ave., from Findlay  
to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

2 cars 5-8 in., 1s and 2s Quartered White Oak  
2 cars 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.  
1 car 10-4 in., 1s and 2s Quartered White Oak  
1 car 12-4 in., 1s and 2s Quartered White Oak  
1 car 4-4 in., 1s and 2s Plain White Oak, 12 in. and up  
1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

## The M. B. Farrin Lumber Co.

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI

Saw Mills: VALLEY VIEW, KY.



J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

## THE GRAHAM LUMBER CO., LTD.

41 East Fourth Street

Manufacturers and Dealers in General Hardwood Lumber, especially Poplar, Basswood, Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

## THE MALEY, THOMPSON & MOFFETT CO.

**Veneers, Mahogany and  
Hardwood Lumber**

Largest Stocks

Best Selections

CINCINNATI, OHIO

We are Specialists in

# RED GUM

Plain and Quartered

## Bayou Land & Lumber Co.

Mitchell Building - CINCINNATI

## Ask For Our January Prices

100 M. ft.	4 = 4	1s and 2s	Red Gum
50 "	4 = 4	No. 1 Com.	" "
100 "	4 = 4x13=17	" Bd. Bds.	" "
300 "	4 = 4	1s and 2s	Sap. "
300 "	4 = 4	No. 1 Com.	" "
100 "	4 = 4	No. 2 Com.	" "
700 "	6 = 4	1s and 2s	" "
300 "	6 = 4	No. 1 Com.	" "
50 "	6 = 4	L. R. Elm,	" "
100 "	4 = 4	No. 1 Com.	Tupelo "
50 "	4 = 4	No. 2	" " "
100 "	4 = 4	1s and 2s	Pl. Red Oak
300 "	4 = 4	No. 1 Com.	" " "
50 "	4 = 4	No. 2	" " "
30 "	4 = 4	1s and 2s	" W. "
500 "	4 = 4	No. 1 Com.	" W. "
300 "	4 = 4	No. 1 Com.	Poplar
200 "	5 = 4x8=4	No. 1 Com.	" "
500 "	4 = 4	Cull	" "
500 "	5 = 4x8=4	Cull	" "

## Kentucky Lumber Co.

CINCINNATI, OHIO

## St. James Cedar Company

HARDWOOD DEPARTMENT

### Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

#### SPECIALS FOR SALE

4 cars 4-4 1 and 2 Poplar 7-17 inch.

2 cars 8-4 1 and 2 Poplar 18-23 inch.

2 cars 10-4 1 and 2 Poplar 18-23 inch.

3 cars 4-4 Clear Sap Poplar.

10 cars 4-4 No. 1 Common and Better Poplar.

5 cars 4-4 No. 2 Common Poplar.

10 cars 4-4 No. 3 Common Poplar.

10 cars 5-4 Plain Red Oak.

## 3 Cardinal Points



The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and Logs. Every thickness and grade.

## Lewis Thompson & Co., Inc.

Lumber Veneers Logs

OFFICE, Philadelphia, Pa.  
YARDS, Astoria, L. I.

## FRANCKE LUMBER COMPANY

WE SELL  
ASH

OAK

CHERRY

STATION P. CINCINNATI, OHIO

THIN WALNUT

and

QUARTERED OAK

a SPECIALTY

WE BUY

WALNUT

EXPORT

LOGS

BAND MILL AT ST. BERNARD, OHIO

## THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

Buy and Sells: Walnut, Oak, Poplar, Chestnut

## W. M. Ritter Lumber Company

COLUMBUS, OHIO

We manufacture all the lumber we ship, thus assuring uniformity in grade.

We can supply your needs, since we carry on sticks 50,000,000 feet of the following lumber:

OAK FLOORING

POPLAR BEVEL SIDING

YELLOW POPLAR, YELLOW CYPRESS,

WHITE PINE, WHITE OAK,

RED OAK, CHESTNUT,

BASSWOOD, OTHER LUMBER

PLANING MILLS

DRY KILNS

SEND US YOUR INQUIRIES

## R. E. Wood Lumber Company

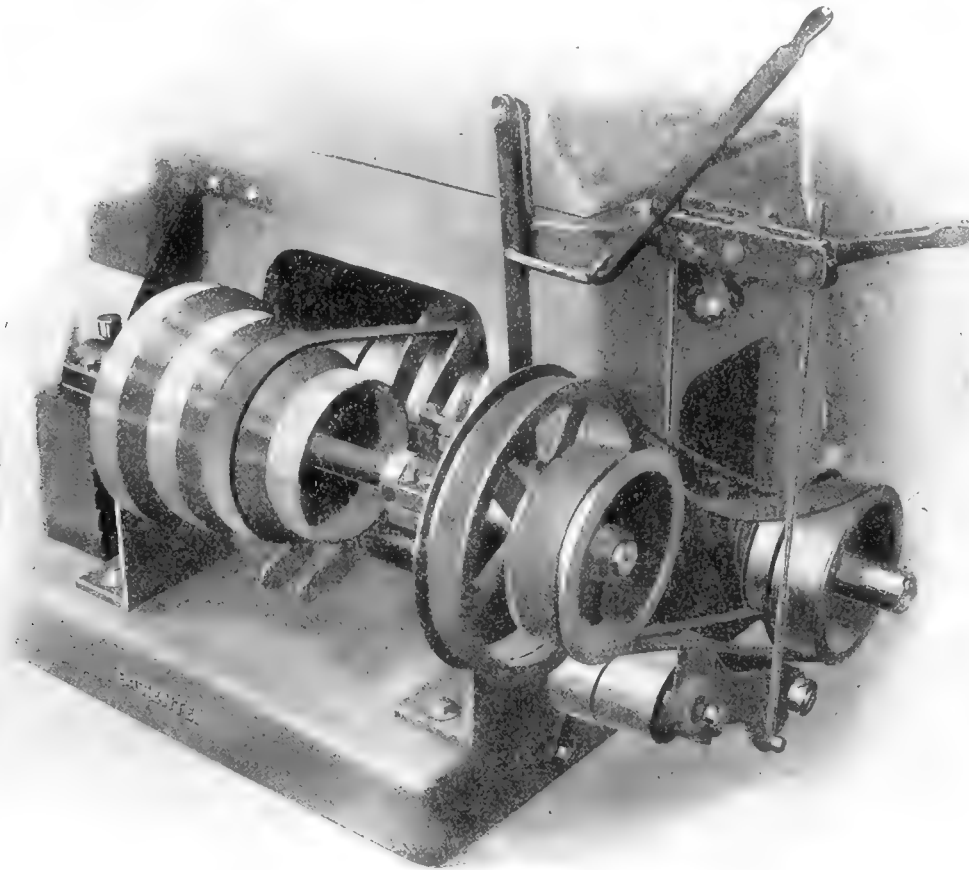
☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☞ We own our own stumpage and operate our own mills.

☞ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:  
CONTINENTAL BUILDING.

Baltimore, Maryland



## NO FRICTION TROUBLES ON "BERLIN" RESAWS

**A Belt-and-Pulley Device that Gives More than Twice the Power of a Friction**

### Three Horse-Power With a Friction

On resaws carrying a 6 inch blade or wider, a friction device does not give the required power. It has been proven that such a method will produce three horse-power—**but no more.** Think of trying to pull a heavy timber through a resaw with only three horse-power;

### Seven Horse-Power with "Berlin" Method

There is just one way of transmitting sufficient power—plain belts over ordinary pulleys. That way is "Berlin" way, and the above illustration shows it all very plainly. The belts shift instantly from one incline-step cone to another. This method on actual test produced over **seven horse-power.**

### A Few Details

Those flange pulleys with their belts and tighteners, furnish a very fast or very slow speed. This places a wide range of feed under instant control of the operator.

To illustrate, raising that horizontal lever at the extreme right, gives a very slow feed—throwing it down gives a fast feed. This provides eight speeds of feed—the highest 135 feet per minute greater than the lowest. All belts are provided with tighteners to take up the slack so that endless belts may be used. The shafts run in ordinary babbitted boxes which are easily renewed.

### Large Band Saw Book—Free

This is only one feature of Berlin Resaws. Our 64-page Band Saw Book tells all about them—tells **why** "Berlin Bands Are Better." This book will be placed in your hands, postpaid, if you'll just write for one. It's nicely printed, well-illustrated and contains complete descriptions of the entire line. You will be under no obligation whatever—put your letter in the next mail.

# The Berlin Machine Works

**BELOIT, WISCONSIN**

New York

Chicago

Boston

San Francisco

Columbia, S. C.

Spokane

Seattle

New Orleans



F. G. EBERHART, Pres.

Incorporated, 1902

Capital Stock, \$150,000

R. G. PAGE, Sec y &amp; Treas.

"FROM TREE TO CUSTOMER"



# LICKING RIVER LUMBER COMPANY.

MANUFACTURERS Ashland, W. Va.  
**COLONIAL BRAND OAK FLOORING**

HUNTINGTON, W. VA.

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

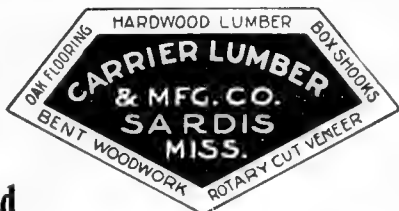
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**The I. Stephenson Company**  
 WELLS, MICHIGAN

*We Protect You*  
**Lumber Underwriters**  
 66 Broadway, New York  
**Fire Insurance**  
*Exclusively*  
**For Lumbermen By Lumbermen**

## OAK FLOORING

Kiln=  
 Dried  
 Bored  
 Polished



Hollow  
 Backed  
 and  
 Bundled

## Band Sawn and Equalized Quartered White Oak

3/4 inch.	75,000 feet	1sts and 2nds	15,000 feet	No. 1 Common
1/2 inch.	35,000 feet	" "	250,000 feet	" "
3/8 inch.	75,000 feet	" "	12,000 feet	" "
3/4 inch.	100,000 feet	" "	17,000 feet	" "
4-4 inch.	250,000 feet	" "	300,000 feet	" "

LET US QUOTE YOU

**RUSSE & BURGESS**

INCORPORATED

Memphis, Tennessee

**Wisconsin Land & Lumber Co.**  
 HERMANVILLE, MICH.

POLISHED



ROCK MAPLE

## FLOORING

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.

Write today for prices and booklet.

**CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.**

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

50,000 Feet	1 inch	No. 1 Com. Pl. Red Oak
40,000 Feet	1 1/4 inch	do
30,000 Feet	1 1/2 inch	do
25,000 Feet	2 inch	No. 1 Com. Pl. Red & White Oak
20,000 Feet	2 1/2 inch	do
25,000 Feet	3 inch	do
100,000 Feet	4 inch	do

Write Us for Prices on Anything in Hardwood Lumber  
 148 Carroll Street, ST. LOUIS, MO.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

CHICAGO, DECEMBER 25, 1909.

No. 5.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

LOUIS L. JACQUES, Secretary

6th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill.

Telephones Harrison 8086-8087-8088

### REPRESENTATIVES

Eastern Territory - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.  
Northern Territory - C. F. Dedekam, 355 Dearborn St., Chicago  
Southern Territory - E. W. Meeker, 355 Dearborn St., Chicago

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In all other countries in Universal Postal Union . . . 3.00

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Advertising copy must be received five days in advance of publication date. Advertising rates on application.

## Coming Association Meetings

### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The next annual meeting of this association will be held at Indianapolis, on Thursday, January, 13, 1910.

C. H. KRAMER, Secretary. JOHN M. PRITCHARD, President.

### HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The eighth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, February, 1, 2 and 3, 1910.

LEWIS DOSTER, Secretary. R. M. CARRIER, President.

### NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The next annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Wednesday and Thursday, March 2 and 3, 1910.

E. F. PERRY, Secretary. GEORGE F. CRAIG, President.

## General Market Conditions

In some of the chief commercial centers where the holiday spirit reigns supreme, there is a marked cessation of hardwood business, but in others, notably in the Middle West, there continues to be a large volume of business. Ordinarily at this time of year trade falls off to a minimum, but owing to the prospect of an impending car strike, the manifest shortage in many varieties of lumber, and

the feeling that prices are likely to be higher instead of lower, a good many orders have been placed during the last fortnight.

Collections as is usual at this time are remarkably slow. Money at banks is comparatively easy, and any business man of good commercial standing, can get all the bank accommodation he requires at moderate discount rates.

The particularly short item of stock is firsts and seconds plain white oak, with plain red a close second, as well as firsts and seconds and panel poplar. There is a markedly increased demand for No. 1 common and most all the standard grades of No. 2 common in oak are selling fairly well. In northern woods maple and birch in shipping condition are practically exhausted from first hands.

The hardwood flooring manufacturers are having a remarkably good trade when the season of the year is considered.

A notable feature of the present situation is the increased call for the good end and mill run gum among furniture makers. There is a greater development in the use of gum for furniture and interior trim than was ever before known.

Good cottonwood, especially in stock of widths, is sold very close up to the saw. The demand for the lower grades is daily improving.

There is an increased call for basswood and prices are showing better.

Mahogany and other foreign woods are in good supply and in fair request. High class mahogany logs are scarce, but neither log nor lumber prices show any advance.

The majority of veneer and panel factories are pretty well loaded up with business. Most of these orders were taken at very low prices, and there seems little hope of advancing values until present orders are cleaned up. It is undeniably true that veneers and panels are being marketed much below their intrinsic worth, and that with the continuation of good business prices on these commodities will get up somewhat in line with lumber values.

The entire hardwood situation looks good, with every prospect of a continuation of an excellent business for months to come, at constantly augmented values.

## An Impending Railroad Strike

The RECORD does not want to pose as a calamity howler, but there is still an undercurrent indicative of an impending strike among railroad operators. Railroad authorities are doing everything in their power to avert this calamity, but today it is apparently a question whether the demands of the allied engineers, trainmen and switchmen will be met by the railroads or be modified to an extent that will make mutual concessions and harmony possible.

There is not very much in the daily press referring to this subject, but at the same time the various railroad employees' organizations are shaping up their demands on the railroads for presentation and there is serious danger of a railroad tie-up. It is sincerely to be hoped that the good business in sight will not be interfered with or stopped by unwise action on the part of either railroad operators or railroad officials. However, there is manifest danger in the situation.

So much the wiser will be both sellers and buyers of lumber if they take prompt steps to avoid a shut down of both sawmills and remanufacturing institutions for want of shipping facilities, by doing business now while railroad facilities are in fairly good shape.

### Tertium Quid

Just at this time there has sprung into prominence in hardwood grade making problems "the third person"—the wholesale consumer. Two decades ago when hardwood manufacturing first assumed importance in lumber affairs of the country, the jobbing element practically assumed control of inspection matters and for nearly a decade thereafter dominated the classification of hardwood lumber into grades. About ten years ago hardwood manufacturers broke into the game and insisted that they have something to say about inspection. Since that time the various grading rules of hardwood lumber have been jointly handled by manufacturers and merchants in the trade.

Latterly, the remanufacturers of hardwood lumber, people making

furniture, wagons, automobile bodies, coffins and kindred lines consuming hardwood lumber, are insisting that the present and rather conflicting inspection rules of hardwood lumber made by both the leading and minor associations and exchanges do not provide for grades that best suit their requirements. Some of these remanufacturers, as represented by their associations, have formulated rules of their own which in many cases have been made without sufficient knowledge of the subject, but nearly all are asking that they shall have a hand in basic grade making. In parallel columns subjoined are three expressed opinions on the subject of the rights of the eventual buyers of lumber to have their say about inspection matters:



EARL PALMER, PADUCAH, KY.

The expressed opinion of Earl Palmer, who has been the dominant factor in National Hardwood Lumber Association affairs for the past six years:

Any attempt to draw the consumer into the grade-making business, where hardwood lumber is concerned, will only muss things up. In the consideration of this question it is well to revert to the primary purpose, or object, for classifying lumber into various grades. It is obvious that it is not in order that a certain grade may be used in the manufacture of furniture, another grade for house trim, or another grade for some other purpose, but log run lumber is classified into different grades in order to arrive at standards of value. This was necessary because of the existence of so great a difference between the values of different stocks of log run lumber. If lumber all cut out clear, there would have been but one grade. But owing to the fact that all lumber is not clear, and the further fact of the great diversity existing between the values of different log run stocks, it was absolutely necessary that standards be adopted for the classification of lumber into various grades, in order that the value of a given stock could be correctly approximated.

It is true that consumers have taken advantage of this method of classification by using the particular grade that they have believed to be best adapted for their use; and the standard grades of hardwood lumber as they exist today are of sufficient variety to enable the intelligent consumer to select just the quality of lumber that best suits his business. It is an error, however, to assume that grades were diversified in order to afford the consumer an opportunity to make these selections, and any scheme of grade-making based upon such an assumption will result in confusion worse confounded.

EARL PALMER.



R. H. VANSANT, ASHLAND, KY.

The opinion of R. H. Vansant, chairman of the Executive Grading Commission of the Hardwood Manufacturers' Association and a ruling spirit in unification of hardwood grades of that organization.

Dec. 14, 1909.

To Wholesale Consumers of Hardwoods:

I take the liberty of addressing you upon a matter that I regard as of paramount interest to all consumers of lumber as well as to the manufacturers. The Hardwood Manufacturers' Association of the United States invites you to attend its next annual meeting, which will be held at the Sinton hotel, Cincinnati, O., on February 1, 2 and 3.

It is the purpose of our association to frame hardwood inspection rules that will be just and fair both to the consumers of lumber and the manufacturers. To bring about this result we have asked the consumers of lumber to become members of our association, assuring them that they will have a fair representation on the Executive Grading Commission. We now take a step further and ask your organization to appoint a competent person to meet with the Executive Grading Commission a few days before our annual meeting and go over the rules we now have in force and suggest such changes, if any, as we may all think necessary to make the rules fair and just to the consumer and the manufacturer. I will call a meeting of the Executive Grading Commission at Cincinnati on Monday, January 31, to consider such changes as may be proposed. This will give us three days in which to consider the matter, and by dividing the work we will have ample time to accomplish our purpose. I hope you will accept this invitation.

We will be very glad to meet the consumers of lumber at our annual meeting, especially the authorized officers and committees that may be appointed by the different organizations.

Hoping to hear from you favorably in regard to this matter, and with highest respect, I am,

R. H. VANSANT



W. A. BENNETT, CINCINNATI, O.

The opinion of W. A. Bennett, a "middle of the road" hardwood association man who has achieved commercial success on the slogan of a "square deal to both seller and buyer."

In order to warrant the success of any organization for the making of lumber grades, the wants of the consumer must be taken into consideration, and his endorsement likewise. The association that looks to the future in this respect is up-to-date and will be the one that will bring around the goal we have all worked and looked for. The matter was proposed by me years ago at our meeting and was voted down. The opposition then and now comes from the class of trade that buys on one grade and endeavors to sell on another. The success of this class of dealers is of a character that the customer gets the worst of it, and they are not the best, because they must necessarily sell lower than those who make good and sell at higher prices. The consumer should be taken into lumber associations as an advisory member and not as a legislative one. There should be, however, a deference shown their wishes, and as there are enough of them to use all the log product, they should be well and honestly advised with. The National association was first in the field in this work and should have reaped its advantages, but it is too late now, as the Manufacturers' association, not only in this but in many other ways, has the advantage and confidence in the minds of the consumer and large manufacturers of lumber, and deservedly so, because its line of progression has been of a kind commending itself to men who use and consume the woods that are sold by all of us in the trade.

In the line of advancement I cannot help but admire them, and they must necessarily appeal to all fair-minded people. They are on the right road, and while we do not belong to their ranks, we may some day.

BENNETT & WITTE.

Per W. A. BENNETT.

The RECORD has contended for years that the details of specific rules covering the inspection and measurement of hardwood lumber are of minor importance, if these rules reasonably accommodate themselves to the present lumber output of hardwood logs and the grades reasonably fulfill the requirements for the eventual use to which hardwood lumber is placed.

It is further contended that lumber is made into a variety of grades not for the benefit of the manufacturer, but for the accommodation of users thereof; that every manufacturer would prefer to sell his lumber output mill run as a whole from the tail of his mill. Admitting that hardwood lumber is divided into grades to accommodate the uses to which the product is placed, why should not these grades be made to accommodate so far as possible the eventual use to which hardwoods are put, if the proposed grades will adapt themselves to the present lumber output? Why should not the man who uses the lumber have a voice in grade making? It must be recalled that values cannot be interjected into lumber through the grade medium, but that the price will follow the grade in every instance. It must be further remembered that the price at all times is in the hands of the owner of the lumber. Any good business man will sell anything he has to market if the buyer will permit him to make the price.

This proposed overhauling of lumber grades may prove somewhat revolutionary. It may upset the entire theory of lumber production and inspection. What if it does, if the result is for the better?

Say what you will of the present systems of hardwood inspection, they are crude, involved, out-of-date and illy adapted to present-day economical utilization.

Ninety-five per cent of hardwood lumber is cut up into various sizes. Outside of counter tops there is scarcely a piece of hardwood lumber used in its original full board form. It would seem logical that an entirely new system of hardwood grading might be evolved that would lend itself to modern economical utilization. It might be conceived that primarily a grade of two side firsts be produced; then a grade of one good face lumber; then a grade in certain

woods of sap lumber; next, one, two and possibly three grades of tipping lumber; next, three, four or a half dozen grades of cross-cutting stock, showing cuts of varying lengths. Lastly, a grade of mills available for box making and crating stock.

It is up to the manufacturers, jobbers and the wholesale consumers to agree on common-sense and justice in the matter of hardwood inspection, and the wise man in any of these divisions of the trade should "get busy" and have his say on the subject.

The time is right now!

## Annual of National Wholesalers

At a meeting of the Board of Trustees, held at the New York office of the National Wholesale Lumber Dealers' Association on December 10, it was unanimously voted to hold the next annual meeting of this association at the Sinton Hotel, Cincinnati, on Wednesday and Thursday, March 2 and 3.

This is the first meeting the association has held in the West for several years, and indications point to the convention being one of the largest in the history of the organization. A number of important matters will be presented for discussion and consideration, and the meeting promises to be one of great interest. Details as to

program, banquet, etc., have been left with the executive committee, George F. Craig, Philadelphia; R. W. Higbie, New York; F. R. Babcock of Pittsburg; F. E. Parker, Saginaw, Mich., and A. L. Stone of Cleveland.

The RECORD, in common with a large number of middle West lumbermen, is well pleased to know that this important and high-class organization will hold its annual meeting at Cincinnati. Heretofore the organization has been made up chiefly and the interests very largely have lain with the manufacturers and jobbers of Buffalo, Pittsburg and the region lying east thereof. Holding this meeting at Cincinnati should insure the organization a large number of new members from the middle West and the West, and make it national instead of largely local in its interests.

## Forthcoming Annual of Hardwood Manufacturers

Elaborate plans for the big annual meeting of the Hardwood Manufacturers' Association of the United States are well under way. This meeting, as has been previously announced, will be held in the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, February 1, 2 and 3. This gathering of the hardwood interests of the country will not be confined to manufacturers, but there is a promised attendance of those prominent in the hardwood jobbing and remanufacturing industry. Quite a number of furniture manufacturing and kin-

dred organizations will attend in a body. It is estimated that the attendance will number fully one thousand. Matters of more general moment to the hardwood industry as a whole will be presented at the meeting than ever before attempted at any affair of this sort.

The entertainment features are also elaborate. As before mentioned in these columns, the RECORD considers the meeting of such importance that it will publish during the three days' session a fifty-two page newspaper recounting the events of the meetings as they transpire. These papers will be mailed, under Cincinnati postoffice

## A MERRY CHRISTMAS

Don't draw a long face and say holidays are a nuisance. Just remember when you hung up your stocking beside the old fireplace and the happiness that the red-topped boots and sounding drum brought to you.

It is well, at least once a year, to get away from the business of life for a few hours, to enjoy the laughter of children, the handclasp of friends, and the love of relatives; to drop all the weariness and struggle, all the sordidness and annoyance, that comes day by day, and enter into the simple life of children; to look out upon the world through the rose-tinted glasses of youth; to smile over old memories with friends, and above all, to carry a little joy and happiness to others.

Don't be ashamed of the Christmas spirit, for the Christmas spirit is the sentiment which is the best part of you. It makes you believe in the honor and the rectitude of others, and it makes others understand that under your hard crust of business energy and discrimination there beats a heart full of tolerance and charity.

Throw off all thought of the sawmill, the lumber yard, the factory and the office for at least one day; tell your wife she was much prettier than any of her daughters at the same age, and see her color as girlishly as when you presented her with your first Christmas gift; listen to the words of wisdom, your son home from college imparts on the subject of football; kiss your young lady daughter under the mistletoe; enjoy all you can of simple home pleasures.

Make it indeed A MERRY CHRISTMAS!

permit, to the number of nine thousand copies, to hardwood manufacturers, jobbers and wholesale consumers of hardwoods.

More specific details of this meeting will be found in the news section of this issue of the RECORD.

## Eucalyptus

In HARDWOOD RECORD of December 10 was an article on the subject of eucalyptus. The exploitation of the growing of eucalyptus as a highly profitable commercial proposition on the part of various promotion companies dealing in California lands was the feature of the times that inspired this article. Incorporated in the story was a report on eucalyptus from Von Schrenk, Fulks & Kammerer, consulting timber engineers, of St. Louis.

The RECORD is in receipt of the following letter from this concern:

ST. LOUIS, Dec. 18.—Editor HARDWOOD RECORD: My attention has just been called to the article on eucalyptus in your number of December 10. While as a rule I do not like to discuss matters of this character, I feel that some of the statements made in that article might be misinterpreted and beg to submit the following:

The general impression which the reading of this article gives is that we are in some way or other connected with the Sacramento Valley Improvement Company in recommending the growing of eucalyptus for timber. I wish to make it very plain that we are in no way connected with this company and are in no way responsible for their operations. At their request we wrote for them a technical report on the qualities and character of eucalyptus wood, and in which report, you will note, we stuck strictly to the subject, and made no recommendation either for or against engaging in the planting of eucalyptus wood, or as to whether anyone would be liable to profit by same or not. It was the kind of report which we would have submitted to anyone who asked the question, What is eucalyptus? I wish to make this as clear as possible, fearing that some of your readers might assume that we were officially endorsing the purchase of lands for the growing of eucalyptus timber, which, as stated above, we have never done.

As far as the statements made by us as to the value, the qualities and uses of eucalyptus are concerned, with all respect to the editor of the HARDWOOD RECORD, we stand by these statements as representing the best information obtainable at the present time in regard to eucalyptus. A careful reading of our report will show that most of the data are taken from the best authorities we could find, among them the United States government timber tests and the reports of the forest officers of the state of California.

All I wish to emphasize is the fact that we are not in the business of exploiting eucalyptus, and no one who reads our report could for a moment accuse us of any such intent. My only object in addressing you is to correct the giving of what, I am sure, was an unintentional wrong impression. Yours very truly,

VON SCHRENK, FULKS & KAMMERER,  
Hermann von Schrenk.

The RECORD is very glad to note that Dr. Von Schrenk and his associates are in no wise connected with the promotion companies recommending the growing of eucalyptus as a logical commercial proposition, or an enterprise for the safe investment of savings.

The RECORD does not wish to say that the growing of eucalyptus is not a good commercial proposition, but it simply quoted the report of Von Schrenk, Fulks & Kammerer on the subject of the wood, and then recited the result of practical tests made under the auspices of the National Hickory Association and the opinions of well informed and practical users of hardwood.

From this article it can very readily be deduced that the editor of the RECORD had considerable misgivings about the high estimate placed on eucalyptus in the report referred to, and was equally skeptical on the commercial possibilities of growing this wood. The publication takes pleasure in printing the letter of Von Schrenk, Fulks & Kammerer, especially their disclaiming any interest in the eucalyptus proposition, save in supplying the report, which they state was based on data taken from the best authorities they could find, including the United States government timber tests and the reports of forest officers of the state of California.

## The Ballinger-Pinchot Controversy

Present prospects are that the controversy between Richard A. Ballinger, Secretary of the Interior, on the one hand, and Gifford Pinchot, chief of the Division of Forestry, on the other, will be a subject of investigation.

Collier's does not hesitate to make the claim that Mr. Ballinger, has deliberately assisted land grabbers in various nefarious enterprises that tend to the absorption of valuable public domains to the use of individual corporations without just recompense to the government.

It is pretty well established in the public mind that no matter what errors Gifford Pinchot has made in his life work at the head of the Forest Service in this country, he has been impeccably honest in everything he has ever done. He has stood up for the rights of the people against the entire mass of corrupt politicians and their henchmen who have attempted to defraud the government of public domains. Mr. Pinchot is on the level always, and there is a distinct suspicion in the public mind that the same is not true of the Secretary of the Interior. There must needs be some flame where there is as much smoke as has been wafted about the peculiar transactions in which Mr. Ballinger has been at least indirectly interested.

The President cannot afford to lose Gifford Pinchot; he cannot afford to retain Richard A. Ballinger.

## The American Exhibition in Berlin

Manufacturers and business men throughout the country are taking an active interest in the American Exposition to be held in the city of Berlin during the months of June, July and August, 1910. Already applications for space have been received by the American committee from many different states, and it is probable that every branch of American progress will be shown at the exposition.

The holding of an all-American exposition in Europe will be of great value in increasing our export trade with European countries, already of enormous proportions and constantly increasing. The selection of Berlin as the location for the fair is also wise, as it is the leading city of Germany, which country takes one-fourth of our European exports, and, further, it can be truthfully said that it is the commercial center of all Europe.

One of the most important and most extensive exhibits will be the display of our timber resources, which is as it should be, as the timber industry of the United States is one of the greatest industries, not alone of this country, but of the entire world. An exhibit showing our vast interests in this direction will, of course, have to be divided into several sections to portray our diversified line of forest products.

The exposition is in very competent hands, both the German and American committees being made up of men who will lend prestige to the undertaking in the eyes of the business world. The American committees, which have headquarters at 50 Church street, New York City, are headed by J. Pierpont Morgan as president. Prince Henry of Prussia, brother of the emperor, is president of the German Reception Committee.

## National Box Manufacturers' Annual

The attention of the hardwood trade, especially those who are interested in the sale of lumber suitable for box manufacture, is called to the annual meeting of the National Association of Box Manufacturers, which will be held at French Lick Springs Hotel, French Lick, Ind., on February 23, 24 and 25. It is the desire of the principals of this association that every hardwood manufacturer interested in supplying box material shall be present at this convention and participate in its deliberations.

The French Lick Springs Hotel, at which the meeting is to be held, is beautifully located in the wooded hills of Indiana. The building is modern in every particular and affords accommodations for something like seven hundred guests. The sleeping apartments are all outside rooms. The hotel grounds comprise over six hundred acres of natural park.



## Pert, Pertinent and Impertinent

### A Christmas Vampire

A fool there was, and he made a gift,  
(Even as you or I).  
He bought it with taste and care and thrift  
(For a lady his friends thought rather swift),  
And when he gave it, the lady sniffed,  
(Even as you or I).

A fool there was, and he gave his cheque  
(Even as you or I).  
For a necklace of pearls without a fleck,  
(And it didn't at least suit the lady's neck),  
And she never thanked him a single speck!  
(Even as you or I).

Oh, the judgment and taste and time we waste  
On the gifts at Christmastide,  
Which we give to the lady who isn't pleased  
(And now we know she could never be pleased  
And never be satisfied).

Oh, the chink we lose and the think we lose  
On the things we buy with pride  
To give to the lady who never is pleased,  
(And now we know she can never be pleased  
And never be satisfied).

The fool was fleeced to his last red cent,  
(Even as you or I).  
She threw him aside, when his gold was spent,  
(And nobody cared where the lady went),  
And the fool gave way to loud lament,  
(Even as you or I).

And it wasn't the loss, and it wasn't the dross,  
The reason that same fool cried:  
It was coming to know that she never was  
pleased,  
Seeing at last she could never be pleased  
And never be satisfied).

—Carolyn Wells, in *The Smart Set*.

### Christmas Toast

O here's a hail and  
here's a health,  
May nothing but luck  
pursue you;  
The merriest of Christ-  
mas, and  
Happiest of New Year  
to you.

The surgeon is ready  
to cut any old thing  
except his bill.

Religion would be of  
little use if people  
would measure their  
actions by the golden  
rule.

Patience in little  
things and the ability  
to handle great things  
seldom go hand in hand.

Even the promoter  
isn't always faithful to  
his trust.

**A Christmas Wish**  
May the message of  
Christmas,  
Good will and good  
cheer,  
Like the green of the  
holly,  
Keep green all the  
year.

You may have ob-  
served that satisfied  
people, as a rule, keep  
quiet about it.

The world is made up  
largely of also rans.

You can always tell  
a hard drinker by his  
mug.

If hearts are trumps  
it's up to the wise  
young man to play a  
diamond.

Common sense is the  
foundation of all true  
reforms.

### Merry Christmas

May you  
have a  
hundred years  
of Christmases  
and all of  
them happy  
New Years.

### At Christmas Time

Then e'en the elevator boy  
Displays an air polite,  
And greets you with a nod of joy,  
And stops the car just right.

### The Christmas Shopper

There once was a fair Christmas shopper  
Who spent all she had but a copper;  
Then her stern husband spoke,  
"I am glad she is broke,  
For only bankruptcy could stop her."

### Courage

Wipe away your tears, little girl;  
I pray you, do not cry;  
For Santa Claus is coming  
In the sweet buy and buy. —Life.

## Getting Very Popular



**The Lumberman:** You are getting to be a regular gum chewer.  
Try some more---It's good.

### Some Christmas Thoughts

A fat Christmas means  
a lean New Year.

Better a candied ap-  
ple on a stick than a  
jeweler's bill on the  
way.

Be tactful in filling  
another's stocking, lest  
you put your foot in it.

Forgive your enemy  
today, even if you have  
to start a new quarrel  
tomorrow.

Let your gifts go into  
the hands of a receiver,  
but don't get into his  
clutches yourself.

A ton of coal in the  
cellar is worth two  
baby grand pianos in  
the creditors' schedule.

Let the baby beat the  
drum and Willie toot  
the horn. That is their  
idea of peace on earth.

Success.

A no-account husband  
has developed many a  
feminine financier.

People who set a  
good example never  
know what it will  
hatch out.

It's easier for most  
girls to return a man's  
love than his presents.

Everything comes to  
those who wait—except  
the things that others  
consider worth going  
after.

Wisdom is knowing  
what not to do and not  
doing it.

After putting his best  
foot forward many a  
man has had his leg  
pulled.

Love may be blind,  
but the blindness can  
be cured by a breach-  
of-promise suit.

People who feel sure  
of their ability usually  
make the least display  
of it.

# Builders of Lumber History

NUMBER LXXXVII

CAMERON L. WILLEY

(See Portrait Supplement.)

The foremost producer of mahogany and other foreign woods and of oak, walnut, ash, bird's-eye maple, curly birch and poplar veneers, as well as one of the largest hardwood manufacturers in the United States, is C. L. Willey of Chicago.

Mr. Willey in years has just passed the meridian of life, but not the meridian of energy, industry and forcefulness. His picture, in supplement form, accompanies this issue of the RECORD and is a striking likeness of the alert, clear-eyed, astute business man that guides the destinies of the big Chicago and Memphis institutions bearing his name.

Mr. Willey was born at Danville, N. Y., in 1856. He is a lumberman by inheritance, training and acquisition. His grandfather, Paul Willey, as well as his father, Charles B. Willey, were not only sawmill men but sawmill builders and were associated together in the construction of a sawmill in the state of New York as far back as 1839. From this start Charles B. Willey, the father, went on and built thirty-one other mills during his life-time. Mr. Willey's father died about three years ago at the ripe age of eighty-three, a successful business man of the old school.

The Willey family is of English and Scotch descent, but has resided in America since long before the Revolution. C. L. Willey supplemented a common school education with a graduating course at the Russel Institute at Le Roy, N. Y., and beginning with 1871 he worked in and about his father's sawmill at Warren, Pa., getting a practical experience in lumber operations. In 1887 he entered the lumber business in Allegheny, Pa., handling pine and hardwoods and continued there until 1890. His specialties at that time were walnut and cherry, but later he handled a general line. During 1882 he filled a single order for eight million feet of cherry, for which the source of supply was Pennsylvania. This lumber was sold quite largely to the furniture trade, and in his association with this line his attention was called to the veneer business and its future possibilities.

After a careful geographical and commercial analysis, in 1890 Mr. Willey came to Chicago and started in the veneer business. He found that there were but two or three experts in the United States that knew how to properly fitch mahogany and other fancy logs for veneer purposes, and he decided that there was room for at least one more in that line. Such an expert he has surely come to be, for today C. L. Willey is recognized as the leading expert in judging the quality of fancy mahogany logs, as well as in knowledge of how best to open up these logs to secure the finest figure and a maximum quan-

tity of high-class veneer product.

Mr. Willey's present immense veneer and lumber plant is located on Robey street near Blue Island Avenue, in this city. This institution backs up to a dock front on the south branch of the Chicago River, and in the plant is located a sawmill, seven veneer saws, two of the largest and most modern types of rotary cutters, an immense slicer and the various other machines and appliances that go to make up the largest veneer plant in the world. Here in his big log yard he carries stocks of the finest mahogany, specializing in Cuban and African woods, padouk, walnut, bird's-eye maple, oak, curly birch, ash and various other varieties of fancy foreign and domestic logs.

Three years ago Mr. Willey purchased twenty-three acres of land within the city limits of Memphis and built there a modern double-band and resaw mill, and another big veneer factory. This plant produces largely oak and gum lumber, oak fitches and rotary cut gum veneers. Mr. Willey employs a resident buyer of fancy logs at Liverpool, and numerous log buyers at points in the United States, where the highest type of the particular timber in which he is interested grows. He also has a large corps of lumber salesmen under the general direction of his chief assistant, Clarence E. Ingalls. His son, C. B. Willey, a chip of the old block, is in general charge of

the large and varied Memphis operation.

In the furtherance of his business, Mr. Willey makes two annual trips to England, seeking sources of fancy log supplies for his Chicago plant. From time to time he has purchased from sundry gentlemen's estates in Great Britain, all the English oak trees that they would sell, and repeatedly he has pitted his judgment against other buyers in the purchase of remarkably fine specimens of mahogany, Circassian walnut and padouk. His ability to see inside the bark of a log and know its value is regarded as phenomenal by his contemporaries in the trade.

Mr. Willey is an extremely conservative man in his business affairs. He analyzes the commercial situation and everything pertaining to his affairs carefully, but once his mind is made up he can be counted on to make commercial ventures that are astounding to ordinary foreign woods and veneer producers.

It goes without saying that Mr. Willey is an eminently successful business man, and his judgment and council are sought by many men not only interested in his particular line of endeavor, but in other affairs of commercial importance.

Mr. Willey resides in a mansion on Grand Boulevard in this city, and notwithstanding his strenuous business life, finds time to enjoy the many comforts of his artistic and beautifully appointed home.

## Hardwood Record Mail Bag

[In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.]

### Congratulates the Record

BAY CITY, MICH., Dec. 20. Editor HARDWOOD RECORD: Pleased indeed to note the growth of your paper, and hope it will continue. Your understanding concerning carrying our advertisement in special issue of HARDWOOD RECORD at Cincinnati is correct. Wishing you the compliments of the season.

KNEELAND-BIGELOW COMPANY.

CHAS. A. BIGELOW, General Manager.

### Inquiry About the Sugar Tree

PADUCAH, KY., Dec. 10. Editor HARDWOOD RECORD: Would sugar tree be considered maple? An early reply will be greatly appreciated. — J. T. MORGAN LUMBER COMPANY.

The variety of maple sometimes called sugar tree is the hard or rock maple (*Acer saccharum*).—EDITOR.

### Ready for Work in the German Forests

The RECORD is in receipt of the following interesting note from Dr. C. A. Schenck, director of the Biltmore Forest School. The

Doctor, accompanied by forty of his students, is carrying on his forest work in Germany during the winter months.—EDITOR.

DARMSTADT, GERMANY, Dec. 4.—Editor HARDWOOD RECORD: We reached Darmstadt on November 24 and are beginning to have the time of our lives.

Darmstadt is situated between the Rhine valley and the mountains framing the Rhine, and is connected with the woods by street cars, and forms an admirable center for the students of forestry. How I wish that you were along with us!

Your suggestion to level the roads for us before we get back to the United States toward a visit with the students to one of the prominent Michigan manufacturing sections, is excellent. Immediately upon my return to the States, in April, hope we can arrange for a meeting, so as to make things definite. A very merry Christmas — C. A. SCHENCK.

Because of its great toughness, applewood is considered one of the most valuable woods for making handles. The wood is very scarce and the price is high, the average being about \$50 per thousand board measure to the owners of the trees. The wood is most abundant in Indiana, Ohio, Illinois and other middle states, and farmers in these localities dispose of their wornout apple trees to handle makers. Usually a portable sawmill is moved on to the property to cut trees. E. C. Atkins & Co., the large saw manufacturers of Indianapolis, Ind., purchase a good deal of the applewood in these sections.



CAMERON L. WILLEY

CHICAGO, ILL.



## Wonderful Yellow Poplar Proposition

One of the most interesting developments in current lumber history is the present season's operations of the Yellow Poplar Lumber Company of Coal Grove, Ohio, in yellow poplar timber. These operations are especially interesting from the fact that yellow poplar lumber in all the better grades is at present in heavy demand with a scarcity of stock.

The timber holdings of the Yellow Poplar Lumber Company are largely located in Dickson county, Va., a county without a railroad and with no transportation by water save through the break of the Cumberland Mountains known as the breaks of the Big Sandy. This gorge of the river is embanked by cliffs rising to an altitude in places of 1,500 feet. The rough mountain torrent through the gorge is strewn with stupendous masses of rock, often fifty feet in height. Only in exceptional seasons of heavy rain was it possible to run this portion of the river with logs, and then only with great danger of loss through fire, sap rot and delay. Above this gorge the Yellow Poplar Lumber Company owns a timber area carrying about 150,000,000 feet of the type of poplar that has made the Big Sandy river famous during all lumber history. To get this timber out and to the company's mills at Coal Grove has been the engineering problem which has confronted this corporation.

The Yellow Poplar Lumber Company has compassed this difficult feat of woods engineering. It has been accomplished by building an immense splash dam in the main Russell Fork of the Big Sandy just above the five mile breaks of the river. This is the largest splash dam that has ever been erected. The extreme length is 360 feet and it contains five "flues" or flumes each 40 feet wide, which are temporarily filled with an ingenious arrangement of timbers, spars and planking,

held in place by wooden triggers. These triggers consist of pieces of timber 10 inches in diameter and 6 feet long that are fitted between 18-inch steel girders projecting from the concrete piers above the top of the abutments and 36-inch timbers that extend from pier to pier, and which support the ends of the spars carrying the splash board planking. The dam is anchored in solid rock at both ends and at the base. Holes are bored in these triggers, and sticks of dynamite placed therein, which are exploded simultaneously when a full head of water is secured, thus releasing the false work, turning loose the vast body of water and splashing out the logs above the dam and driving them through the brakes of the lower river. This dam backs water up to a depth of twenty-five feet over a large area and affords ten to sixteen feet of water through the five miles of the breaks of the Big Sandy. It carries the logs down to the lower reaches of the river which are free from rocks and other obstructions, at which point they are put into rafts for floating down the Big Sandy to Catlettsburg; thence they are transferred across the Ohio river to the company's mills at Coal Grove.

An accompanying picture, made by the editor of *HARDWOOD RECORD* on November 17 last, shows the concrete splash dam nearly complete. The piers of this dam are 32 feet long at the base, sloping to the top, and are 10x20 feet in size. The end piers are nearly 100 feet long. The upper ends of the piers have a five-foot V-shaped nose of extension to ward off the logs and lessen the impact of the water. The dam is mounted on a sub-dam five feet above the river bottom, and there is let into the solid rock foundation of the river bed. After the excavation was blasted the entire surface under the piers was drilled and sections of 60-pound steel rail set on end to

form anchors for the piers. It has taken forty carloads of cement to build the structure. The cement was shipped by rail to Elkhorn City, Ky., and then transferred by wagon over two mountain ridges. It has required seven months to transfer this cement, and forty mules have been constantly employed in the work. The cost of this dam is said to have been about \$40,000. Its dimensions are 25 feet high above the sub-dam, 360 feet across the top, and about 340 feet at the base.

On November 17, at the time the picture was taken, there was dumped in the gorge above the dam nearly 30,000,000 feet of poplar logs, averaging 750 feet apiece. This dump is more than two-thirds of a mile in length, and the logs, by aid of a Lidgerwood hoisting engine and trolley line, were carefully packed crosswise the stream as closely as matches in a box. The dump contains 36,000 large virgin forest yellow poplar sticks of timber, ranging in length from 12 to 38 feet, with an average of 750 feet to the piece, amounting to 81,000 logs of sawmill length.

This is the largest assemblage of poplar logs ever made at one point in lumber history, and is a part of the 40,000,000 feet which constitutes the log crop of the Yellow Poplar Lumber Company for 1910 manufacture.

On December 4 the dam was turned loose with a splash on which 6,000 logs were put through. At this time the dam did not have a full head of water, only about 21 feet. The first splash was successful in every respect. The second splash of the dam, with a comparatively light head of water, was made on December 13, when a second batch of 6,000 logs was put through. A considerable quantity of them got through the breaks successfully and passed Elkhorn City, Ky., where they are being rafted.



YELLOW POPLAR LUMBER COMPANY'S BIG CONCRETE SPLASH DAM, UNDER CONSTRUCTION, RUSSELL FORK, BIG SANDY RIVER, ABOVE BREAKS.



It will be recalled that there as yet has been no heavy fall of rain this season in the upper Big Sandy region, and the splashes are made with the water from springs and seepage from the mountain sides. With a reasonable flow of water doubtless a splash can be made every twenty-four hours, which will insure the entire 40,000,000-foot poplar log crop of the company being splashed into water where it can be floated to the company's mills.

The second picture shown in this article is a view of a small part of the cross section of the river in which this vast mass of poplar logs has been packed for splashing out. This dump is located in a gorge of Russell Fork, and the logs are piled forty feet deep, and extend two-thirds of a mile up and down the river above the dam. The Yellow Poplar Lumber Company is certainly to be congratulated on following the courage of its convictions in making this large investment for the purpose of getting out its timber. This body of timber has been passed over ever since poplar manufacture began as being absolutely an impracticable logging proposition. It remains for the Yellow Poplar Lumber Company to place on the market this season nearly one third of the yellow poplar timber that exists on the upper main stem of the Big Sandy river.

#### Preparations for the H. M. A. Annual

The headquarters of the Hardwood Manufacturers' Association of the United States at present is about the busiest spot on earth. With an augmented force in the offices of Secretary Lewis Doster, his executive clerk, N. L. Heaton, is rushed getting out circular matter in regard to the annual convention to be held in the Sinton Hotel, Cincinnati, February 1, 2 and 3. When it is considered that the plan of the convention embraces the sending out of invitations to ten thousand consumers of hardwoods, it will be readily apparent that a giant task has been undertaken. It is the intention of the principals in the association to make this the greatest convention in lumber history.

Outside the regular discussions of the convention there will be a moving picture show demonstrating forest operations from the felling of the tree to its manufacture into finished lumber. The opening of the big splash dam of the Yellow Poplar Lumber Company on the Big Sandy river, when over ten thousand logs were moved, will also be shown. There will also be interesting stereopticon views of forest and mill operations and lectures by forest experts.

A novel enterprise will be the publication of a daily paper by *Hardwood Record*, giving full information of all the proceedings up to the minute of going to press. These will be distributed to all attending the convention, and, besides, many copies will be mailed, which will carry the news of the convention to thousands of lumbermen in various parts of the country who are unable to attend.

Secretary Doster is now making an extended trip through the South.

The association is sending out a circular to the consuming manufacturers of hardwood lumber, extending to them an invitation to attend the forthcoming annual meeting. The letter is signed by R. H. Vansant, chairman of the Executive Grading Commission, and in it he states that there will be a meeting of this commission a few days before the annual, to meet delegates from organizations of consumers, when the rules now in force will be gone over and suggestions of such changes as may be considered necessary to make the rules just to both the consumer and the manufacturer will be received. On Monday, January 31, will be held a meeting of the Executive Grading Commission to consider the changes that have been proposed. It is said that the plan has met with favorable consideration in a number of cases, and a large attendance of consumers is anticipated.

#### Important Milwaukee Lumber Change

G. M. Maxson, until recently secretary of the Cooper & Maxson Lumber Company, the well-known wholesale hardwood house of Milwaukee, has retired from that concern, and organized the Maxson Lumber Company with headquarters at Milwaukee, Wis. The company has a capital stock of \$50,000 and is located at 221 Grand avenue. Mr. Maxson is the head of the new concern, and while it will handle a full line of lumber, it will make hardwoods a specialty. Incorporation papers will soon be completed and the company fully launched.

The Cooper & Maxson Lumber Company under the direction of W. E. Cooper, president and treasurer, will continue in the general wholesale lumber trade as in the past.



SECTION OF DUMP CONTAINING 36,000 LARGE VIRGIN FOREST YELLOW POPLAR STICKS RANGING IN LENGTH FROM 12 TO 38 FEET, SCALING 27,000,000 FEET OF AN AVERAGE DIAMETER OF 25 INCHES, CLOSELY PILED IN GORGE OF RUSSELL FORK, BIG SANDY RIVER; PROPERTY OF YELLOW POPLAR LUMBER COMPANY, COAL GROVE, OHIO.

# A Forestry Student's Letters to His Father

The following are extracts from the personal letters of one of the forty boys of the Biltmore Forest School who accompanied Dr. Schenck to Darmstadt, Germany, last month, where they will pursue their studies during the winter. In the spring the boys will return to America and will take up their work on the property of the Little River Lumber Company at Townsend, Tenn. During the summer they will be located at the operations of the C. A. Goodyear Lumber Company at Tomah, Wis., and later they will spend a month at one of the chief lumber manufacturing points in Michigan.

These letters are breezy and boyish, and every lumberman who is the father of a boy will enjoy them. More of these letters will appear in the RECORD from time to time.

## Diary Aboard Ship

Tuesday, Nov. 9.

We sailed at 9 o'clock. I waved goodbye to Father until we were out of sight, then went below and wrote letters to be mailed off Sandy Hook at 11 o'clock.

An amusing thing happened when Hutchinson, commonly called the "wood Pussy" among the foresters, got left and came steaming up alongside the Potsdam aboard a tug, which he hailed from the dock. It cost him \$15 for getting left. Were outside by 12 o'clock and at 2 o'clock out of sight of land. Weather fair and I have not felt seasick as yet. At 4 o'clock the band played for an hour. After supper we sat around and sang songs and told stories with Doc Schenck.

Wednesday, Nov. 10.

Arose at 9 o'clock; had hot salt bath, followed by a cold shower; breakfast at 9:30. Weather fine and although the boat pitched considerably I have not been sick. The ocean is never smooth, they tell me, and this is the way the boat always rocks.

Meals aboard are fine. For dinner I ate more than I have ever eaten before, I believe. This afternoon, I slept outside in my steamer chair until the band began to play. Watched the prettiest sunset I have ever seen.

The wind is coming up tonight and they say it will be rough tomorrow. Went to bed at 10:30 after playing bridge for two hours.

Thursday, Nov. 11.

Arose at 9 o'clock; had my bath. The boat pitched considerably, but I did not feel it. Had breakfast at 9:30 and at 10 Doc started lectures on Sylviculture. Later I slept until dinner at 2 o'clock, in my steamer chair. I am outdoors most of the time. This salt air sure is great, and how one does sleep! The wind blew like the deuce this afternoon, coming from the East; later it changed to the North, and tonight the boat rolled so Harold beat it to his bunk right after supper.

Friday, Nov. 12.

I awoke at seven in the morning at an awful sound. The boat seemed to be turning over on its side and my suit case came sailing down from the bunk above and scattered its contents all over the floor. Jones rang the bell for the Dutch steward, who tends our room. He is the Dutchest Dutchman I ever saw. Cannot speak a word of English and we talk to him in sign language. He began to pick up my things when I winked to Jonesie and we both started to make a noise

like we were vomiting on him. You should have seen him beat it out of there. Yesterday he told me that he makes \$8.00 per month plus his living. I finally managed to get out of my bunk, but, Lord, how that boat did roll! It seemed every time we rocked that something was pulling the bottom out of my stomach. I managed to dress and get into the closet, when in came some puking Dutchman, who shot his bunch from the door to all three closets and all over the floor. That got me going and I beat it up on deck, to see huge mountains of water rolling toward me, so that I concluded to go below again and managed to drop in my bunk just in time to save myself from losing my lunch.

I stayed there until four o'clock in the afternoon, then I managed to get up on deck again, where I stayed until supper, which I ate in my bed. I cannot go near the dining-room in rough weather. It rocks too much and the smell's enough to make you sick, alone. I went to bed at eight o'clock, after carefully perusing the "Wireless News." They print a paper aboard each day with the important news of the day as well as stock market reports.

Saturday, Nov. 13.

This morning I arose and felt much better. The wind has shifted to the east again, and the boat pitches but does not rock any more. I feel quite like myself today and I do not believe I will get sick again. Had a good breakfast and then went above, where I slept until noon. Doc has cut out lectures during this rough weather. I think he is getting sick himself. Several of the fellows have been awfully sick. Little "Tommy" Thomas has thrown up twenty-four times since we have been out and has not left his bunk once. The new fellows are a good crowd and I am sure that I'll like them. The trip is getting tiresome already, and especially so in this rough weather, when second cabin is rather disagreeable, as you cannot walk. If one could exercise it would be better, but here we are so low down that you cannot walk the deck because of the waves breaking over them. Above, in first cabin, they walk all the time, but here all you can do is to go way up on the little poop deck and lie down in your steamer chair.

I spent the afternoon in the smoking-room telling stories. The boat is rocking fearfully, but I do not notice it and feel as if I am all over my sickness.

At 5 o'clock this afternoon, all of the fellows who are interested in Michigan, got together and I led them in a locomotive as we figured that the two teams were just starting to play then. We are out of connection with American shores by wireless, but the operator says he can now get Ireland O. K. and he hopes to get reports of the game for us tonight. I had quite a talk with him yesterday. It is awfully interesting to hear him tell of his work. He says that when things get tiresome for him he cracks jokes over his instrument with the operators on other ships on the ocean or with the shore; says they even have a laugh signal which they give at the end of a joke, and he then showed me by pulling down a lever and laughing at the man 400 miles back at Cape Sable. They hear the wireless through a telephone receiver which they have at their ear at all times. Before them they keep a chart which gives the courses via wireless which our boat passes each day or it tells at a glance to what boats we can telegraph as well as what stations. I cannot write this very plain, as the boat rocks too much. I'll close now until tomorrow.

The gang are all sitting around here in the smoking room telling stories and the boat is raising h !!

Sunday, Nov. 14.

This is the roughest day we have had so far, but I do not feel the least bit sick. The wind comes directly from the east, so the boat pitches instead of rolling.

I awoke at 9:30; had a bath and then went up on deck. Started to go forward when an immense wave swooped over the boat and simply soaked me. Had to go below and change all my clothes, so I decided to stay indoors the rest of the day. We have now been out seven days and the captain tells us it will be seven more days before we land, as this wind has kept us back. Lord, but it is getting monotonous. Only one day of good weather so far, so that we have been penned in here in second cabin most of the time. If you meet anyone who is going across, for Heaven's sake tell them to take a fast boat and go first cabin, for this is almost unbearable. I don't believe I'm cut out for a sailor anyway, and I think of all the sad boats the Potsdam is the saddest.

It makes you hot as thunder to think of the Lusitania leaving yesterday and passing us before we reach the other side. However, I'll stick it out, as there is a better time coming. I told Dad's story at dinner table about the woman who got on the train in Arkansas, only I applied it to the Potsdam, and it made an awful hit. I must stop now. Guess I am a little homesick today.

We sighted a Russian battleship today, but she passed us also. Every boat on the Atlantic passes the Potsdam on one trip—fine ship! Am going to bed now.

Tuesday night.

Did not write anything for Monday, as I remained in bed all day.

Well, this is sure the worst I have ever experienced. I am writing this tonight, sick at head and heart, I can assure you. Never have felt so fierce. For two days the wind has blown a gale; worst of the year, the captain says, and we are now two days late, with present prospects pointing to more. Last night I awoke being banged about in my bunk while this old tub was trying to turn acrobat and stand on her nose. Yesterday I felt so rotten and the boat banged around so that I stayed in my bunk all day and night. The food is getting tiresome. I am bilious and for two days we have been cooped in here between decks without breath of fresh air and the place smells like the steerage. If anyone suggests second cabin to you people, tell them to take my tip and steer clear. When I come home I come via Lusitania, first cabin (5 days). This life on an ocean wave is no joke.

We are now half way and tonight the captain is afraid of a hurricane. Let her come. I've got to the stage where I don't care. However, I'll stick her out. The fellows are all some balled and sore on the whole game. They'll be O. K., though, when we sight Hol land.

Wednesday, Nov. 17.

Weather same as it has been every day of the trip. Am feeling much better, though, as I took two of Dr. Duncan's black pills last night, followed by a dose of Hunyadi water this a. m.

There is absolutely nothing doing on board the ship and the food is fierce. Sleeping is a hard proposition now, as the air below is so poor because everything has been closed up owing to the rough weather. I never saw such waves in my life. They break every

once in a while and go away over the boat. It has rained almost every day we have been out and I am so sick of the sight of water that when I see land again I'll shout for joy.

We sight land Friday afternoon, arriving at Rotterdam Sunday morning. This letter will be mailed at Bologne Saturday morning, which is the first stop the boat makes. I have been thinking about meeting you people over here.

Thursday and Friday, Nov. 15 and 16.

Yesterday it was too rough to write, so I have delayed until today (Friday).

We received word via Wireless last night from Holland that a great storm was approaching us. It hit us about midnight and washed away the steel railing and plates in the bow of the boat so that we had to stop an hour or so for repairs. Today the weather is still bad and the worst sea imaginable is running. However, it does not phase me, as I am no longer inclined to be sick. I received my mark in mensuration today. I passed with 80 per cent, which was not bad, considering I wrote my paper 15 minutes before I left Asheville. I was afraid of it and am glad that I have passed successfully. I have now but one more exam., the B. F. S., to take under Schenck, and I have never failed in one, which is a record only equalled by two in the class.

We sight land tomorrow noon, probably arriving in Bologne tomorrow night late. This letter will be mailed from there and this will be the last instalment. We get to Rotterdam Sunday and we should be there now (Friday). I sure will be glad to get off this old tub, as I believe this is the most uncomfortable two weeks I have ever spent. If we were able to get fresh air it would not be bad, but we have been penned in here like cattle for two weeks. I have arranged for good rooms in Darmstadt with Jonesie. Am feeling fine. Will write from Darmstadt Tuesday.

#### Letters from Germany

DARMSTADT, GERMANY, Thursday, Nov. 25.

Dear Dad: Six o'clock Thanksgiving Evening and soon I will be sitting down to a turkey dinner with the fellows. I arrived here last night. Was in Rotterdam two days

and liked the place very much. Such a funny town, with canals everywhere about you and one has to be careful for fear he will make a false step at night and fall into one. We saw wooden shoes, piles of them, and windmills, right in the town. Imagine a town of 300,000 people in America with herds of cows being driven through its streets at all hours of the day. Such fun as we had roaming about there. Some gentleman, a friend of Doc's, who owns a fine steam yacht, took us all over the town via the canals, also all over the harbor of the Maas River, or the mouth of the Rhine, where we saw thousands of boats. Rotterdam is the shipping town of Europe, you know.

We left there yesterday morning, coming up the Rhine Valley in the funniest compartment train you ever saw. Saw the most important historical points to be noticed: Old castles, hundreds of years old, and looking the part, standing high upon some hilltop and overlooking the Rhine Valley. I saw Die Lovell Tower. What impressed me most, however, was the farms. They use every bit of ground here, even if it be the steepest hill, for they terrace the sides so a hill looks like a lot of steps, and on top of these dinky little gardens or steps they raise vegetables, corn, etc. The woods are great and everything is pretty, yet bearing an artificial air about it which is not like old U. S. A.

We arrived here last night and I sure am impressed with the place. Americans are few here and a curiosity. No American ever comes here, they say, as it is not a town for sight-seeing. However, it is a great university town and you see thousands of students on the streets. This morning I was up early and hunted all day for rooms, but without satisfaction, until I introduced myself with a few others to a bunch of German Corps students (Fraternity), with green caps. They looked at us when we offered our hands and said "agreeable" and we managed to talk to them a little. They were fine fellows and gave us the name of an Englishman studying there and we hired a taxicab and looked him up. He is a "jolly good chap" named Crawford Maxwell and is living with his mother and sister, who were also very hospitable to us. We got Maxwell in the machine and he took us to the student quarters of the city, where Jonesie and I obtained a fine suite of

rooms (2) with rolls and coffee for breakfast, at 30 marks per month apiece (\$8.00). One room, for sleeping, is a peach, and the other has a piano, bird, flowers in every window, etc., and clean as a whistle. We are situated over a store, nearly across from the University.

Do you remember of my telling of George Merck (had met him and his sister at Doc's), the nephew of Doc's, who was such a fine boy and who was up in the woods with us last summer and made so well with the boys. His father is the Merck who is the great drug importer of the country (U. S. A.). They have a great home in East Orange, N. J., and a villa here in Darmstadt, the best in the place, with a park, etc. George has offered his house for a lecture hall of the B. F. S. We went up there today and found the place ready for us with an American flag covering the whole side of the immense drawing-room, with our school insignia and "Welcome B. F. S." on it. It sure was great and every one uncovered and gave three cheers for Georgie. We also sent a wireless telegram of thanks to Mr. Merck, the father, who is on his way over here now.

Doc is the whole cheese here in this town. The honorary "Oberforster" or head master of all the foresters of the state and they all know him and kowtow to him. He only has to salute one man in the town, all the others must salute him. They also all know about his trouble with Vanderbilt and stand with Doc to the finish and they can't understand why he should suffer an insult like a discharge. Here he has always a life job.

No one speaks English here, but I find that I can make myself understood pretty well with what German I had while in college. Besides, I will pick up my vocabulary quickly, living in a German home in the student quarters. Jonesie and I are away from the rest, so it will be a good thing for us, I think.

Today is Thanksgiving day home and here it is also holiday, being the Grand Duke's birthday, so we are going to celebrate both occasions by having a turkey dinner tonight and followed by a Sangerfest. Later we are all going to an assembly of militia men and students where Doc is to speak and they all make speeches about the Grand Duke. We are all going.

## Annual National Veneer and Panel Mfrs.' Association

The fifth annual convention of the National Veneer and Panel Manufacturers' Association was held in the Auditorium hotel, Chicago, December 14 and 15, being called to order by President Burdis Anderson at 11:30 a. m. Secretary E. H. Deebaugh recorded.

It was an enthusiastic meeting in every sense and as President Anderson stated: "We have terminated four years of splen did work." The attendance was large. The actual results accomplished embraced the adoption of a policy of more aggressive and greater individual work; a line of investigation to determine actual cost and accounting systems for the manufacturer; an increase of \$15 in the annual dues through an assessment by the executive committee; the recording of the unanimous support of the association in deep waterways matters, and two changes promulgated by the rules and grading committee.

After the president's address, followed



BURDIS ANDERSON, RETIRING PRESIDENT.

by that of the secretary, the president announced the substitute appointments for the standing committees as follows: O. C. Lemke to act in the absence of J. A. Underwood on the committee on constitution and by-laws; H. M. McCracken as chairman in the absence of M. C. Dow, Jr., on the membership and credentials committee; Nathan M. Willson to fill Mr. McCracken's place on the resolutions committee; W. S. Walker as chairman of nominating committee in the place of D. W. Williamson and R. C. Dayton in the place of C. W. Talge on the auditing committee.

The convention adjourned at 2 o'clock to give the subsidiary organizations, the Rotary, Gum, Quartered Oak and Panel Clubs, an opportunity to meet.

President Anderson stated that the work of the association for the past four years had been quite satisfactory. He made a strong plea for individual work, contending that the individual must make more of

an effort himself instead of looking to the organization as a collective body to accomplish all the results or benefits. He urged all to "be boosters and not knockers," a slogan that appealed to the convention greatly. Second only to his individualistic talk was his frank statement that veneer and panel manufacturers do not know market values and have not arrived at an actual cost system for their business. Cost and cost accounting were clearly up to the manufacturers to determine and to follow. His whole address was a plea for definite cost systems.



P. B. RAYMOND, INDIANAPOLIS,  
PRESIDENT.

#### President's Address

This is the fifth annual meeting of the association and completes four years of our association work. The first two years we enjoyed years of comparative prosperity; the next two years we experienced very decided business depression, and like the Scripture story of the lean and the fat kine, the lean years have swallowed up the fat years. When the association was started we anticipated much greater results and much more rapid progress than has been accomplished. The work of the association has devolved very largely upon a few individuals, and while this is doubtless common to associations and enterprises of this character, the fact of its being common makes it none the less unfortunate, and every member of this association should thoroughly understand that to accomplish the best results and bring about all that we have reason to expect in this association, we must have the individual effort of every member.

When two years ago I was asked to accept the nomination for president, in view of the two years that had passed and the fact that we had not accomplished then as much as some of us had hoped for, I felt that while there were other men in the association that were better qualified and who should have been honored with the position, nevertheless it would not perhaps be difficult to keep the work going and bring about as great and as good results in the succeeding year as has been attained the past. As I look back at that time, I am reminded of the story of a boy that proposed to go in swimming in November. His mother rather objected, saying it was too cold. Later, however, she noticed he had sand on his shoes, his hair was wet, and said, "Well, son, where have you been?" "I have been in swimming." "What! in November?" "Was not the water too cold?" "No, it didn't seem so to me, but a man came down and watched me for a while, then took off his clothes and jumped in. He said, 'Great Jehosaphat!' and jumped right out again."

It might have been well for me to follow the example of the man who found the water too cold for him. The Inspection and Credit Experience Bureau that was established I think has

been found advantageous to a good many of our members. We made one change nearly two years ago in employing Mr. Young as assistant secretary of the national association to cooperate with us in our work and along the lines of the auxiliary organizations. Some changes have been made, but I feel, gentlemen, that we have not succeeded in getting the results that we were entitled to, and that every member of this association should make it his personal business to boost the national association. Be a booster and not a knocker. The main thing this association, like every other association, is in existence for, is better prices. This is not a philanthropic enterprise or benevolent institution and unless we get more uniform and generally better prices for our product through the efforts of this association, the association is a failure, because that is the main thing that it was established for.

We have succeeded in introducing some uniform methods in some lines; we have better recognized grading rules and some points of trade ethics have been agreed upon that are an advantage to the veneer and panel trade, but the paramount interest is price and better values; when we consider, gentlemen, that possibly twenty panel men, twenty rotary cutters and fifteen or twenty producers of quartered oak could get together and practically control the prices; make the prices what they should be; make such prices as would give commensurate returns upon the brain and capital employed, it seems utterly ridiculous for the present demoralized price conditions to prevail.

We occasionally see mention in some of the trade papers about market prices of veneers and panels. Now in many lines I want to say there are no market prices. When a man buying panels buys three-ply quarter-inch quartered oak panels for \$30 a M. as a large manufacturer in the East told me a short time ago he was doing,



E. H. DEFEBAGH, CHICAGO, SECRETARY.

and another man wants \$40 or \$45 for the same panels, will somebody tell me what the market price of panels is? This manufacturer of furniture, the consumer or user of those panels, asked me what it costs to manufacture quarter-inch three-ply panels. I said I did not know; that I was not in the panel game. He said, "Do you think they could be made for \$30?" I said, "Not according to the figures of the best panel men." He said, "We cannot make them for that, but we are buying them for that, so we are buying all we need of them."

The same conditions prevail in quartered oak and in rotary cut stock. When birch door stock is being sold by very well informed manufacturers, manufacturers who keep accurate account of cost, at from \$10 to \$18, \$18 for all styles, and another manufacturer in the same district, hardly as well equipped, offers the same stock at \$10, will somebody tell me what the market price is on that product? When 3/16-inch pin block stock that some of our older and more experienced manufacturers want \$17 to \$17.50 for with crossings in one, two and three pieces, no guarantee of the percentage of one-piece stock, and a consumer in Chicago buys all whole-piece stock of the same thickness hard maple for \$13.50, delivered in Chicago, will somebody tell what the market price on that stock is? When small drawer bottoms are offered at recommended prices of \$16 in Grand Rapids and one of our members sells the same stock for \$10.50, delivered in Grand Rapids, will someone tell me what the market price is? I maintain, gentlemen, there is no market price on veneers and panels. The man who talks market price feels that the market price is whatever the buyer is willing to pay for it, and the buyer has demoralized the

market. I believe that the principal cause of this condition is the fact that comparatively few of the manufacturers have a cost system that gives them reliable and accurate figures on cost.

A man goes into the market without absolutely positive information of his cost; he wants the business; he wants the order; he wants a price for it, but he takes what the buyer is disposed to give him. Now if that same man figured his cost carefully, it is reasonable to suppose that he would raise his price; that he would at least have a minimum. I think it is reasonable to suppose that he would raise his price; that he would not sell his product for less than cost.

While the association, as I say, has not accomplished all that we might have hoped for, I see no reason why we should not get closer together and make prices on every line. The question of making prices brings up the question of the Sherman act and the legal ethics of the matter, but it certainly is no violation of any law for any bunch of manufacturers to get together and agree that they will not sell their product for less than cost. The question of what has been accomplished and what we hope for in this association reminds me of another story of a woman's expectations for her son. She said: "When Johnny was a baby I expected when he grew up that he would become a minister, but when he got to be four years old I decided that if I could save him from the gallows I would be doing all that could be expected of one weak woman," and while I hoped for and expected much greater things for the association during the past two years, I have felt very much for the past year if we could keep the association alive and active until this time of depression was over and until business should be resumed, that about all would be accomplished that could be reasonably expected. That time of improved business has arrived.

When talking with many of the manufacturers that are present in Chicago today, I have learned that a good many have more business in hand today than at any time during the past two years, and this brings us again to the most vital point, which is, with this improved business and increased demand we should insist on prices that will give us reasonable returns. We need larger profits; we need more accurate and careful figuring of costs to secure those profits, and I think that the most vital and important consideration for this association is the question of costs.

One objection that has been raised to the adoption of a uniform cost system or cost systems for our different products has been that it



H. S. YOUNG, INDIANAPOLIS, ASSISTANT  
SECRETARY.

is claimed that a difference in the method of operation, difference in equipment and location of different plants, would make it impossible to use any uniform system; and, while that objection has some weight, there are so many items of expense that are common to every rotary cutter, to every manufacturer of sliced and quarter-sawn stock, and to every panel maker, that I believe positively that it would be possible to adopt uniform cost systems sufficiently general so that without any very serious change they could be adapted and made applicable to each and every plant represented in our indus-



try. It does not make any difference how we figure cost, provided we get results. Someone said costs must be figured by results, and in no other way. If some manufacturer has a cost system that is giving him satisfactory results upon which he can positively figure a legitimate profit, which will show on his books at the end of the year as he anticipated, he does not need any uniform cost system that we might adopt; but it is unfortunately true, gentlemen, that some of the manufacturers in the veneer and panel industry have no conception of their costs. One man who has been in the business a good many years and has, very fortunately made money, stated to me here in this hotel a few months ago when I asked him if he could produce certain stock at the price he was selling it for: "To tell you the truth, Anderson, I am ashamed to say it, but I do not know, as I do not know what anything I manufacture costs me; but I am going to find out." He is not the only man in this situation, gentlemen. Just give that condition a thought. We should put into use cost systems that will bring results.



M. W. PERRY, ALGOMA, WIS., DIRECTOR.

Information and better knowledge to the manufacturer will right there and then get more uniform selling prices and very greatly improve the business. I think that the question of cost and cost accounting is one that the association should give very serious, careful consideration.

One thing we so hoped for in the association, one of the points that we had in mind when the assistant secretary was employed, was the possibility of getting a man into this work that would be interested in it and become sufficiently well informed upon the practical features of our different lines to visit some of the plants and, where a manufacturer is selling stock of any character for less than the cost of the majority of the manufacturers, find out whether it is because of his peculiar situation or his much greater ability that he is able to produce that stock for so much less, or whether it is because he simply does not know, and then be able to put him on the right track. Every man who is induced to bring his price up to a profitable basis helps every other man in the business, and we can all well afford to give some time and expend money and energy to get the general trend of prices higher than they have been, and especially to get up prices that are demoralizingly low.

One of the most prominent bankers in Chicago, in a recent discussion of the basis of credits, stated that no manufacturer is entitled to credit who does not use a reliable cost system and figure positively his cost. I think, gentlemen, that statement is too logical to admit of any discussion, and I want to say once more that I think the figuring of cost and a general campaign of cost education and the discussion of cost information is positively the one point of greatest importance to this association, because it is only in that way, by inducing every manufacturer to figure cost and to know his cost, that we can ever get the manufacturers to maintain any reasonable prices. The man who does not know cost has no real appreciation of any price list, and really does not know whether the prices are high or low; and while to a good many of our manufacturers this talk is unnecessary, there are many more that need it, and the men who are informed on the subject

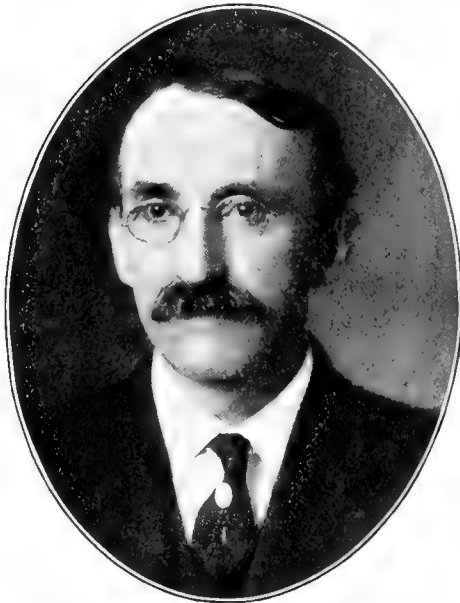
of cost need to educate the others for their own protection.

That is the main part of what I have to say, gentlemen. The financial situation of the association is not so blooming that we felt it would be possible this meeting to have a luncheon or dinner. Our financial situation reminds me of the story of the man whose banker called him into the private office one day and said, "Where do you keep your money?" "Why, I keep it in your bank here; I have an account here." "I know; but where do you keep your money; all you keep here is an overdraft."

Secretary E. H. Defebaugh, in his address, was no less earnest and pointed in the discussion of the cost system and made a plea for more individual work. He wanted, he said with much emphasis, to see the resolutions committee "do things," and with characteristic force the secretary asked that all take a hand for a general boost all along the line.

#### The Secretary's Address

Mr. President and Gentlemen: In my absence yesterday our president robbed my office of the subject I had in mind to talk on, and has put it in such a way that it leaves very little for me to say. I am really so interested in the success of this organization, which was perfected several years ago to help you work out your problems, that I feel it is my duty to talk right from the shoulder. The trouble is there are not enough men in it who are willing to give time to put



H. J. BARNARD, INDIANAPOLIS, DIRECTOR.

it on its feet, to make your business a profit-sharing one, and make it possible to pay dividends instead of being run on the basis where you take care of the grocery bill only and are satisfied.

A national association is formed to bring various trades together, men of every country, that they may exchange notes, get a clearer idea of all business, so they will be able to get better prices and work in harmony. We have some eight or ten committees and in the past they have done good work; have gotten together and talked over various features of inspection and have accomplished something. They have also talked over values and have accomplished something. You have compared notes on prices and understand that it costs money for you to live and that you have not been putting that salary in your cost account. Some of you have discovered that logs were really costing more money than you figured in your selling price, because the logs purchased this year were not as good as those bought last year. You have overlooked the fact that John Smith in New York has written you a letter stating that your car of veneer stock sent does not suit. It is not up to grade; it is split; it is defective; it is not what he ordered, and you have the car thrown back on your hands. After peddling this stock all over the East you had to take a cut price for it. You may forget that this car, instead of showing a profit, showed a net loss. The reason of this is because your assets are not a good

bank credit, and unless you know actually how much it costs you are liable to lose money.

The Constitution and By-Laws Committee has not been able to do much for you because they were not able to say you must do certain things. All the officers could say was, "Gentlemen, we would like to have you participate in this program." You have neglected, gentlemen, to take this association to heart. You should all belong to the same and not allow three or four men to do the praying and paying for the entire association. I do not know as we could have a better plan of organization than to bring out the fact that you have good clubs, and if you will join these clubs, join them in the right spirit, go to the meetings, no matter where they are; go to them with open hand and heart, and say: "Gentlemen, here is my business; I am willing to tell you anything about it; willing to cooperate with you to do things." Do not sit back in a corner and say, "Oh, well, So and So will figure that out; he has plenty of time." Of course there must be a leader, a man who is willing to make sacrifices in associations; this is true in this as well as in other associations. No association succeeds unless some man says: "Gentlemen, I will give my time and let you look over my books, and even divide my trade with you," and this has been done in this association. The man who makes these sacrifices does it because he believes in the industry and is in it to make money and knows the only way is to cooperate with his competitor.

We have a committee on resolutions. The sorry thing about the Resolutions Committee in most associations is that it seldom has anything to say except a few words about some fellow that is dead. This committee should, when the members come to these meetings, pay close attention to what is brought out here and then say what the policy of the association should be. If this Resolutions Committee would in plain English state to the veneer trade of the United States that the prices obtained for veneer are not enough to net a profit in the business, the man who is really interested in his own business would accept it and determine not to sell goods unless he makes a profit. If the members of this association will only understand they are partners, not in crime, but in an endeavor to do something for themselves, then we will have an association to be proud of.

Here we are, forty or fifty men from every part of the country, who realize the need of an association, yet we are not doing what we should to make it better. We are on the eve of enlarged business in every line. The steel and box industries indicate a large volume of business for 1910. Here there has been no effort



CHAS. BARNABY, GREENCASTLE, IND., MEMBER EXECUTIVE COMMITTEE.

made to eliminate contracts made in December that may carry you next year on a basis of cost instead of being able to take advantage of an advance on account of increased volume of business. It is just possible, gentlemen, that this is true in every line—lumber, cement, plaster business, all the lines interested in the material trade. Why? Because the manufacturers of the United States are not in closer harmony. When a man comes to this town of Chicago he thinks it is more important that he should buy a Christmas gift than attend the meetings and not only listen to what is said but say something.



Next comes the Valuation Committee, with the idea that it should report as to what present conditions are. The members should get out a notice to the venter people stating that we cannot make a price list, but that every man should adhere to the prices. Gentlemen, these are plain facts, and you know it right down in your hearts, as does every man who is a member of these clubs and knows what our trade is up against. Hence I am telling you the truth. Every fellow who does not rub shoulders with his competitor knows that when he rubbed shoulders with the buyer he had to pay the price. These committees, when named by our president to make up reports for tomorrow afternoon, should make up reports that will mean something.

I attended a convention of thirty-one hundred organizations, some of them having as many as one thousand members, in Washington last week. Every man wanted something locally, but would be satisfied if Congress would meet the policy along the line suggested by the Deep Waterways Convention, the funds to be distributed through engineers of the United States who have already examined these waterways and find it desirable for this government to improve them. We will accomplish something in getting profits in 1910 the same as the Waterways convention is bound to get an appropriation from Congress, unless the congressmen of the United States are not true to the people of the United States. If we are not true to ourselves and our families there is no use belonging to this association; there is no use for a national association. If we are, and we have reason to believe we are, or we would not be here, then let us work this problem out before we leave here, and then work in harmony through local associations and clubs. You will determine you are the master of your own business, and through cooperation with the members of this association you will tell the customers you are; and your goods will be sold in 1910 at your price, not the customer's.

Take the Committee on Membership and Credentials. The credentials end of it does not cut any figure, for it merely specifies manufacturers of veneers and panels. What is a thousand-mile trip, if you can change the policy of your business and make it pay, in preference to the non-dividend paying institution? We need members; we need every man in the industry in this association. We have sixty-three members; we should have one hundred, and live ones at that, men who are willing to come to the front and do anything necessary to work out the problems.

A few years ago we used to say Chicago was the coldest place on earth. Today four thousand men in the Association of Commerce once a week get together and spend two hours at luncheon, through the Ways and Means Committee, and if you want inspiration you should go there and see 150 of the best men in Chicago. They meet there because they are interested in making Chicago the greater market in the world. Then, as members of this association, we should be interested in making our association profitable. We can do it, gentlemen, if we want to, and now is the time.

I would like to see the Committee on Inspection and Grades get busy again. The manufacturers of lumber in the Northwest, the men who perhaps have made money out of the timber, shifted along as we are doing until about fifteen years ago. They were making money but not nearly as much as when they got together on inspection and grades, and the first thing they did was to form an organization. The minute they got together in harmony and decided on grades it meant \$5 per thousand more, a pretty good dividend, gentlemen, pretty good dividend. If the members of the veneer association through harmony, cooperation and friendly relations with each other, were to increase the selling price of their product ten per cent in 1910, you have opportunity of increasing twenty per cent from what you have been selling for. Is not this worth while? Therefore, in appointing your Committee of Inspection and Grades give it something to do. It will make it easier to get this ten per cent or twenty per cent more in 1910. If you were closer to your customer and discovered he could use a substitute of lower grade, would you not be cleaning up the product of your logs better? These things come about by cooperation, gentlemen, by discussing the various phases of your business honestly, and not being afraid to talk. No man comes to this meeting and telling the idea of accumulating information and telling it to someone else. Men in the veneer trade, as I have known them, have done less than those of other lines, but in other words they are truer men; do not take advantage of other fellows; insist on opening up their personal business to help you as well as themselves. That being true, it seems to me every man should come to this meeting interested in his subject and talk specifically of how you can better improve your business.

Arbitration and Grievance Committee: We have heard very few reports from this committee. In other lines this has been of great benefit. If the buyers in the United States who consume veneer understood that just claims and unjust grievances where the buyer would not be fair in the market were put on a blackboard at the national association meeting; if they knew

it would come up before the manufacturers, they would do less kicking. This is where the Committee of Arbitration and Grievances could help, but it is not fair for individuals through the association to be unfair to the buyer. The man who would avoid criticism must do nothing; be nothing or say nothing. Gentlemen, this Grievance Committee should be used. If you have a bad complaint and cannot settle put it up before the Grievance Committee for settlement. The members can help you and make it possible to get fair value for your stock, and if you sell No. 1 stock you are not going to get paid for No. 2.

The National Association of Veneer and Panel Manufacturers is practically an insurance policy for your business. You all take out insurance for your families, so that when you pass away there will be something to take care of them. Everyone should take out a policy in this association. It will not only pay your dues, but will bring you in closer harmony and enables you to help yourself as well as your neighbors. Let us take out this policy for 1910. If it is necessary to have meetings every month, let us get together. The only way to do this is to work in harmony and cooperate through this national association. Those of you who are in the clubs stick there, if it costs you \$500 a year. You will get the dividends back. You have all seen the sign at railroad crossings, "Look out for the cars." If you will just keep your eyes about you and are satisfied the other fellow is all right and work with him, the cars will not hurt you. The trouble is you are all afraid of the cars.

Gentlemen, we have been very much pleased with the cooperation given personally by most of you, whenever I have asked you to do something in my office as secretary. I have heard Mr. Young say the same thing and know our president has secured your cooperation, but we need more cooperation. Do your part. I can look in the eyes of men here to whom I have said, "Would you like to do this or that?" They would say, "You bet." We should have sixty-three good men who are willing to do anything that is for the good of themselves and the association. All we need is the personal interest in this organization and when a matter comes up in which you are asked to do your part, do it. It will mean that the national association will talk; it will mean that every club you have will bring best results. With these two things in mind we can accomplish anything we start out to do, and I hope we will start out to do them today. I hope you have suggestions here and that the work of this convention will be memorable in the history of the association.

#### Coöperate in Waterways Movement

The secretary had something to say also concerning the "water cart" proposition in this wise:

I am very much interested in the water cart proposition, in other words, nine feet through the valley. Commercial associations of the United States are trying, as you all know, to secure \$50,000,000 appropriation to improve our harbors, dockage and secure deep water which will mean water transportation, which further means better facilities to carry freight longer distances at very close prices. The railroads admit the fact that they need an increase of freight shipments. In ten years they have only prepared to increase their facilities twenty-eight per cent, while the increased business is over 110 per cent. So if we have anything like 1907 business we will be in the same fix we were in the fall of 1906 and spring of 1907. If we have water transportation to increase the freight facilities, to take care of manufactured product in times when we need shipments; when we need orders and facilities in order to follow them, it will mean a lot to the business world, and I would like to suggest to you that a committee be appointed to cooperate with this association by urging congressmen in your particular districts to follow the specifications of Mr. Taft in his speech at Washington last week when he said he was in favor of the proposition because it was recommended by engineers of the United States that waterways be improved from Chicago to the Gulf, from Missouri river to the Gulf.

A committee, composed of S. B. Anderson, Memphis, Tenn.; W. S. Walker, Portsmouth, Ohio, and J. D. Saunders, Park Falls, Wis., was appointed to draft resolutions to express cooperation in this movement and the wish of the association to put the matter before the congressman of the various districts.

#### Mr. Kline's Address

The president called on D. E. Kline to read a paper on the "Comparison of Log

Prices for Ten Years," which was a very clear resume of this proposition. The paper follows:

I have been requested to prepare a paper for your consideration upon the above subject.

The cost of logs ten years ago, and at all subsequent dates, is a matter of fact and history. I find from my own records that in 1899 we paid the following prices per thousand feet for No. 1 logs, delivered at our yard:

POPULAR	
Under 20" diameter.....	\$17.50
20 to 29" diameter.....	19.50
30" and up diameter.....	20.50

WHITE OAK	
Under 20" diameter.....	\$19.00
20 to 29" diameter.....	21.50
30 to 35" diameter.....	25.00
and for 36" and up, for which we offered a premium so as to obtain large logs for quartered veneers, \$35.	

I recollect also that every lot of oak must contain some 36" and up to make it sufficiently attractive to consider.

Gum .....	\$12.00 to \$14.00
Sugar .....	12.00
Walnut .....	25.00 to 35.00
and I find in one lot three logs for which I paid \$70. They must have been extra choice.	
Ash .....	\$15.00 \$16.00 \$17.00
Lynn .....	14.00
Sycamore .....	10.00 12.00

It must also be remembered that, at that time, we bought only No. 1 logs, and while I find that in some instances logs had been cut in measurement for minor defects, I do not find that we bought No. 2 and No. 3 logs at any price. In addition to the better quality then to be had, veneer men bought only the larger logs. We confined our purchases to logs 20 inches and up in diameter, but did at times take some logs as low as 18 inches, this rule applying with us particularly to poplar and oak.

The history of log prices during the decade has been a gradual but constant increase. I hardly need say anything about the prices today. The fact is that they are from 66 $\frac{2}{3}$  per cent to 100 per cent higher than in 1899.

Now, how about prices for our output? In 1899 the business of the country had barely recovered from the shock of the panic of 1893. Prices, however, for goods in these lines had not reached those of the days up to May, 1893, nor have they since. Profits previous to 1893 were good but not excessive. They have never been reasonably good since that time. The course of our prices in the face of the marked increase in cost of raw materials has been downward, and continued downward, until the launching of this association, exactly four years ago. Then we enjoyed two years of somewhat bettered conditions, until the flurry of 1907 came along; and then, as our sporting friends would say, "ali bets were off," and "price chaos" (or very nearly so) ruled supreme. Happily the bettered condition of the demand in the past year, and particularly the past few months, has enabled us to stiffen up somewhat in price. But that prices are still too low is certainly the case; the best evidence of which is that we are not now getting the prices of 1892 and early 1893. Is there any other business on the face of the earth that has stood for this sort of thing? I think not.

Let us take a few items of staple manufacture. The recommended price today for 1/30" rotary cut poplar cross banding is 16 $\frac{1}{2}$  per cent higher than it was in 1892, and prices were not as strong in 1899 as they were in 1892; 1/8" and 1/4" R. C. poplar dimension stock was lower in 1899 than in 1892, and is only about 25 per cent higher today than in 1899; 1/20" S. C. poplar is today only about 12 $\frac{1}{2}$  per cent higher than in 1899.

In glued up stock, 1/4" 2-ply poplar in 1899 was supplied at 20 per cent less than in 1892, and is today 50 per cent higher than in 1899, and not high enough at that; 1 1/4" plain oak panels in 1899 were 7 $\frac{1}{2}$  per cent lower than at any time up to 1893, and never equaled the price of that date until 1906; since then have dropped back again. During the past few months there has been a gain in prices, but today's figures are only 4 $\frac{1}{2}$  per cent better than in 1892; 1 1/4" quartered oak panels, with both sawed and slice cut faces, show better advances, recommended prices today being 25 per cent higher than in 1899. Quartered oak tops, 5-ply, are today \$5 to \$10 per thousand feet less in price than in 1892, and during the period ranging from 1893 to 1906 were sold at nearly 12 per cent lower figures than today.

But someone says that improved methods of manufacture have cut down the cost of production, and we can, therefore, manufacture at a less cost than ten years ago. I think not. In the production of veneers proper the rotary cutting machines and slice cutting machines were run just as fast ten years ago as today, and there have been none but minor improvements in their manufacture. Therefore, a machine of the same capacity, run on the same wood and

thicknesses ten years ago, cut as many feet of logs as today, better in quality, and by reason of its better quality, a larger proportion of saleable dimension stock. Veneer saws have increased their output only by increasing the speed of the feed. Ten years ago saws had been speeded up in feed to about the maximum.

In the panel line there have been some improved machines added, notably jointers, splicers and improved power presses, but taking the slightly decreased cost of manufacture, by reason of these saving devices, I venture to say that the saving to the entire trade would not represent a reasonable interest on the average investment of all the plants engaged in the trade. Then, too, some plants are better arranged and better equipped than others, without saying that some are better managed than others, which is possibly the case. Again I venture an assertion that the difference in cost for a given amount of output per annum, between the poorest concern in this organization and the best one, would not be equivalent to the interest on the average investment of all the plants engaged in the trade.

Manufacturers have been getting together in the clubs during the past few years and have been trying to show each other, and those on the outside, that by reason of the cost of manufacture, which is fixed by circumstances beyond their control, that the prices obtained were not sufficient to yield a reasonable profit. Some progress has been made, but too much consideration has at all times been given to the buyer. If we could only forget the buyer and agree that certain things, by reason of their cost, and to yield a reasonable profit, ought not be sold below certain figures, and by reason of these conditions shall not be sold below those figures, then what we are here for today, and what we have met for during the past four years, has been accomplished.

A member of the Rotary Cutters' Club, at one of its meetings, introduced a resolution which I had the pleasure of seconding and which was adopted unanimously. Its wording was something like this: "The fundamental principle of this organization is to persuade all of its members to obtain all they can for all of its products." I will close by saying that I still believe thoroughly in that doctrine and that I have been preaching it and working for it during the entire existence of this association.

#### Dues to Be Increased

A review of the association work for the year just closed, particularly the work the association had in mind for the future, established the fact that the prevailing yearly dues of \$10 were inadequate to meet the requirements. Since any change in the matter of dues is primarily to be determined under the constitution and no change in the constitution can be made for one year hence, the executive committee was empowered to make a levy of \$15 to meet this exigency. In order to cover this point D. E. Kline introduced the following resolution:

Resolved, That the Executive Committee be requested to levy an assessment of \$15 for 1910, and that the secretary be instructed to give official notice to the membership of the proposed change in the constitution, to be acted upon at the next meeting and providing that the annual dues shall be advanced to \$25 a year thereafter.

In order that the various committees might have sufficient time in which to consider matters coming before them the convention at 2 o'clock adjourned to Wednesday at 1:30.

#### WEDNESDAY'S SESSION

It was much after the hour set for the Wednesday session before the convention was called to order by the president. The committee reports were taken up in their order.

#### Committee Reports

The committee on constitution and by-laws had no report to make.

The committee on membership likewise had no formal report, though one new member was unanimously elected, the Kile Manufacturing Company of Akron, Ohio.

The committee on resolutions was divided

into two parts, the one on waterways resolution and the other on regular resolutions. Under the first the following resolution was unanimously adopted:

Resolved, That it is the sense of this organization that we indorse the action of the Rivers and Harbors Congress recommending a policy to legislators at Washington which will insure the required appropriation, whether it be out of current funds of the government, or by the issuance of bonds, to carry out the surveys made by the engineering corps of the Federal government to improve the waterways and harbors of the United States; that this resolution recommends a properly proportionate annual expenditure for this purpose for ten years, thus to insure "fourteen feet of water through the valley," and such other improvements as shall result in greatly increased transportation facilities.

We recommend further that each member of this association write a letter urging his congressman to frame an enabling act in the sixty-first Congress, second session, to the effect cited above; and by this association be it further

Resolved, That as a body we authorize and direct the secretary of this association to place copies of these resolutions in the hands of each member of the Senate and House. Be it further

Resolved, That it is the sense of your resolutions committee that it recommend to the association action upon the suggestion of its officers that a plan for dissemination of better information as to cost of producing veneer and panels be devised; and we suggest that every veneer and panel manufacturer make it his special duty between now and January 1 to compile such data and submit it for a composite recommendation by the Cost Committee as to the cost of cutting the various classes of veneer.

Your committee further recommends that it is the sense of this meeting that the individual, financial and personal support of the members be given unreservedly to the association, and that we as individual members agree that from this date forward we will give our counsel and support to this association with the same interest that we would exercise in the veneer operations in which we are engaged.

It is further the sense of the committee that we indorse the resolution adopted at yesterday's meeting as to increase in dues; and we suggest a committee on ways and means that will plan for greater influence and producing powers for this national organization.

C. H. BARNABY,  
W. C. CALHOUN,  
N. M. WILLSON.

There were no regular resolutions offered.

The committee on inspection and grading made a report favoring some changes in the grading rules. A new section, to be known as Section VII, was adopted as follows.

Fitch stock consists of sundry lengths and sundry widths ten inches and up, the sheets to be kept in consecutive order as they are cut from the fitch. The stock is to be at least two-thirds No. 1 faces; the sheets in the face stock to cut three-quarters clear stock in cuttings of not less than 6 inches by 24 inches.

Note—The term cutting as used in these rules means a piece of veneer equal to No. 1 faces.

Another, known as Section VIII, was adopted also:

Log Run Stock—Stock of any thickness, random widths and lengths, as the logs will make 6 inches and wider, not less than 75 per cent to be 12 inches and wider. Not less than 50 per cent shall be No. 1 face stock, and the remainder shall be suitable for center and backing stock.

The sheets in the face stock are to cut three-quarter clear stock in cuttings of not less than 6 inches by 24 inches.

The committees on cost and valuation, arbitration and grievances, railroad classification and entertainment and programs had no reports to make.

Usually the committee on entertainment and programs makes provision for a banquet, but it was found that the funds of the association were not sufficient at this time to provide for a banquet.

The auditing committee announced that the treasurer's accounts had been checked and found entirely correct, and the report was adopted.

#### Next Meeting Place

At this juncture W. D. Cannon, manager of the convention bureau of the Business Men's Club of St. Louis, was introduced by the secretary. Mr. Cannon invited the association to hold its next meeting at St. Louis, promising every facility and attention possible. There being no further invitations St. Louis was decided on.

The nominating committee, consisting of A. E. Gorham, W. S. Walker and Walter G. Bass, presented nominations for new officers and the convention adopted the list with one exception, the nomination for president. The choice of the committee was Burdis Anderson, who has served the association for the past two years, and the committee thought it but proper that he be given a "fat" year in addition. Mr. Anderson demurred, saying he felt the honor was due someone else. After some discussion the following officers were elected:

President—P. B. Raymond, Indianapolis, Ind.  
First Vice-President—C. T. Jarrell, Humboldt, Tenn.

Second Vice-President—W. C. Calhoun, Sheboygan, Wis.

Third Vice-President—N. M. Willson, Jamestown, N. Y.

Secretary-Treasurer—E. H. Defebaugh, Chicago.

Assistant Secretary—H. S. Young, Indianapolis, Ind.

Directors—Hains Egbert, M. W. Perry, Alex Lendrum, J. C. Hill and H. J. Barnard.

Executive Committee—Burdis Anderson, F. W. Eggers, Charles Barnaby, C. T. Jarrell and P. B. Raymond.

President Anderson was giving a rising vote of thanks for the very able manner in which he has conducted the affairs of the office of president.

The convention then adjourned.

#### The Attendance

The following were in attendance:

Burdis Anderson, Great Lakes Veneer Co., Munising, Mich.

W. R. Anderson, Packages, Milwaukee, Wis.

Walt G. Bass, Indianapolis, Ind.

E. W. Benjamin, Cadillac Veneer Co., Cadillac, Mich.

W. E. Bonesteel, Worden Tool Co., Cleveland, O.

E. W. Benjamin, Cadillac Veneer Co., Cadillac, Mich.

W. A. Bennett, Bennett & Witte, Cincinnati, O.

S. G. Boyd, C. C. Boyd & Co., Cincinnati, O.

C. H. Barnaby, Greencastle, Ind.

Mr. Bush, Strong Veneering Co., Gerry, N. Y.

R. S. Bacon, Bacon-Underwood Veneer Co., Mobile, Ala.

H. J. Barnard, Central Veneer Co., Indianapolis, Ind.

Charles E. Cake, HARDWOOD RECORD, Chicago.

W. C. Calhoun, Frost Veneer Seating Co., Sheboygan, Wis.

C. T. Crandall, Crandall Panel Co., Brocton, N. Y.

Harry P. Coe, Coe Mfg. Co., Painesville, O.

L. P. Groffman, St. Louis Basket & Box Co., St. Louis.

E. H. Defebaugh, The Barrel and Box, Chicago.

M. C. Dow, Goshen Veneer Co., Goshen, Ind.

R. C. Dayton, Wisconsin Veneer Co., Rhineland, Wis.

H. E. Dougherty, Hoosier Veneer Co., Ladoga, Ind.

F. W. Eggers, F. Eggers Veneer Seating Co., Two Rivers, Wis.

J. T. Edwards, Medford Veneer Co., Medford, Wis.

C. O. Ferguson, Veneers, Indianapolis, Ind.

George R. Ford, The Barrel and Box, Chicago.

Henry H. Gibson, HARDWOOD RECORD, Chicago.

A. E. Gorham, Gorham Bros. Co., Mt. Pleasant, Mich.

E. E. Hemingway, Wisconsin Land & Lumber Co., Mattoon, Wis.

F. E. Hoffman, Hoffman Bros. Co., Ft. Wayne, Ind.

J. S. Houston, J. S. Houston & Co., Chicago.

T. W. Howlett, Philadelphia Textile Mfg. Co., Philadelphia, Pa.

B. C. Jarrell, B. C. Jarrell & Co., Humboldt, Tenn.

D. E. Kline, Louisville Veneer Mills, Louisville, Ky.  
 E. V. Knight, New Albany, Ind.  
 Mr. Kile, Kile Mfg. Co., Akron, O.  
 J. H. Mather, L. & I. J. White Co., Buffalo, N. Y.  
 O. C. Lemke, Underwood Veneer Co., Wausau, Wis.  
 Alex. Lendrum, Penrod Walnut & Veneer Co., Kansas City, Mo.  
 B. W. Lord, Chicago Veneer Co., Burnside, Ky.  
 M. M. Marsh, American Lumberman, Chicago.  
 Ralph McCracken, Kentucky Veneer Works, Louisville, Ky.

E. R. Morrison, Warren V. & P. Co., Warren, O.  
 Mr. Parsons, Holland Veneer Works, Holland, Mich.  
 M. W. Perry, Ahnapee Veneer & Seating Co., Algoma, Wis.  
 Allen Quimby, Houlton, Me.  
 P. B. Raymond, Adams & Raymond, Indianapolis, Ind.  
 F. A. Richardson, Michigan Veneer Co., Alpena, Mich.  
 Mr. Russell, Capitol Veneer Co., Indianapolis, Ind.  
 J. D. Saunders, Park Falls Mfg. Co., Park Falls, Wis.

Joseph A. Setter, Setter Bros. Co., Cattaraugus, N. Y.  
 Charles Thompson, Cadillac Veneer Co., Cadillac, Mich.  
 A. H. Wells, Standish, Mich.  
 D. R. Webb, Edinburg, Ind.  
 W. S. Walker, Portsmouth Veneer & Panel Co., Portsmouth, O.  
 Nathan M. Willson, Pearl City Veneer Co., Jamestown, N. Y.  
 H. S. Young, Assistant Secretary National Veneer & Panel Association, Indianapolis, Ind.  
 A. F. Zimmerman, Kiel Woodenware Co., Kiel, Wis.

## National Rivers and Harbors Congress

The National Rivers and Harbors Congress met at Washington, D. C., December 8, 9 and 10 with over 3,000 delegates from all sections of the country in attendance. It proved the greatest congress yet held and the recommendations adopted in the form of a platform are vastly more comprehensive and significant on the question of waterways improvements.

President Taft made the opening address, which reviewed the situation throughout the country. He said that never before had he seen so much activity in the matter of inland waterways, that in California, Texas and on the Atlantic seaboard there were waterways associations composed of prominent men which had plans for extensive operations. The president favored a bond issue of \$50,000,000 to carry on these several improvements.

### President Taft's Speech

One has to travel all over the country to find out how much one does not know about it, and to find out what the people are thinking about. You go into the Northwest and find the development of the Columbia is one of the great projects of many who live in that neighborhood. You go into far distant Texas and you find that they have an inland waterways project reaching down into Louisiana and the bayous of the Mississippi down along to the Gulf, and that has demonstrated its usefulness as a part, and that only needs further addition and improvement to carry out a great system of waterways that shall reach farms and plantations at present far beyond the reach of any railroads. And so, as you come to the eastern shore of the country, you find the inland, and I do not know quite why they call it inland exactly, but it is the inside waterway, the project fostered by the Atlanta Deep Waterways Association.

It is well that in every part of the country is a project of that sort to awaken the interest to those who live there, for while we are all patriots and while we are all in favor of all the country we are just a little more intensely in favor of that which is nearest than we are in favor of that which is very far away, and the danger to this movement, the test of the value of the movement, is going to be seen when you get off that very safe platform that you are in favor of—a policy and not of a project—and get down to the business of pushing projects.

### PROFITING BY THE PAST.

One of the things that I think we ought to do is not to decry the past. It is wise to take from the past that which is valuable and build upon it. The trip down the Mississippi river was an eyeopener to many of us. The work which has gone on at the end of the river and near its mouth and up along the banks of the Mississippi and in Louisiana and up into Arkansas is a work that commends itself to everyone who sees it. It is work both in the preservation of the farms and in the establishment of a great waterway. The work which has been done by the government through its corps of army engineers in strengthening the banks of that river is a work of experimentation, but work which has demonstrated the possibility of treating that river in such a way as to hold the banks and keep the river within them and to insure a reasonable depth where steamers can go.

### THAT 9-FOOT CHANNEL

Now, I don't think I betray a secret when I say that the gentleman who has most to do with the initiation of projects in Congress is fully

charged with the necessity of doing something in the next Congress to foreshadow or, rather, to begin, a policy with respect to those rivers. You have the Missouri, the upper Mississippi, the Mississippi between St. Louis and Cairo, and the Ohio between Pittsburgh and Cairo, all of them satisfying the requirements that you have to put in your platform with respect to the improvement of the waterways. That is an improvement in the heart of the country, an improvement that reaches to more states than any other improvement that can be mentioned in this entire country. It affects not only the states along whose borders the improvements will be made but it affects all the states along the borders of the Mississippi beyond Cairo, for the project will also include and must include the investment of a sufficient amount of money to keep the 9-foot stage always between Cairo and New Orleans. I state away that there are a great many gentlemen in this country who are in favor of something more than nine feet between Cairo and the Gulf, but you have got to get nine feet before you get fourteen. When you once get into operation that system that I have outlined, so as to show the benefits that can be derived from it, what will go on thereafter no man can foresee. The truth is that the engineers will tell you that after you have harnessed the Mississippi river by protecting its banks no man can tell what the depth of that river will be made by the river itself confined within reasonable banks. In other words, what I am urging, what I am laboring for, is something practical in the way of a moderate project in order that you may go on and gradually develop a larger project than that which was in your minds at its initiation, but that you do something practical by taking the materials that you have, and as you go on and as the business increases, demonstrate to those in the country who are not so near to that improvement its advantage to the entire country in the reduction of railroad rates and in the actual transportation of that kind of business that the river will attract.

### BONDING THE IMPROVEMENT ENTERPRISE

Now, speaking to this assembly—I think it was this assembly—we have so many congresses in favor of so many good things that sometimes there is a little difficulty in distinguishing, and when you all meet together in Washington at the same time there is danger of mistaken identity as to associations—but, at any rate, a year ago President Roosevelt and I were together on a platform before the Conservation of Resources convention, I think it was, in which we both advocated the issuing of bonds in order that a project for improving waterways when begun should be completed in a reasonable time. Now, I am still a consistent advocate of that theory. I believe that the government is entitled to as rapid a method of developing an enterprise and putting it through as private corporations, and as they always issue bonds, or generally do (some of them are fortunate enough not to have to) in order to expedite the completion of these projects, it would seem wise for the nation to do so where it will accomplish the same result.

But I want to suggest a word of caution. You are going to encounter in Congress great opposition to the policy of issuing bonds right out of hand. You are much more likely to get from Congress a declaration of policy in the shape of a declaration that a certain improvement ought to be carried out and spread upon the minutes of Congress in the form of a resolution of a declaration in a statute. Now, what I advise you to do is to get that declaration. Then when the time comes that political exigency may prevent the appropriation of sufficient from the current revenues to put the proper part of the project through the coming year or the coming two years, as economy requires, then the question of issuing bonds will arise. I would get the declaration first and not have the bonds first, for the reason that you will encounter the objection by Congress that the issuing of bonds and the receipt of the money will develop a desire to be extravagant. This may not meet your views, but I have thought it over, and I know something about Congress

I know where you are going to encounter opposition and I believe the best way is the natural way with these gentlemen. You lead them on to declare in favor of the Missouri improvement, in favor of the St. Louis to St. Paul improvement, in favor of the Ohio improvement, all of which have been approved by the army engineers, and get them recorded in the statute of this country as declaring that these things are to be carried out and let them make their first appropriation from the revenues of the country, and then you have them where they must issue bonds, unless the revenues afford a sufficient amount each year to carry that project on economically and with due rapidity. I tell you, gentlemen, you are getting as the boys and girls used to say in hunting a button—you are getting warm. You are at a point where you can accomplish something if you don't stop it by doing it the wrong way.

### CO-OPERATION OF THE WAR DEPARTMENT

I don't feel justified in giving advice to a body like this on a subject which they have studied so much, or I should not offer it except that I have had pretty close association as secretary of war and otherwise with the army engineers, who have given their lives to the study of these improvements. I know these army engineers very well. Doubtless you do, as you have met them in the districts to which they were assigned. I venture to say that in your whole experience you have never met men of a higher standard of character, of a higher devotion to public duty, and of greater skill in their profession than these same army engineers. They are selected from the first ten or the first five of the graduates of West Point, and they have a little ring in the army which I might betray to you by reason of some inside information. If a class comes out to that which has not developed very good material in the way of engineers and mathematicians somehow or other the chief engineer advises the secretary of war that for that year they do not need any particular addition to the corps, and so it is that they have acquired a greater proportion of the mathematical and engineering ability of these who graduated from West Point than they really were entitled to. They have gone on, and with but one exception their record is clear in the honesty, and I had almost said the severity, with which they have expended the government's funds, and have seen to their being put into material at a cost which was an honest cost.

### DEPENDENCE UPON ARMY ENGINEERS

But it has been said that they were crotchety, that at times they did not apparently watch the sound of progress; that they were slow sometimes in the building up of improvements. I am not prepared to say that those criticisms with reference to individuals were not well founded. You can not take a great corps like that, numbering as it does a great many officers within it, and not find men who fail to keep up with the procession; but I am very sure from talking with General Marshall and with a number of other men at the head of the corps that they are fully charged with the increasing interest in this country among the people and among the business men in the development of the inland waterways and that you could not have a safer body of men to advise you than the army engineers.

I count it one of the great good fortunes of this country when the country had to build the Panama canal that after using the great ability of civil engineers we finally settled down upon the army engineers to carry that project through.

### A SOURCE OF RELIANCE

So it is with respect to the waterways. They have recommended to the chairman of the waterways committee in the House a system of improvements that I believe will meet the judgment of this convention, if it be moderated to the possibilities of what can be accomplished. I think you can secure upon the statute books of this country a declaration in favor of continuing contracts to build the four or five projects which the engineers have recommended in such

a way that even if you do not get the bonds voted at first if the time arises when the revenues will not permit their use—I mean the current revenues—to continue that work with reasonable rapidity you can move upon the government for the issuing of bonds. I would make the fight for bonds when the conditions strengthen the argument in their favor. It is a strong argument that you will have to meet; that if you are going to issue a large amount of bonds just for the purpose of putting them into the waterways as their necessity may develop then there is a temptation to extravagance. Perhaps it is my judicial experience, but I always feel as if you ought to shape your policy in order to win, not according to the enthusiastic suggestions of your imagination but in order to overcome the obstacles that you are likely to encounter in winning the end which you seek.

And now, ladies and gentlemen, I am very much obliged to you for giving me such attention. I realize that what I have said comes from the lips of a mere tyro, but it comes from one who has some temporary responsibility in respect to the matter and from one who is thoroughly in sympathy with the general object which you seek here—the development of all the waterways of this country by a general policy in such way as to reduce and control railroad rates and in such way as to stimulate upon the bosom of the waters the transportation of such merchandise as is peculiarly fitted to that character of carriage.

#### Address of President of Congress

Hon. Joseph E. Ransdell, president of the congress, next addressed the conference. He said in part:

You have assembled here from every part of the Union without regard to section, political belief or business interest for the purpose of voicing your sentiments on a question that intimately concerns every citizen of the republic—the question of transportation as affected by improved waterways. A small but resolute band met at the Arlington hotel in January, 1906, and those who were present then are delighted at the marvelous growth evidenced by the general voice of the press in advocacy of our policies, and by this splendid assemblage of the leading men of the United States. We advocated then, as we do today, a broad, comprehensive, businesslike policy for improving every meritorious watercourse in the land without mention of special projects; and we insisted then, as we do now, upon the necessity of an annual rivers and harbors bill carrying an appropriation of at least \$50,000,000 to be expended in the prompt execution of such projects as have been approved by the engineer corps, which sum is fully warranted by the magnitude and importance of the interests involved. Our united forces have become a mighty power, actuated by the patriotic determination to improve all our waterways and make them what nature's God intended they should be—the cheapest of all freight carriers and the best of rate regulators. Much has been accomplished and many are beginning to study and understand this subject, but the battle is not yet won, and if we divide our strength and grow selfish the result is most uncertain.

#### WATERWAY IMPROVEMENT A NECESSITY

We must carry on the fight with unrelaxing energy and make the people who elect the congressmen and state legislators understand that water transportation is much cheaper than rail for heavy, low class, bulky articles; that a well improved system of rivers and canals along our seaboard and interior, standardized as nearly as possible so that freight can move to and from any part of the Union without breaking bulk, would furnish admirable facilities and prevent the freight congestion which caused such heavy losses three years ago and which threatens to recur; that while nature has given the United States many fine waters, they have been sadly neglected by our national government, which took control of them in 1796, and it will require a large expenditure properly to improve them; that we have given railroads a free hand in the past without any restrictions whatsoever, and in many instances their unfair methods have destroyed water commerce, and that most of the terminals on water courses, which should be for the common use of all transportation agents by land and water, are owned by one or more railroads and used for selfish interests with scant regard to public welfare.

This situation must be changed and will be as soon as the people demand it. It is the duty of the friends of waterways to see that the demand is made immediately and strongly. Let us work together for that end and forget our local interests until our national lawmakers have adopted the broad, comprehensive policy for the improvement of the nation's waterways advocated by us. We must insure the success of that policy by an annual appropriation of \$50,000,000, secured by an authorized bond issue of fifty millions a year to be used when current revenues are not available.

Let me give one concrete example of how river improvement work has been carried on: In 1907

Congress adopted a project for six feet slack water navigation on the upper Mississippi between St. Paul and the mouth of the Missouri river a distance of 658 miles—at an estimated cost of \$20,000,000. An appropriation in cash of \$500,000 was made and a like sum for each of the following three years—a total of \$2,000,000 in four years—was authorized, especially providing that not more than \$500,000 should be spent in one year. At that rate, as solemnly set down and provided by law, it will take forty years to complete this project, one of the most meritorious in the Union—a splendid river flowing through as fertile land as we have on the continent, with a large and wealthy population on its shores, and many fine manufacturing cities. Forty years! and yet these people are taxed to build the Panama canal in ten years. Where is the reason or justice of such a thing? Echo answer "Where?" This case is merely used as an illustration, and there are many similar ones. If we had our authorized bond issue of fifty million dollars a year this truly great and worthy project could be placed under continuing contract at two to three millions a year until completed and others of similar merit treated in like manner.

#### ATTITUDE OF THE RAILROADS

Another important subject for this convention to consider is the attitude of our great railways toward a broad, liberal policy of waterway improvement. From close observation and the best obtainable information, I fear many of our leading railway men are unfriendly to this movement and, while not in active opposition, they are either totally indifferent or quietly antagonistic. In my opinion, this is a great mistake on their part, and it would be much wiser for them to espouse actively the cause of improved waterways. A slight study of the subject will show that nearly all of our great cities and large centers of manufacturing and business are on navigable water courses and receive the benefits of water competition in cheapened freight rates and increased facilities; and yet it is in these localities that the railroads do their most remunerative business. If our great river systems were improved thoroughly so that navigation thereon was first class, freight rates would be much cheaper, but there would be such a large growth of population and business of every kind, the cream of which would go to the railroads, that they would profit very largely thereby, and as a business proposition it would pay them to have the waterways fully developed. Many of the best paying roads in the Union parallel the improved waters, as, for instance, those adjacent to Long Island sound, the Hudson river and Erie canal and the Great Lakes.

Governor Herbert S. Hadley of Missouri, United States Senator Chamberlain of Oregon, Governor Wilson of Kentucky, F. W. Grandell of the Travelers' Protective Association of the United States, Hon. John Dalzell of Pennsylvania, and Governor Frank B. Weeks of Connecticut spoke of waterways conditions in their respective sections and advocated both a bond issue and an extension of the program for improvements.

Hon. George Burgess, representative in Congress from Texas, made the only adverse speech of the conference. He opposed it on the ground that, compared with the waterways improvements of Germany, for instance, the task ahead of the American government is too stupendous for contemplation. He thought the work might be undertaken more conservatively by improving a little here and a little there until the practicability was tested.

There were other speeches from senators and representatives in Congress as well as from many men prominent in the business and commercial world. John A. Fox, special director of the rivers and harbors congress, stated that during the last year he had traveled over the country four times, given out 600 interviews, had written half a hundred articles for newspapers and magazines and in that time the sentiment for improved waterways had increased fully one hundred per cent.

#### Platform Adopted

The conference adopted the following platform:

The National Rivers & Harbors Congress includes in this convention 3,150 accredited delegates, farmers, manufacturers, merchants, maritime and professional men and members of commercial bodies, representing the greater part of the tonnage of the United States, as well as the shipping interests of the country at large.

This congress is assembled to urge upon the government of the United States the immediate adoption of a broad, liberal, comprehensive and effective policy of rivers and harbors improvements, with profound conviction of its responsibility, and earnestly requests the attention of the President of the United States and the Senate and the House of Representatives of the national Congress to the matters herein set forth.

Every commercial country in the world is working to better its transportation methods, knowing that upon easy, cheap, and sufficient transportation depends the material prosperity of its people, and knowing that to the country which first perfects its system of transportation will come the commercial supremacy of the world.

Every foreign country is utilizing its rivers and harbors and other waterways as the chief factors in perfecting its system of transportation, and the government of every foreign commercial country has deliberately assumed the responsibility of making its rivers and harbors and other waterways adequate for all transportation purposes.

The United States, with resources and courage great enough to undertake successfully the building of that gigantic and most useful water highway, the Panama canal, controlling its own navigable waterways to the exclusion of private effort, is alone among the world powers in neglecting the improvement of its waterways, and has so failed to develop them into effective freight-carrying navigability that the inadequate transportation facilities now seriously impair our commercial growth, and cause enormous waste of our agricultural resources, retarding the settlement of the country and hindering its productive development.

Unless these transportation facilities be made sufficient the United States can not hope either to increase its domestic commerce or extend its foreign commerce as it should, or to take advantage of the opening of the Panama canal, in order to compete with other commercial countries in the markets of the world. This government has the power to give the United States absolute commercial supremacy over all other countries; and the sixty-first Congress now in session can do much to accomplish this by appropriate legislation.

A rivers and harbors bill should be passed as early as possible in the present session of this Congress, appropriating at least \$50,000,000 for the purpose of carrying forward, under the continuing contract system, such rivers and harbors projects as have been heretofore entered on or finally approved, and as are of such a character as surely to fit into and carry into effective use any larger, comprehensive and connected waterway system that may be subsequently adopted; and annually for ten years thereafter an equal sum should be appropriated; and

We believe that the annual river and harbor bill should be placed upon an equal footing with other great appropriation bills and we condemn the present method of appropriation whereby the river and harbor bill carries only such sum as may remain after the other budgets have been authorized.

All projects approved by the government engineers and adopted by Congress should be put upon the continuing contract system and monies provided for their completion as rapidly as physical conditions permit, such monies to be paid from current revenues when practicable or from an issuance of bonds when necessary.

To secure the development of our rivers and harbors on a comprehensive and systematic plan, a department of public works, with a cabinet officer at its head, should be created, which department should have charge of and control over all public works of this and of a similar character. This need in no way prevent the use of the United States corps of engineers now having charge of rivers and harbors work. This corps is now manifestly insufficient for the work it is called upon to do, and we urge that it be sufficiently increased, utilizing in the permanent organization so far as is practicable the United States assistant civil engineers now in the employ of the government. We endorse the bill now pending before Congress for the increase of this corps and urge its enactment into law. We believe that this corps of engineers should be given authority and it should be made its duty to formulate and suggest to Congress plans and projects for rivers and harbors improvement.

In order fully to secure the benefits of waterway improvement to the shippers of the country it is absolutely necessary that the harbors, lakes



and rivers should have the most modern terminal systems for the vessels. We earnestly urge upon the people of states and cities, where waterway improvement is proceeding, the importance of establishing public terminals and landing places with the most modern appliances and equipment for loading and unloading freight, and of beginning this work immediately.

Actuated by the desire to see the United States become the chief commercial country of the world, we, the delegates to this National Rivers & Harbors Congress, present this statement of the transportation conditions now existing, and the remedy we propose, for the consideration of the President of the United States and of the national Congress, and on behalf of the people of our country we urge the adoption of these recommendations.

#### Officers Elected

The following officers were elected:

President—Joseph E. Ransdell.  
Secretary and treasurer—J. F. Ellison.  
Special director—John A. Fox.  
Directors for the Atlantic seaboard—William H. Lincoln, Boston, Mass.; Olin J. Stephens, New York; George E. Bartol, Philadelphia; J. Hampton Moore, Philadelphia; H. C. Warren, New Haven, Conn.; John R. Sherwood, Baltimore, Md.; and Anthony Higgins, Wilmington, Del.

South Atlantic Seaboard—E. J. Hale, Fayetteville, N. C.; W. S. Reamer, Columbia, S. C.; John C. Freeman, Richmond, Va.; D. U. Fletcher, Jacksonville, Fla.; Howard Stafford, Augusta, Ga.; and E. Lommus, Columbus, Ga.

Gulf seaboard—Martin Behrman, New Orleans; S. Tallaferrro, Houston, Tex.; H. Pillans, Mobile, Ala.; Roy Miller, Corpus Christi, Tex.; and R. L. Simpson, Gulfport, Miss.

#### IN MISSISSIPPI VALLEY

Entire Mississippi valley district—Thomas Wilkinson, Burlington, Iowa.; W. P. Kennett, St. Louis, Mo.; Eli Warren, St. Paul, Minn.; W. K. Kavanaugh, St. Louis, Mo.; Charles Scott, Rosedale, Miss.

The Great Lakes District—Edward H. Butler, Buffalo, N. Y.; James H. Davidson, Oshkosh, Wis.;

E. W. Wickey, East Chicago, Ind.; T. Edward Wilder, Chicago, Ill.; H. I. Sephard, Toledo, Ohio; Alex McDougal, Duluth, Minn.; and P. W. Collman, Oswego, N. Y.

Ohio Valley district—W. B. Rodgers, Pittsburgh, Pa.; Albert Bettinger, Cincinnati, Ohio; John L. Vance, Columbus, Ohio; Henry Riesenberg, Indianapolis, Ind.; and George H. Parsons, Cairo.

#### OTHER DISTRICTS

Tennessee and Cumberland district—M. T. Bryan, Nashville, Tenn.; and J. A. Patten, Chattanooga, Tenn.

Arkansas Valley district—John A. Fox, Arkansas.

Missouri Valley district—Lawrence M. Jones, Kansas City, Mo.; and I. P. Baker, Bismarck, N. D.

Pacific Coast district—A. H. Devers, Portland, Ore.; George C. Pardee, Oakland, Cal.; and Dr. N. G. Balcock, Walla Walla, Wash.

United Commercial Travelers of America—W. A. Johnson, Covington, Ky.  
Travelers' Protective Association of America—A. D. Brackett.

#### Prominent Lumbermen in Attendance

Edward Hines, Chicago, Hines Lumber Company.

W. B. Stillwell, Savannah, Ga., Southern Pine Lumber Company.

Sam P. Swinford, Houston, Tex., secretary Texas Lumbermen's Association.

Julius Seidel, St. Louis, Mo., president St. Louis Lumbermen's Club.

T. S. Underhill, Philadelphia, Pa., Wistar, Underhill & Co.

W. D. Gill, Baltimore, Md., W. D. Gill & Son.

R. C. Blades, Elizabeth, N. C.

W. C. Underhill, Hartford, N. C.

F. C. Gillingham, Philadelphia, Pa., F. C. Gillingham & Son.

Tom Vrooman, Philadelphia, Pa., Vrooman Company, Limited.

Victor Kugler, Philadelphia, Pa.

F. Smedley, Philadelphia, Pa., Smedley Bros. Company.

James M. Reilly, Newark, N. J., secretary New Jersey Lumbermen's Protective Association.

G. H. Barnes, G. H. Barnes Hardwood Lumber Company.

A. W. Johanning, Johanning Lumber Company.  
Carl H. Holckamp, Holckamp Lumber Company.

J. W. Hanksins, Robinson Lumber Company.

Thos. C. Whitmarsh, chairman of the committee appointed at the November meeting of the San Antonio classification conference, made a report on which there was a general discussion.

A resolution of respect to the memory of the late James E. Defebaugh, editor of the American Lumberman, was introduced by W. E. Barnes and unanimously adopted.

A resolution was introduced by Thos. E. Powe asking the Lumbermen's Club to put itself on record as opposing the bridge arbitrary. There was considerable discussion, and it was finally referred to the traffic committee.

President Seidel then related the results of his visit to Washington as a delegate to the Rivers and Harbors Congress. He then read his annual report, a brief outline of which follows:

Following the usual custom, President Seidel in his annual address made a comprehensive report on the work the club has accomplished during the past year. He stated that the club now has 108 members, a gain of 42 during the year. The Publicity Committee, he said, has done some very effective work. It has distributed 28,000 tracts, advertising St. Louis as a lumber center. One of the excellent suggestions made by President Seidel was the readjustment of the work of the committees of the club. He suggested that the board prepare for each committee a set of working rules, so its duties will be more clearly defined.

Mr. Seidel reported that three cases of arbitration had been submitted to the club's committee, and brought out the fact this means is infinitely more satisfactory than a decision in the law court, where controversies are decided by law points only, while in this method of arbitration the decision is given by men familiar with the various intricacies of the business.

The work of the club in opposing the attack that was made to annul the lien law of the state resulted in getting the co-operation of other interests, and the law was not disturbed. He dealt exhaustively with the subject of forest conservation and suggested that the scope of the Committee on Public Affairs be broadened to include legislation, to see that good legislation prevails on this important subject.

President Seidel, in conclusion, made an effort to rouse lumbermen to the importance of taking more interest in politics. He said that, considering that the lumber industry is third in this country, lumbermen ought to be more concerned with politics generally as well as with laws affecting matters concerning the lumber business in all its phases.

The treasurer's report was read and accepted and H. S. Price and Robert J. Fine were appointed a committee to audit the accounts.

#### Election of Officers

The election of officers then took place. The two nominating committees appointed at the November meeting, having selected the same ticket, these were elected as follows:

President—Richard J. O'Reilly.

First vice-president—C. D. Johnson.

Second vice-president—H. A. Boeckeler.

Treasurer—E. C. Robinson.

Secretary—John B. Kessler.

However, Mr. Seidel was nominated for the presidency by Thos. C. Whitmarsh, from the floor, and his nomination was seconded by Mr. Knabel. Although the nomination of Mr. Seidel was not withdrawn by Mr. Whitmarsh, in spite of it having been seconded by Mr. Knabel, Mr. O'Reilly, who was the choice of the two nominating committees, as well as

hardwood lumbermen had always been foremost in the support of the National Association; that there are few cities in the country where all branches were better organized than in St. Louis; that he believed the country was on the verge of the best times it has ever known.

President Seidel then introduced Max Sondheimer of Memphis. In his usual witty way Mr. Sondheimer had considerable fun with President Seidel and others present. He said while he did not propose to talk "shop," he could not resist the temptation of telling of the bright outlook for the coming year. He said there never was a time in the history of the hardwood trade when the supply of stock was so low at the consuming centers as now. He thought hardwood lumbermen should consider this fact and put up prices to a paying basis.

F. F. Fish, who was the next speaker, mentioned that he had visited all the large markets of the country during the year, but did not know of any place where the lumber trade was better organized than at St. Louis, and he congratulated the Lumbermen's Club on that fact.

At the conclusion of Mr. Fish's remarks the reports of officers and committees were called for by the president.

The membership committee reported eight new applications. They were as follows, and were unanimously elected to membership:

P. F. Cook, St. Louis Lumberman.  
S. W. Morton, Van Cleave Lumber Company.  
E. S. Crull, Grays Harbor Commercial Company.  
H. M. Morriss, Van Cleave Lumber Company.

## Annual St. Louis Lumbermen's Club

The annual meeting and banquet of the Lumbermen's Club of St. Louis was held on Tuesday evening, December 14, at the Mercantile Club. The attendance was large and much enthusiasm was shown.

At the conclusion of a most enjoyable dinner, President Julius Seidel, who presided, called the meeting to order. He announced that Earl Palmer of Paducah, Ky., O. O. Agler, president of the National Hardwood Lumber Association, and F. F. Fish, secretary of the same organization, both of Chicago, were the guests of honor and the speakers of the evening.

Mr. Palmer, who was the first speaker, made a short address. He said he would not talk "shop," as it was not the time and place; he also said he could not advise the St. Louis lumbermen how to run their business, as they are such good lumbermen themselves. He then gave a short talk on "The Power of an Idea." He sketched the growth of some of the greatest political, scientific and ethical ideas, such as transportation and invention: the idea of the building of the Panama Canal, the improvement of the inland waterways and the idea that a man's competitor is not his enemy. He concluded by saying that we are on the eve of a most prosperous era, and that he hoped that the Lumbermen's Club in the future, as in the past, would do everything to realize its highest ideals in placing the lumber business in the position to which it is entitled.

The next speaker was O. O. Agler of Chicago. Mr. Agler stated that the St. Louis



all other nominees on the ticket, was elected by acclamation over a protest made by Mr. Whitmarsh and his second. Quite a number of the members of the club say that this makes the election of officers illegal, as according to the constitution and by-laws, nominations for any office can be made from the floor and they must be elected by ballot.

A rising vote of thanks was then extended to Mr. Seidel for his work during the year.

## Annual Memphis Lumbermen's Club

The "red men," known as the candidates on the red ticket in the election of officers for the Memphis Lumbermen's Club, swooped down on their opponents on the blue ticket on December 18 and captured almost everything in sight. In fact, when the final results were announced it was found that only two men on the blue ticket had survived the onset, all the other offices having gone to the red men's camp.

The red men conceived the idea of posing as Indians at an early stage of the campaign, and they carried it out beautifully. They designated their leader, S. C. Major, as Big Chief Major, and assigned appropriate titles to the other members on their ticket. The red men were vigorous in their campaign, losing no opportunity to make friends for themselves, and it seems that their work was slightly more effective than that of the blues. The campaign was conducted in a most spirited manner, but there was evidence of good feeling throughout, and the result has left no bad effects. The beaten candidates have taken their defeat philosophically and have not only congratulated their victors but have pledged to them their earnest support in behalf of the club during the ensuing year.

The full results of the election are given herewith, from which it will be seen that E. E. Goodlander and W. H. Greble were the only members of the blue ticket to be elected:

President—S. C. Major (red).

First Vice-President—J. W. McClure (red).

Second Vice-President—J. F. McIntyre (red).

Secretary and Treasurer—J. M. Thompson (both tickets).

One-year directors—Keith Blanton (red), L. C. Nolan (red), E. E. Goodlander (blue).

Two-year directors—J. W. McSweyn (red), R. J. Lockwood (red), W. H. Greble (blue).

A. L. Foster of the J. W. Thompson Lumber Company, who ran on the blue ticket, tied with J. F. McSweyn of the red men for director for two years. Some one suggested that a coin be tossed up to settle the matter, and Mr. McSweyn won.

The red men were loud in their cheers as the results were announced. There was an Indian yell when it was stated that Big Chief Major had won, and the yelling increased in enthusiasm as it became evident that the red men had captured almost everything in sight.

The colors indicated by the two tickets were much in evidence throughout the evening. In fact, there was so much red and so much blue that it was an easy matter to see that there was an election under way. Some of the candidates were so bedecked with red that they could hardly be seen, while some of the others were thoroughly covered with blue. Some of the members came prepared to vote on both tickets, and it was not an unusual thing to see a mass of

Mr. Seidel thanked the club, and then said he had secured a fine picture of the Capitol on his recent visit to Washington, which he would turn over to the club to be hung in the rooms.

Mr. O'Reilly, the new president, on being called on for a speech, promised to do all in his power to maintain the record of the club made under the administration of Mr. Seidel, and asked the cooperation of the members.

both red and blue adorning the same individual.

The battle lasted for almost four hours, and the committee on both tickets, as well as the candidates and their friends, worked hard to secure votes while the polls were open. The red men, however, had done more effective work before the polls opened, and they give this as the cause of their victory.

A delightful luncheon was served during the evening. This has become a regular feature of the annual election. After the meal a number of the members were called upon for brief addresses, pending the announcement of the results. There were several visitors present also, and some of these were called upon. Prominent



S. C. MAJOR, NEW PRESIDENT MEMPHIS LUMBERMEN'S CLUB.

among them was former Governor Benton McMillin of Tennessee, who declared that the lumbermen had it in their power to make of the South an even more wonderful country through advocacy of forest preservation.

All of the successful and unsuccessful candidates were called upon for remarks after the results were announced, and those who were successful declared that they would do everything in their power to serve and advance the interests of the club. The occasion was a delightful one and will go down in the history of the club as one of its "red" letter days.

grets from R. M. Fry of the Fry Lumber Company, who was unable to be present.

President Massengale then read his yearly report. He stated that the Lumbermen's Exchange had been a little better than self-supporting during the year; that the inspectors

had measured and inspected about 7,500,000 feet of all kinds of lumber, a gain of about half a million feet over the previous year; that on the first of the year the Exchange had a membership of forty and that since that time six new members had been gained. He then mentioned what the exchange had done during the year.

A resolution of thanks was then tendered to the president.

A committee of three, composed of W. A. Bonsack, A. J. Lang and George H. Cottrill, was appointed to nominate two tickets to be voted on at the annual election on January 3. While the committee was out selecting the tickets, Lloyd G. Harris and Kelly Chandler were called on by the president to speak.

When the Nominating Committee returned they submitted the following names as candidates for the respective offices: President, Thomas E. Powe and George E. Hibbard; vice-president, William W. Milne and R. F. Krebs. The board of directors were the same on both tickets and were: Franz Waldstein, J. R. Massengale, Frank C. Moore, K. C. Chandler, Peter Whaley, A. W. Johanning, E. N. Wiese, W. R. Chivvis, A. J. Lang, R. E. Drake, L. G. Harris and R. J. O'Reilly.

The seven nominees of the Board of Directors receiving the highest number of votes were to compose the Board of Directors and the five lowest were to be the Board of Arbitration.

After the report of the Nominating Committee had been accepted the following gentlemen were called on to speak: Pat Cook, E. H. Warner, A. W. Johanning, Franz Waldstein, Thomas E. Powe, Col. Jack P. Richardson, John E. Massengale, W. W. Dings and James E. Gatewood.

After considerable discussion the resolution offered by Mr. Powe, "endorsing the action of the St. Louis City Council in its stand against the Bridge Arbitrary," was passed and the president and secretary were instructed to send a letter to the president of the City Council to that effect.

The president then appointed as tellers of the election on January 3 the following gentlemen: L. M. Borgess, Frank G. Liebke and F. E. Sommers. The meeting then adjourned.

The guests of the evening were E. H. Warner, J. H. Johanning and John E. Massengale. Others present were:

W. E. Rauch, Drake-Conger Lumber Co.  
R. E. Drake, Drake Conger Lumber Co.  
A. J. Lang.  
Kelly R. Chandler.  
John E. Massengale.  
John E. Massengale, Jr.  
Roland F. Krebs, Krebs-Scheve Lumber Co.  
James E. Gatewood, St. Louis Lumberman.  
Henry A. Marting, G. H. Marting Lumber Co.  
Charles W. Marting, G. H. Marting Lumber Co.  
W. A. Bonsack, Bonsack Lumber Co.  
Franz Waldstein, Waldstein Lumber Co.  
Jack P. Richardson, J. P. & W. H. Richardson.  
John H. Johanning, Johanning Lumber Co.  
J. R. Massengale, J. R. Massengale Lumber Co.  
E. H. Warner, E. H. Warner.  
A. H. Bush, secretary Lumber Exchange.  
W. C. Howland, HARDWOOD RECORD.  
H. F. Nelson, Ozark Cooperage & Lumber Co.  
Lloyd G. Harris, Lloyd G. Harris Mfg. Co.  
William Dings, William Dings.  
Thomas E. Powe, Thomas E. Powe Lumber Co.  
J. L. Benas, Waldstein Lumber Co.  
Charles E. Thomas, Thomas & Proetz Lumber Co.  
James Milne, Milne Lumber Co.  
A. W. Johanning, Johanning Lumber Co.  
W. W. Milne, Milne Lumber Co.  
J. L. Scheve, Krebs-Scheve Lumber Co.  
F. C. Harrington, Thomas E. Powe Lumber Co.  
W. W. Dings, Garetson-Greason Lumber Co.  
Henry Roemer, Southern Lumberman.  
P. F. Cook, St. Louis Lumberman.  
F. C. Moore, F. C. Moore Lumber Co.  
L. M. Borgess, Steele & Hibbard Lumber Co.  
Edward W. Wiese, Thomas & Proetz Lumber Co.  
George H. Cottrill, American Hardwood Lumber Co.  
F. E. Sommers, American Hardwood Lbr. Co.  
F. J. Liebke, C. F. Liebke Hardwood, Mill & Lumber Co.  
R. J. Fine.  
R. B. McConnell, Huttig Sash & Door Co.

## Annual St. Louis Exchange

The annual meeting and banquet of the Lumbermen's Exchange of St. Louis took place Tuesday evening, December 21, at the Missouri Athletic Club. Dinner was served at 6:30, after which the business meeting was called to order by President J. R. Massengale, who read re-

## *A Visit to the Mahogany Forests of Mexico*



SOME FINE MAHOGANY LOGS AT A MEXICAN LOGGING CAMP

While the constantly diminishing supply of timber in this country has been commented on extensively by the daily papers as being a matter of universal interest, references to one of the most important hardwoods now used in cabinet work has been rare, presumably because this wood is not a native of the United States and our citizens have little or no monetary interest in it. This wood is mahogany, the use of which has become so general for interior woodwork, furniture, etc., that it is no longer regarded as a rare and very costly wood.

The finest figured mahogany has for the past two centuries been drawn from Mexico. In the days when Spain held sway in Mexico vessels laden with mahogany for use in Spain and England plied between Europe and America. Quite recently a ship, sunk in Vigo Bay, Spain, in the seventeenth century, was raised for the treasure supposed to be in her hold. While no treasure was found, some beautiful mahogany logs were discovered in a perfect state of preservation, thus showing that the mahogany forests of Mexico have for centuries been exploited. Now scarcely a tree of sufficient size for cutting can be found except in localities where the physical conditions make it unprofitable to remove it.

As is the case with the hardwood growth of our own country, the mahogany forests of Mexico are rapidly becoming a thing of the past, so far as bringing out the timber for

commercial purposes is concerned. While there are vast tracts of virgin forest in the mountains, these are practically inaccessible and will remain so for many years, as the building of roads to handle this timber would be so expensive as to make logging prohibitive. This country's imports of Mexican mahogany will probably be less next year than for a long period.

While there are many other points from which mahogany is shipped, notably from the coast of South America, from Africa and the Philippine Islands, none has been found up to the present time which combines all the desirable qualities which have made the Mexican variety the premier of its class.

On a recent visit to Mexico, Chas. H. Thompson, president and treasurer of Lewis Thompson & Co., Inc., of Philadelphia, Pa., one of the largest mahogany concerns in the country, states that he found many abandoned camps and many old loggers seeking other employment.

No doubt the situation will be similar to the oak of Indiana, which from a commercial viewpoint was cut out ten years ago, although a small amount is still found in remote places previously overlooked; so with Mexican mahogany, for many years a few cargoes will come forward, but the day when the forests of Mexico could almost supply the world's demand for mahogany has vanished.

Primitive methods of logging and cutting

are still followed in Mexico; the majority of the logging camps are on the large rivers in the mountain country at a distance of from 300 to 400 miles from the loading point, so that the transportation and handling of modern equipment is almost out of the question. The natives by their own simple methods really produce better results under existing conditions than could be obtained by the application of modern and scientific methods.

Perhaps 75 per cent of the mahogany logs coming from Mexico are floated down the Usumacinta river, distances varying from three hundred to five hundred miles. The Usumacinta is a very interesting river. At one point it seems to disappear into the earth, to reappear again about two miles further on. It is said that no man has ever been through this portion of the river, although several years ago attempts were made by a party of Indians, who entered in a canoe to which a long rope was fastened. When they disappeared the rope broke, and they were never seen again. Presumably logs which enter this subterranean tunnel never appear again, which has led to the theory that part of the water must continue down into a subterranean channel leading to the bowels of the earth.

It is surprising, says Mr. Thompson, when the difficulties which have to be overcome are considered, how much mahogany has been produced annually from this section. That

mahogany has maintained an unbroken price for the past twenty years also finds explanation in this fact; if any doubt exists as to a material cheapening of mahogany products it would be quickly dissipated by a visit to Mexico and an inspection of the difficulties surrounding the industry. Such a visit is not without its pleasant features, as there is the recreation of tarpon fishing and hunting, as the deer, wild turkey and tarpon

are numerous all through this locality.

Native labor is satisfied with accommodations and food which would not be possible for a white man to submit to for an extended period, but roughing it for a few weeks in this climate is enjoyable. It is rare that white labor is encountered in this section.

The artistic wood lover who has seen the gradual extinction of the San Domingo mahogany looks with regret on the present situ-

ation in Mexican mahogany, which is rapidly approaching the point where this beautiful wood will be but a memory.

The accompanying view was made from a photograph taken by Mr. Thompson on his recent visit to Mexico. It is especially interesting as showing some handsome mahogany logs as they lay at the logging camps of Mexico.

## Utilization of Hardwoods

ARTICLE XXXIII

### Dining Tables

Among the different uses to which hardwoods are put today none shows a keener observance of quality than dining-tables, the manufacture of which has reached a prominent place in the furniture world.

There are only two styles of dining-tables on the market, pedestal and extension tables. In reality there is only one, the pedestal,



ANOTHER COLONIAL TABLE, VENEERED.

of finishes are among the popular woods used.

For the most part the designs are plain. The tendency is decidedly in that direction even among the most beautiful and expensive pieces. Carved pedestals are also popular. The plain tables are usually veneered, while the carved work is, of course, solid wood.

Only the better grades of hardwoods are used. The tendency is so manifestly toward the best hardwood that little if any cheap timber figures in the manufacture.

The construction work on tables has been improved upon to the extent that they are now perfect, so far as anything is perfect.

Two of the illustrations accompanying this article show a veneered and carved table manufactured by Louis F. Nonnast of Chicago, one of the oldest manufacturers of dining-tables in the West. The other illustration is from a popular table made by Niemann & Weinhardt, also of Chicago and one of the prominent manufacturing concerns in this line.



HAND CARVED PEDESTAL TABLE.

COLONIAL STYLE PEDESTAL TABLE.

since the manufacturing ratio is about ten to one. Ten years ago the extension table occupied the first position, but in the same degree that other varieties of furniture have changed so has the dining-table.

The reason for this is wholly economic. On every hand the primary object has been to utilize space, without affecting the artistic appearance of the piece. The extension table was long, always expressionless and invariably bulky. The pedestal table is precisely the reverse. In the first place, when not in use, it can be put into compact form because of its roundness. While in use it serves all and more purposes than the extension variety, which necessarily must have five legs, which very often interfere with the comfort of those seated around the table.

The better grades of pedestal tables are made of quartered white oak, plain oak being used on the extension kind. Ash figures considerably in the manufacture of tables, especially when given a mahogany finish. Walnut, both Circassian and domestic; birch, maple, gum, elm and mahogany in a variety

## Power Transmission for Woodworking Plants

Power transmission is just as important as power itself. After the power is obtained the question that concerns the woodworking plant is how best may it be transmitted. There is a wide difference of opinion as to the merits of the several ways of sending power through a plant.

First, there is the belt transmitter, which is again subdivided into three kinds: Leather, rubber and canvas. Second, there is the rope drive; third, the friction drive; fourth, transmission by chains and gear wheels.

Some factories use nearly all these types, and most factories employ more than one kind. The chief difference lies in the kinds of belts preferred, rather than in the specific style of transmission; for example, there are mill owners who will not allow anything in their plant but a leather belt while there are others who pin their faith to rubber or canvas. As there are different types so are there different points of merit.

In the plant where all leather is used operators are sticklers for an expensive belt. For high speed machines and a medium short belt, leather is regarded as preferable. In fact, some mill owners argue that there is no other belt but leather that will carry the speed without slipping.

There should be, in overhead work, a good distance between shafts. On this kind of a drive it is stated that it is a waste of money to buy a leather belt, because a rubber or canvas belt will do all that is required without trouble. In a number of cases the belt will have to be run in a half-twist and this the leather belt will not carry without great wear. A painted canvas belt will stand great abuse, though they stretch easily.

However, if the belt runs horizontally and there is the proper distance between shafts this stretching or sagging will not bother much. It will in reality give more power. A concern in Ohio ran a fourteen-inch red canvas belt from one motor to the line shaft, transmitting some thirty horse-power. There was a ten inch pulley on the motor and a forty-two inch pulley on the line shaft and the distance from center to center was only twenty-one feet.

There was a good deal of trouble with this arrangement. The belt was not long enough and the drive pulley was too small for the load. The belt, however, stood the strain for over a year. The concern next tried an endless double leather belt about fifteen feet longer than the canvas belt and the motor had to be moved back to accommodate it. For the first few weeks there was much slipping but later it became perfectly adjusted and not since, some three years ago, has it given any trouble.

For overhead counter-shafting rubber belts are found satisfactory, in most cases. After a rubber belt begins to split it might as well be thrown away, for it will not last long.

Double leather belts are very good but they should not, according to many mill owners, be used on pulleys under eight inches. On smaller pulleys there is too much slippage, more than is really noticed and the belt wears away on the under ply.

Rope transmission is fast coming into use. Its specific place in the factory is from the engine or motor to the line shaft; and for this purpose it is considered as just the thing. The use of the tighteners does away with slipping and the drive can be extended almost to any distance and around all kinds of obstructions.

The friction drive for special purposes is also coming into use. It is a positive drive, with variable speed, and can be used on several kinds of woodworking machinery.

In the case of the quarter-turn belt there is much dissatisfaction. Mill owners as a rule do not favor it and have discarded it wherever possible.

The subject of belt dressings is one in which every mill owner is interested. It has caused considerable trouble and probably

will cause more. The dressing tends to rot the belt, and with due regard to the firms manufacturing these dressings, the fact remains that the mill owners have usually found them unsatisfactory.

Canvas belts should be painted every two or three weeks with red paint mixed with oil. Rosin is best for rubber belts, though this has many disadvantages and is shunned by operators.

Summarizing things helpful and things not, it may be stated that mill owners do not favor belt tighteners because they ruin the top side of the belt and stretch one side as against another. A belt clamp should be a part of the equipment of every shop. They are made in sizes to fit almost any belt and they add to the life of the belt if laced on the pulleys. Machines should be built with a sub-base so that it would be possible to take up the slack without having to cut out a piece of the belt. If equipped this way endless belts could be used on pretty nearly every piece of machinery besides lessening half the belt troubles.

## Cutting Mahogany in British Honduras

The mahogany industry in British Honduras is one of the largest and most important in the colony. The wood from that region is of large size, possesses a beautiful figure and rich color, and is very highly prized in all the markets of the world.

As is generally well known among lumbermen such a thing as a mahogany forest is unknown, as this growth thrives best alone, separate from its kind. The trees are always scattered, being found surrounded by the dense underbrush of the tropical forest and a close growth of smaller trees. A forest showing more than two or three trees to an acre is unusual.

Considering the habits of the mahogany tree it is not strange that inexperienced people consider the problem of cutting the wood and getting it out of the forest an almost insurmountable one. The expense of putting in transportation facilities to handle the very heavy and large logs to marketing points, the cost of maintaining camps in a dense tropical forest are matters which would discourage any but the most experienced operators.

The first work in logging mahogany in British Honduras is to mark the trees for cutting, and a man is sent through the forest for this purpose. Then the undergrowth must be cut away so that the trees can be reached, and paths must be cleared to the main roads. Then the trees may be felled. They are next sawed into suitable lengths and drawn by oxen to the railroad, which conveys them to the river, where

they are unloaded into the water. After being made into rafts the logs are towed to Belize, loaded on steamers and carried to the various markets of the world.

Ten years ago it is said that the mahogany industry of Honduras was considered doomed, as the expense attending its operation was so heavy, the returns so small and the work of getting out the trees so laborious. However, American operators became interested in the mahogany forests and pushed the industry until it is at present one of the most important of the country. The cutting of Honduras mahogany is at present largely in the hands of American interests, among whom undoubtedly the foremost concern is the C. C. Mengel & Brother Company of Louisville, Ky., which operates a large camp on the Hondo River, about forty miles from Payo Obispo, a thriving new town. At this point the company has a branch office on a site on which formerly stood a large establishment which was destroyed by fire some time ago.

In a recent issue of The Clarion, a publication issued at Belize in the interests of British Honduras, appeared an account of a visit made to Camp Mengel, which is the result of observation right on the ground, and a resume of it will undoubtedly prove of interest to readers of the RECORD.

Camp Mengel is in charge of Carlton Dodd, an expert mahogany operator and a man physically strong and mentally alert. The camp is built on the side of a ridge of considerable length. On the ridge are situ-



ated the office, the hospital and several bush houses for the accommodation of the staff. At the foot are located the machine shop, blacksmith shop, commissary, carpenter's shop, sawmill, engine shed, water distilling plant and store rooms. All these departments are thoroughly equipped with modern apparatus and are under the management of men of long experience in their several lines. The machine shop is an especially interesting place, being fitted out with a complete and up-to-date line of machinery, and it is said that anything that can be made in a machine shop anywhere can be made in this shop of Mengel's in the heart of the tropical woods.

The company operates three powerful locomotives at Camp Mengel, especially designed for hauling great weights on steep grades. These are used to carry supplies and water to the various camps and tanks along the line and on the return journey draw trucks loaded with logs. The railroad is of most substantial construction and in certain sections is laid with fifty pound steel rails and well bedded down. New extensions of the line are being built into the forests to be cut during 1910, 1911 and 1912. The road-bed for the branch is built for about five miles and the rails laid over perhaps half of this distance. It is expected that the remainder will be laid soon after the first of the year. It is the intention of the company to carry the line seven miles beyond the point now completed, making twelve miles in all, and spurs will be built where necessary. On this new extension heavy steel rails are used and the road will be of very durable construction. While there are no expensive bridges built the line has had to make some steep grades and frequently long stretches of swampy ground, requiring considerable filling in, have been encountered, so that railroad building here is no simple matter. The cost of building the road is about \$4,000 per mile.

As might be expected in an operation of such extent as this one, the Mengel company has besides the camp headquarters various branches at different points. On the site of the original camp No. 1, which was in a valley, low and not nearly so pleasant as the present location on the ridge, there are a number of bush houses for the laborers, a large garden and a plot of land used to graze sick animals. About twenty miles from headquarters is Little Yankee camp, which is the point for making up the trains of logs. At another point are the teamsters' quarters and the sheds for the oxen. Here also is a large blacksmith shop, kept constantly busy with repair work, a large number of cattle sheds and a group of houses. All these camps are well kept, of good construction and display not a few features which the company has installed for the comfort of its employees.

At all points of their operations the Mengels have the most modern equipment

for handling their timber, and by means of skidders and loaders and various minor appliances the work is done with all possible dispatch. Perhaps the most disagreeable and difficult part of mahogany logging is getting the trees from the dense thickets where they grow to the railroad lines. Oxen are used, and owing to the wet and muddy condition of the roads at this season this is a very laborious process. The beasts become literally covered with mud, likewise the teamsters, as the trees are often brought great distances through almost impassable thickets and over roads thick with soft mud. In the dry months of course the work is accomplished much more quickly and is less arduous. Most of the logs are brought in steel cones, which is an especially advantageous method in wet weather as the mud in the roads allows the logs to slip along readily and the cone protects the ends.

Although operating over a vast area of country in British Honduras, the Mengel company knows to within perhaps a hundred how many trees are to be found on its property, not only how many in all but the number in certain specified small areas. This information is carefully tabulated on a large scale map of the company's holdings, on which the unworked territory is laid off into half sections and the number of trees in each of these divisions noted.

Thoroughness in every detail seems to be the motto of this great mahogany concern, and it has not attained its present enviable position in the mahogany industry of the world without being entirely worthy of it.

#### New Pittsburg Concern

A notable addition to Pittsburg's lumber firms on January 1, 1910, will be the Palmer & Semans Lumber Company, whose office will be in the new Oliver skyscraper. I. F. Balsley, one of the best known hardwood men in the country, will be sales manager of the concern, which will have ample financial backing. The members of the company are T. B. Palmer, president of the United Fire Brick Company of Uniontown, Pa., and Isaac W. Semans, a wealthy coal and coke owner and operator, who also lives at Uniontown. As a basis for its business the new company will take the entire output of the United Lumber Company, which has a big spruce mill at Hazelwood, W. Va., and a hardwood mill at Beckley, W. Va., and on the Tri State Lumber Company, whose plants are located at Sutherland and Lick Run, W. Va., Dunbar, Pa., Arzondale, W. Va., and Nicholas county, West Virginia. These two companies have a splendid lot of hardwood and hemlock timber and are constantly buying more, which will give the Palmer & Semans company a strong hold on the hardwood business from the start. The home offices of the company will be at Uniontown, Pa., but the sales headquarters will be in Pittsburg.

Mr. Balsley was for nine years with the Mead & Spear Company of Pittsburg and was treasurer and vice-president of that concern when he severed connection with it. During the past four years he has been hardwood manager for the Willson Brothers Lumber Company. His connection with the various hardwood associations and his intimate knowledge of the hardwood business make him a valuable force in the new concern.

#### A Unique Calculator

The Dodge Manufacturing Company of Mishawaka, Ind., has had prepared a ready reckoner calculator made of enameled celluloid enclosing a slip of cardboard showing diameters and faces of pulleys, and on the reverse side showing horsepower of both split and solid sizes of Dodge clutches and diameters of line and main shafting. By slipping the enclosed card upwards or downwards any calculation referring to drive problems can be noted at a glance. The celluloid holder and card are enclosed in a leather pocket case, which makes it readily adaptable for carrying in the pocket.

The unique little calculator will be found invaluable to everyone having anything to do with machinery. While it costs much more than the price at which it will be mailed—twenty-five cents in stamps or coins—the Dodge Manufacturing Company considers it a good enough advertisement to sell it at this price where reference is made to HARDWOOD RECORD.

#### A Curiosity in Cabinet Work

The little wooden "T," some six inches in extreme length, from which the attached engraving was made, is owned by C. L. Willey, the well-known veneer and hardwood lumberman of Chicago. The dark sections of the "T" are made of vermillion and the light parts from American ash. The work was done by a cabinet-



UNIQUE DOVETAILING.

maker employed by the Pullman Car Company of this city and is surely exquisite handcraft. The maker presented it to Mr. Willey. It is an exceedingly unique and ingenious specimen of wood craftsmanship.

The maker alleges that the specimen contains only five pieces of solid wood. The mystery involved is how it was possible for him to produce the dovetails which appear on the four surfaces of the extreme ends of each section and on the one face of the point where the "T" joins and get the pieces together. As a matter of fact, it is alleged that the maker offers a reward of five hundred dollars to anyone who will tell "how it is done."

Mr. Willey keeps the ingenious little specimen on the center table of his living room in his home on Grand boulevard in this city, and it is the subject of much speculation on the part of visitors.

#### Additional Supplies for Garetson-Creoson

The Garetson-Creoson Lumber Company of St. Louis, Mo., which operates several plants in Missouri and Arkansas, has added to its lumber output by closing a contract with the Sidnell Brothers Company of Campbell, Mo., for its output. This concern has a modern Filer & Stowell band mill and the plant is new and up-to-date in every respect. Its principal output is gum, running largely to red. The company also has on sticks several hundred thousand feet of other lumber, which is included in the Garetson-Creoson Lumber Company's contract.

W. W. Dings, secretary of the Garetson-Creoson Lumber Company, whose sales quarters are now in the Fisher building, Chicago, has just returned



from Campbell, Mo., where he concluded this important deal.

### Important Lumber Purchasing Deal

The Hardwood Lumber Company of Cincinnati, of which J. H. P. Smith is president and W. E. Heyser vice-president and treasurer, has just closed a deal which will be of interest to many lumbermen. This house has made a contract whereby it becomes the lumber purchasing department for the General Motors Company, which includes the Buick Motor Company of Flint, Mich., the Cadillac Company at Detroit, and several other large automobile concerns. Hereafter all lumber for automobile body construction and other purposes will be purchased and handled through the Hardwood Lumber Company, although the stock will be billed to the several concerns and settled for by them.

Few realize the quantity of lumber used in the construction of automobiles. The Buick Motor Company of Flint will use in its body factory alone this year over ten million feet. This is exclusive of the lumber employed for crating and construction purposes. It is estimated that this concern will use at least twenty million feet in 1910, but it is difficult to tell how much the aggregate will be for the combined General Motors Company. This institution is now breaking ground at Detroit for a new two and a half million dollar plant. It is not yet decided whether a woodworking or metal plant will be installed for bodies. This all depends on the price it will be obliged to pay for lumber to be used in automobile bodies. The Buick company has already installed at Flint a large steel press to be used in forming steel sheets into bodies. However, as long as the automobile companies can get lumber within reasonable prices they will continue to make wooden bodies.

The deal for the purchase of lumber by the automobile people through the Hardwood Lumber Company was brought about by the reason that the automobile companies never have had a special organization for the purpose of handling lumber, and they found considerable difficulty in handling it through their regular purchasing departments owing to the fact that they had no experienced lumbermen in these departments.

As Messrs. Smith and Heyser have made a specialty of this class of stock for several years, they decided to make this alliance with them. Therefore their entire lumber department was moved on December 1 to the offices of the Hardwood Lumber Company at Cincinnati, O., which will make this company among the largest distributors of hardwood in the United States.

It is generally known that the General Motors Company controls the automobile situation today, and this arrangement will be of much benefit to the manufacturers of the class of lumber entering into automobile construction, as they can keep in very close touch with the automobile body situation through the Hardwood Lumber Company.

### A New Booklet

The Dodge Manufacturing Company of Mishawaka, Ind., has just issued a booklet entitled "Dividends and Drives." It is illustrated throughout with halftones and on the whole is neatly and artistically gotten up.

The booklet sets forth plans showing how the Dodge idea can be applied to any company's drives, thus increasing its profits. The Dodge company has made a long and careful study of power transmission equipment, and the various illustrations contained in the booklet show applications of many appliances of the Dodge line of "everything for the mechanical transmission of power" in a few of the hundreds of plants where their use has meant power saved and equipment efficiency increased.

The booklet will be mailed on request to any one interested, by addressing the Dodge Manufacturing Company at Mishawaka, Ind.

### Cincinnati Sales Headquarters of Swann-Day Lumber Company

The Swann-Day Lumber Company of Clay City, Ky., has removed its general sales office to suite 1005-1006 Second National Bank building, Ninth and Main streets, Cincinnati, O. The telephone number is Canal 2777. As is well known, the Swann-Day Lumber Company is an important factor in the manufacture of poplar, oak and hemlock at Clay City, Ky., where it has large



FLOYD DAY, PRESIDENT AND TREASURER  
SWANN-DAY LUMBER COMPANY,

sawmills, dry kilns, planing mills, etc., and extensive timber holdings. The president and treasurer of the company is Floyd Day of Winchester, Ky.; the vice-president and general manager of the institution is John C. M. Day, who resides at Clay City; the secretary is E. S. Jouett of Winchester, Ky. In addition to its Clay City mills the company has plants at Jackson and Beattyville, Ky.



C. M. CLARK, SALES MANAGER SWANN-DAY  
LUMBER COMPANY, CINCINNATI.

C. M. Clark, the general sales manager, will have charge of the Cincinnati offices. Mr. Clark is one of the best known and most popular salesmen in the country, and the making of his headquarters at Cincinnati will materially add to his effectiveness in marketing the big output of the company.

### Cabinet Wood in France

Consul James E. Dunning, in response to an inquiry by an American dealer in cabinet wood, and especially bird's-eye maple, reports as follows:

"Havre is the most important lumber and timber market in France, there being a particularly large trade in pitch pine, oak, black walnut, red gum, poplar, ash, hickory, bird's-eye maple and ordinary maple. A certain quantity of dogwood is also imported for the purpose of making shuttles, for which it is admirably adapted. There are no importations of locust, cherry or beech. The following are the ruling prices for wood in Havre at the middle of October:

"Bird's-eye maple, \$44.39 to \$48.25; plain maple, \$20.26; ash, \$13.50 to \$15.44; hickory, \$14.47; black walnut, \$34.74 to \$48.25, all per metric ton (2,204 pounds); satinwood, \$17.37 to \$18.33, and oak, \$17.37 to \$26.05, both per cubic meter (1.3079 cubic yards), in boards; dogwood, \$15.05 to \$15.44 for logs and per cubic meter; poplar, \$9.65, all per cubic meter (1.3079 cubic yards)."

### Sawdust Club's Unique Banquet

The Sawdust Club of the Union League held its fourth annual banquet in the Union League building on December 8. The decorations were elaborate and startlingly unique. Upon entering the banquet hall the eye fell upon a wonderfully realistic arctic scene. A block of ice weighing a ton glistened and scintillated in the center of the table; in this was planted the much-contested North Pole, crowned with the American flag; and toy polar bears, arctic dogs and Esquimaux were appropriately in evidence; candles with glistening mica shades added their cold light to the frigid scene. During the first course, under the shadow of the imposing pole, a poem written by Leigh Mitchell Hodges, entitled "The Flag that Tops the World," was read, after which the guests began to shiver and complain of the cold, whereupon the committee in charge, consisting of William J. Collins, Howard Ketcham and Franklin Smedley, consented to transport them to a warmer clime. They were then conducted to an adjoining room, where by means of moving pictures a train ride bore them happily to the sunny South. Miss Mae Forley, a fine soprano, sang very sweetly selections appropriate to the sections of country through which this imaginary journey was made. Finally when the train reached Florida they all alighted, as it were, and were escorted back to the dining room, from which all traces of the Arctic circle, with its impressive pole, had disappeared, and palms and ferns, Beauty roses and warbling canaries regaled their frozen senses. The white shades of the candles were replaced by those of a warm red, which made the transformation complete. The committee in charge of this entertainment, which was aided by Malcolm G. Campbell, a member of the Kindergarten Club of the Union League, received high praise from the diners. The decorators, who were Habermehl's Sons, all agreed, achieved their usual success.

The Sawdust Club is an organization of Union League members who are members of the Lumbermen's Exchange. The members and their guests at the dinner were:

### MEMBERS

Frank Buck, Stanley L. Buck, William J. Collins, George F. Craig, A. J. Cadwallader, Charles Este, A. M. Fox, Jr., Frank C. Gillingham, F. M. Gillingham, Emil Guenther, Nathan B. Gaskill, Edward F. Henson, Howard Ketcham, Robert C. Lippincott, Edwin B. Malone, Henry C. Riley, John T. Riley, Franklin Smedley, William H. Smedley, Samuel E. Slaymaker, Charles H. Thompson, Samuel B. Vrooman, George Warner and Robert F. Whitmer.

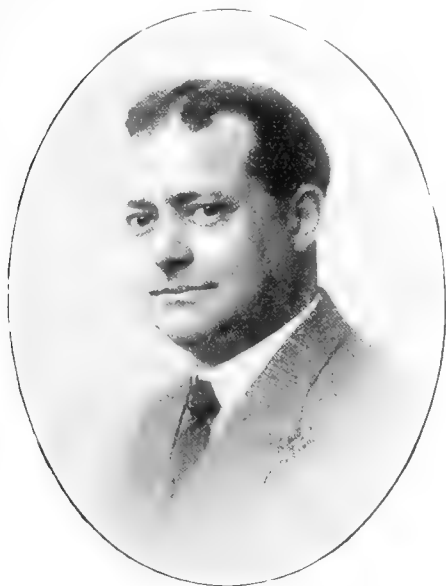
## GUESTS

Harry A. Barnes, Thomas Bell, S. P. Powers, Dr. Martin G. Brumbaugh, Malcolm G. Campbell, Thomas E. Coale, James Sherlock Davis, Edward W. Deakin, Lewis Dill, William Geiger, Harrold E. Gillingham, Frank K. Gillingham, James F. Hope, G. A. Kuemmerle, William M. Leaverty, William H. Lincoln, E. P. Mason, William M. McCormick, John N. McLean, Clarence G. Meeks, Clayton W. Nichols, E. F. Perry, Charles S. Rich, William Seymore Runk, Mahlon L. Savage, Henry J. Scott, Dr. Alexis Dupont Smith, George M. Smith, Edwin S. Stuart, William T. Tilden, Morris S. Tremaine, James R. Turner and Richard S. White.

## Change in Title

One of the well-known car and cargo lumber jobbing houses of Chicago is the Marsh-Hathway Company. During the last few days the name of this company has been changed to the Hathway Lumber Company, the change being in name only, as the officers and stockholders continue the same. The head of this institution as president and manager is Frank J. Hathway.

All contracts and other obligations of the Marsh-Hathway Company will be continued and executed as though no change in name had been made. The new company is remembering its friends in the trade by sending them as a Christmas gift a registered key chain which bears a



FRANK J. HATHWAY, PRESIDENT AND MANAGER HATHWAY LUMBER COMPANY, CHICAGO.

numbered metal label. These numbers are registered at the office of the Hathway Lumber Company, and in event the owner's key is lost the embossed request on the tag, asking that they be notified of the finding of the key, will insure its return.

The offices of the Hathway Lumber Company are at 910 Chamber of Commerce. It handles a full line of building and hard woods from all lumber producing sections of the country.

## Change in W. M. Ritter Lumber Company's Sales Department

The W. M. Ritter Lumber Company, the big poplar, hardwood and white pine manufacturer, with headquarters at Columbus, O., has just added to its western division sales force W. L. Morley, who from this date will represent the company in Indiana territory and will be under the jurisdiction of the Chicago office, located in the Fisher building.

H. A. Shead, who was located in Indiana temporarily, will return to Chicago as representative in northern Illinois and Wisconsin. Mr. Morley has been engaged in several branches of the lumber business during most of his life, and for the past year has been representing the Midland Lumber Company at Cincinnati.

## Dissolution Antwerp Lumber House

The RECORD is advised by August Brants that his old house of Brants, Franck & Co. of Antwerp, Belgium, was dissolved October 1, and that the affairs of the house are being liquidated. Mr. Brants continues in the American hard and soft wood business under his own name at 20 Rue de la Commune, Antwerp.

## Death of Arthur Hill

Arthur Hill, one of the foremost lumbermen of Michigan, as well as an important figure in the political life and lumber history of the state, died at his home in Saginaw, December 6, after a long illness. Mr. Hill began at the bottom round of the ladder and by energy and ability rose to a high place in the lumber industry. His death removes from the state of Michigan one of its foremost lumbermen and one of its most conspicuous figures in business affairs. He was recognized not only in his native state but throughout the country as an excellent business man, and his qualities as a citizen won him extended recognition outside of any commercial class.

Arthur Hill was born at St. Clair, Mich., in 1844, coming from a line of distinguished ancestors. His father, James H. Hill, traded a tract of land he had inherited for a lumber saw, and during the summer he sailed and in the winter logged on the Black river. In 1856 the elder Mr. Hill, attracted by the possibilities of the Saginaw valley, removed to Saginaw and began the operation of a small sawmill. Arthur Hill as a young man thus acquired a knowledge of lumber manufacture in the humble capacity of sorter, scaler and tally man in his father's mill. Finishing his common school education at Saginaw, he entered the University of Michigan and was graduated as a civil engineer. His first serious employment was as a law surveyor in Minnesota. Returning to Saginaw, he engaged in looking lands, which occupation he followed for seven years.

After discontinuing the work of cruising, the firm of Hill Brothers was formed, with Wilbur H. Hill, his brother, as a senior member. When the timber on the Saginaw waters was exhausted, operations were transferred to the upper peninsula of Michigan. Later, on the death of Wilbur H. Hill, the firm name was changed to Arthur Hill & Co., Ltd. This concern also bought 300,000,000 feet of timber on Georgian Bay, manufacturing part of it into lumber and selling the rest of it to Canadian interests.

Mr. Hill was also interested in the Cranberry Lumber Company of Duluth, Minn.; and was associated with the late Eldridge M. Fowler and Edwin C. Whitney of Ottawa, Ont., in the organization of the St. Anthony Lumber Company, which operated in Minnesota for several years, cutting about 30,000,000 feet of lumber a year. It also secured control of the Mississippi River booms at the Twin Cities and later sold out to the Weyerhaeusers for more than \$2,000,000. Previous to this time it had bought a tract of 600,000,000 feet of timber near Ottawa, Ont., where a sawmill was erected.

Mr. Hill was also interested in the Madera Sugar Pine Company, of which he was president. This company built a large sawmill on its California holdings and a flume nearly sixty miles long. In 1904 Mr. Hill bought interests in the Booth-Kelly Lumber Company of Eugene, Ore., in company with well-known Michigan and Min-

nesota lumbermen. The concern had at that time 4,000,000,000 feet of timber.

The firm of Arthur Hill & Co. owned the majority of the stock in the Saginaw Steel Steamship Company, which was formed in 1890. Mr. Hill and his associates also controlled other steamship lines, and the ships in which they were interested have had a notable history. They have operated as far north as Alaska and as far south as Panama, and during the Spanish-American war were used as transports by the government, carrying military supplies to the Philippines and to China. They were also used as oil carriers, operating between Texas and New York and between San Francisco and Honolulu.

In addition to all the interests enumerated, which give some idea of the versatility of the man, Mr. Hill also had heavy investments in mining operations in the West, as well as extensive stumpage holdings in various parts of the country.

In public affairs Mr. Hill was also conspicuous and successful. He was one of the generous patrons of the beet sugar industry in Michigan, and did a great deal toward its development. In the city of Saginaw, where he was greatly beloved by the residents, there are many notable examples of his philanthropy. Three times he was mayor of the old Saginaw, previous to the consolidation of Saginaw City and East Saginaw. He was appointed a regent of the University of



THE LATE ARTHUR HILL.

Michigan by the late Governor A. T. Bliss, and was elected to a full term of eight years in April, 1905. He was a candidate for United States senator from Michigan to succeed the late Russell A. Alger, but later withdrew from that contest.

As illustrating the splendid energy and forcefulness of the man, Mr. Hill's business activities and his keen interest in public affairs continued until the illness which resulted in his death. The state of Michigan has lost a most noteworthy figure in the death of Arthur Hill.

## Gifts from the Trade

In line with the Yuletide season, but quite out of the usual, D. H. Day, hardwood manufacturer and dealer of Glen Haven, Mich., is sending to his many friends a very artistic calendar for 1910. It is a stiff board, eighteen by fifteen inches, with a reproduction of the famous painting, "The Village Championship," done in colors. The calendar is handy, attractive and ornamental.

John W. Coles, the prominent wholesale lum-

ber dealer of Philadelphia, is distributing a fine calendar, which, in addition to its general convenience, shows a lumber table in the center that will no doubt be of great service to the trade. It is attractive and useful.

Schofield Brothers of Philadelphia have one of the most elaborate calendars seen thus far this year. It is four feet by two and one-half feet in size, and bears a reproduction of the famous painting, "Security," showing a group of very lifelike lions. Few calendars are so pretentious, and this one will no doubt be appreciated greatly.

The Midland Lumber Company of Parkersburg, W. Va., will be well before the attention of the trade during 1910. The company's calendar contains a daily pad with figures of sufficient size to be seen a block away.

Among the calendars for 1910 which are especially artistic is the one sent by the Henry S. Holden Veneer Company of Grand Rapids, Mich. It is of convenient size and depicts the Bright Angel Trail of the Grand Cañon of the Colorado, after a painting by Moran, generally conceded as one of the great scenic artists of the times.

The Hayden & Westcott Lumber Company of Chicago has a handsome aluminum and stone blotter as an expression of the Yuletide season. The blotting stone is a new wrinkle in that line, and the article renders a double service, being useful also as a paper weight.

The Wisconsin Veneer Company of Rhineland, Wis., sends a pretty wall panel showing two youthful baseball fans. The title of the picture is "The Ruling Passion." It is an interesting picture of two jolly youngsters, heavily embossed in black and white.

From E. W. Leech of Detroit, Mich., comes a most appropriate calendar. A reproduction of Konrad Dietz's painting, "In the Heart of the Woods," is set in a frame of imitation veneer. This artistic calendar reflects great credit on the concern which operates the oldest yard in the city of Detroit.

A neat little blank book brings the compliments of the Williams Brothers Company, the well-known manufacturers of last blocks and lumber at Manton, Mich. This is a valuable little booklet containing a calendar for 1910, an identification page, a number of tables, much general information, such as antidotes for poisons, helps in accidents, rates of postage, lists of the largest cities in the United States, values of foreign coins, etc. The back pages are arranged for a cash account and contain also a ready reckoner for lumber measuring and a calendar for 1911.

#### Publicity Campaign of Chicago Wholesalers' Association

The Chicago Wholesale Lumber Dealers' Association held its regular monthly luncheon and business meeting at the University Club, December 14. Edward M. Skinner, president of the Chicago Association of Commerce, was the guest of honor. The meeting was well attended.

President Griffith was called away by sickness of a friend, and Vice-President George T. Mickle presided. The minutes of the previous meeting were approved.

Mr. Skinner spoke of association work and its possibilities. The chief point of his address was publicity, along which line he gave concrete instances of the good accomplished by the Chicago Association of Commerce.

George J. Pope, in submitting the report of the trades relations committee, likewise emphasized the publicity proposition and the need for the lumber association to engage in a similar plan. Harvey S. Hayden, chairman of the publicity committee of the Chicago Hardwood Lumber Exchange, spoke also of the need for publicity as a means of calling the attention of the producing and consuming sections of the country to Chicago as a lumber market. He was seconded by Charles Westcott, his partner, and by other members.

One hundred thousand stickers were ordered as a starter, to be used on the stationery of the members, which is in line with what was accomplished at the last meeting of the Chicago Hardwood Lumber Exchange.

Harry K. Gillman, son of Leo Gillman of the Pulaski Lumber Company, a violinist of splendid ability, gave several selections. Secretary Thornton deserves great credit for having obtained Mr. Gillman to entertain the association.

The McShane Lumber Company of Omaha, through T. D. Phillips of Chicago, was admitted to membership.

#### Change of Sales Headquarters

The Himmelberger-Harrison Lumber Company's sales headquarters in the future will be located in the Himmelberger-Harrison building, Cape Girardeau, Mo., in charge of C. L. Harrison, the forceful sales manager of the institution. The purchasing and accounting departments will remain at mill headquarters at Morehouse, Mo.

The Himmelberger-Harrison Lumber Company is the leader in red gum production and has achieved an enviable reputation among the buyers of this handsome wood.

#### A Brand New Machine

On this page is illustrated a new machine manufactured by the J. A. Fay & Egan Company, well-known woodworking machinery house of Cincinnati, O. It is known as the No. 246 Vertical Sand Belt Machine. The manufacturers designed this machine for use in cabinet, furniture, desk and box factories, planing mills and general woodworking shops, for sanding boxes, finishing and fitting drawers, accurately squar-

ing them and sanding irregular surfaces and framed work, etc. The sanding surface of the machine is 14 inches wide and 24 inches high. Column is a heavy, cast casting with broad base, and stands free from vibration.

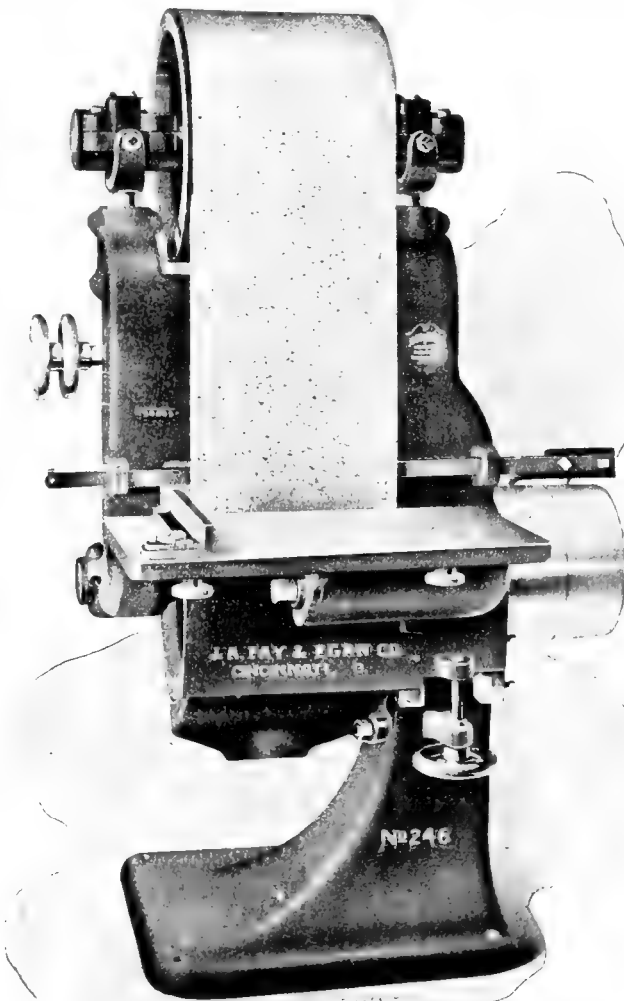
Drums are made of iron, covered with wood and carpet, and accurately balanced. Driving drum is carried on a shaft of large diameter running in self oiling bearings. Idler drum shaft runs in self oiling bearings carried on trunnion yokes, insuring perfect alignment, and are arranged with simultaneous or independent adjustment from the operator's side for tracking or tightening the sand belt. Sand belt platen is mounted on the column with four treaded posts, giving accurate adjustment for aligning.

Table is fitted to the column in a dovetail slide for vertical adjustment, and is arranged to angle above and below the horizontal. Fence is slotted, and with holes tapped in the table any angle to the surface of the sand belt may be obtained; thus in conjunction with the angling of the table double angles may be obtained.

Anyone interested is requested to write the company at 414-434 West Front street, Cincinnati, for a copy of its large illustrated circular.

#### Important Deal at Bristol

An important deal has recently been consummated at Bristol, Va., whereby the Peter McCain Lumber Company, which recently bought out the Paul W. Fleck Lumber Company of Bristol, acquired the planing mill, mill site and yards of the Morton-Lewis-Willey Lumber Company. The purchasers will take possession January 1, when they will move their offices from



FAY & EGAN'S NEW SAND BELT.

the Fuqua building at Bristol to the office structure of the newly acquired property. The Peter-McCain Lumber Company now has a yard on the site of the old James Strong Lumber Company's operations at Bristol, and stock in the yard will be moved to the new property. This purchase will give the company a mill and a fine large sorting yard at Bristol. The company also has a band mill at Neva, Tenn., and a large circular mill at Booneford, N. C., and handles the output of a number of other mills, besides owning another planing mill at Bristol.

#### A Philadelphia Lumberman's Activity

The city of Philadelphia already has a number of beautiful suburbs, but there is always room for more, especially for one as attractive as Oak Lane Park is, or at least will be in a very short time. Oak Lane Park, in the Chelton Hills, consists of seventy acres of land well provided with old shade trees, and is being exploited by the Oak Lane Land Syndicate, in which Clem E. Lloyd, Jr., well known to hardwood lumbermen as a successful leader in other lines, is one of the principals. The suburb already has all the modern improvements—good water, gas, electricity, paved streets, wise building restrictions, good transportation to Philadelphia, etc. The building of handsome homes is going on rapidly in the hands of the Oak Lane Park Building Company, of which Mr. Lloyd is president, and from present indications the suburb will within a short time be one of the most inviting spots in the vicinity of Philadelphia.

Clem E. Lloyd, Jr., is a man of energy and purpose; he has already shown his caliber in the lumber business, and this undertaking will doubtless bring him new honors.

#### Students Visit Dodge Plant

The visit of engineering students from colleges throughout the Central West has come to be an annual affair at the great works of the Dodge Manufacturing Company at Mishawaka, Ind. On December 3 the junior and senior engineers of Purdue University, Lafayette, Ind., visited the company's plant. The party numbered about 180, not including instructors of the university, who accompanied the boys.

Special exhibits and explanatory methods were so arranged that the students could see clearly every step in the manufacture of "Independence" wood split and "Standard" iron split pulleys, friction clutches, bearings, fly and balance wheels, sheaves, elevating and conveying equipment, "Eureka" water softeners, etc.

The difference between the treated water and the raw supply was an especially interesting and instructive feature, demonstrated by the "Eureka" water softening apparatus for boiler feeding and industrial purposes. On these visits the young students learn certain practical facts about transmission machinery and methods which cannot be derived from any college curriculum.

The boys were given a dinner by Melville W. Mix, president of the Dodge Manufacturing Company, at the new Mishawaka hotel, of which he is also the head.

#### Miscellaneous Notes

The entire plant of the Greer-Wilkinson Lumber Company at Winslow, Ind., was recently destroyed by fire. The company's sheds and warehouse stand near the railroad track and the fire is supposed to have originated from sparks from a locomotive. The loss is estimated at about \$10,000. Bob Tucker, who has managed the Greer-Wilkinson business at Van Buren for some time, has resigned his position and the company has secured Mr. Bush of Wingate to take charge the first of the year.

The Moffett & Bowen Lumber Company of Madison, Ind., has decided to locate at Memphis, Tenn., to which place it will ship all its machinery rather than sell it at a loss. The

company's stock of lumber on hand is being rapidly sold. Inability to get logs down the Kentucky river is one of the reasons given for the removal of this industry.

The Pass Furniture Company has recently been incorporated at Antwerp, N. Y., to manufacture lumber, furniture, boxes and crates. The capital stock is \$25,000 and the incorporators are: C. Pass, York, Pa.; H. L. Baldwin, Watertown; R. H. and W. C. Bent of Antwerp.

Articles of incorporation have been filed by the Illinois Tie & Timber Company of Chicago with a capital stock of \$20,000. Those interested in the new concern are Charles M. Putnam, Eugene S. Nelson and Charles R. Holden.

The W. M. Ritter Lumber Company of Columbus, O., operating a number of large plants in the South, has established another on Hazel creek in western North Carolina. The company is now constructing a railroad from the plant to Ritter, N. C., where it will connect with the Southern Railway. The plant will employ several hundred men. It is said that the timber to be developed by the company in that region will probably cut as much as 200,000,000 feet.

Owing to increased business Uptegrove & Beckwith, who have maintained a warehouse for their veneer and mahogany business at Muskegon and Seventh streets, Grand Rapids, Mich., for the last ten years, have established this department at Court street and Shawmut avenue. Here the company has enlarged capacity and better railway facilities.

The Birdsell Manufacturing Company, manufacturer of wagons and agricultural implements of South Bend, Ind., has recently bought a tract of land containing four acres, which it will use as a lumber yard. The new property is located at High street and the Lake Shore Railroad.

A new concern for Follansbee, W. Va., is the Follansbee Lumber Company, capitalized at \$25,000. The incorporators are: D. Hayden, Montgomery; J. C. Williamson, Steubenville, O.; Frank J. Morton, A. S. Harris and F. B. Mahan of Follansbee.

The J. R. Wheler Company, capitalized at \$40,000, has been organized at Pittsburg, Pa., to conduct a lumber and mill work business. Wilson H. Cralle of Sewickley is treasurer of the concern.

The Aroostook Lumber Company has started up its mills at Presque Isle, Stevensville and Fort Fairfield, Me., and they are now running full capacity. A. R. Gould, president of the company, states that about 6,000,000 feet of logs will be cut to stock the mill at Presque Isle. Stumpage rights have been secured with property owners for a term of years and forest tracts have been opened by the building of a new electric railroad, so that the company has supplies to keep its mills running several years. The company manufactures pine and hardwood lumber, and it is estimated the two mills will cut about 15,000,000 feet of lumber yearly.

The Richland Handle Works of Butler, Ohio, has recently increased its capital stock to \$20,000. The company's business has been growing rapidly and the additional capital will place it in better position to care for its trade.

The Bay City Swing & Ladder Company of Bay City, Mich., has moved all its machinery into a new factory just completed. Considerable new machinery has also been added, so the new plant is well equipped for this line of manufacture.

The contract for supplying the machinery for the new sawmill which the I. Stephenson Company of Wells, Mich., is building has been awarded to the Prescott Company of Menominee, Mich. This will be one of the largest mills in the section and will contain four band mills and a horizontal resaw. Besides the band mills the saw floor machinery will consist of four carriages with steam feeds, the necessary log dock machinery, two heavy 84-inch gang edgers, one gang rift machine, two heavy slashers and two

under-cut trimmers. The live-roll beds are to be entirely of steel and all the equipment will be of Prescott's latest designs. It is expected that the mill will be ready for operation about April 1.

The North Carolina Land & Timber Company on the Murphy branch of the Southern railroad, near Marshall, N. C., has reorganized and resumed business under new management after seven years' idleness. The company has large tracts of timber land and valuable plants in Madison county, North Carolina.

C. E. LeCrone, well known to the hardwood trade in the South through his connection with various large companies, has recently accepted a position with the Robinson Lumber, Veneer & Box Company, with headquarters in the Hibernia Bank building, New Orleans, as sales manager of the hardwood department. This company, in addition to its pine mills, operates a plant at Cates, Ala., cutting hardwoods, and at Meridian, Miss., has two assembling yards, where large quantities of hardwood lumber are collected from eastern Mississippi and western Alabama and sorted for shipment. Mr. LeCrone will not only sell the stock from these sources but has made contracts for the hardwood output of other mills, so that his department will be well supplied with stock to care for the wants of a varied line of hardwood buyers. Mr. LeCrone is a thoroughly trained lumberman, having served in the capacity of inspector, manufacturer, buyer and salesman at various times in his career.

J. L. Breuchley and A. E. Campbell of Shunk, Pa., and F. D. McMullen of Norwich, N. Y., have formed a copartnership and purchased a 400-acre tract of hemlock, oak and pine timber at Schuyler Lake, N. Y. This tract contains 6,000,000 to 8,000,000 feet of as fine timber as there is in New York. Mr. Breuchley took charge of the operations in July and is manufacturing hemlock and pine ceiling, siding and flooring, lath and mouldings, also oak and hardwood lumber, rough and surfaced. They expect to manufacture about 2,000,000 feet a year with the up-to-date 60-horsepower mill they purchased. Mr. Campbell will handle the sales department from the home office at Shunk, Pa.

The Roseland Veneer & Package Company of Roseland, La., is again in operation after a shutdown of about three months. During this time the plant was thoroughly overhauled and many of the old buildings torn down and new and modern structures erected in their place.

Cumberland, Wis., is to be the home of a veneer and box factory which will be established by Julius Ewald of Minneapolis and a number of Cumberland men. Contract for a new brick factory has been let and work on it will be pushed.

The boom in the auto trade at Detroit, Mich., has resulted in a scarcity of labor that is becoming serious in some quarters. Furniture manufacturers in particular complain that they are unable to hold high class men, as their services are in constant demand from the automobile concerns at greatly advanced wages.

The Illinois Division of the Vandalia Line has decided to use old ties removed from its lines for firing locomotives at its various terminals. Formerly old ties were given away for firewood, but it is said that many good ties were taken under this offer. The road has purchased a sawmill at Maroa, where abandoned ties will be cut into small sections for round-house use. Similar plants will be operated on other branches of the line.

A chair is being made in a Grand Rapids furniture factory for President Taft, which will be a souvenir of the trip he made to Japan and the Philippines when he was Secretary of War. At that time members of the party secured several koa logs which were brought home and seasoned and after being sawed into lumber at



Grand Rapids are being made into chairs for various members of the Taft party.

The Becker Wagon Works have recently been incorporated at Evansville, Ind., with a capital stock of \$45,000.

The Boston Floor Company, capitalized at \$30,000, is a new concern for Boston, Mass.

The Lowell Auto Body Company has recently been organized at Grand Rapids, Mich., with a capital stock of \$30,000.

The Furniture & Chair Stock Company is a new concern to embark in the wholesale hardwood lumber business at Philadelphia, Pa.

The Southern Carriage Works, capitalized at \$100,000, have recently been organized at Emporia, Va.

The Western Veneer & Box Company has been incorporated at Edmonds, Wis., with a capital stock of \$10,000.

A new concern for Superior, Wis., is the Superior Lumber & Manufacturing Company, capitalized at \$25,000.

Barger Brothers recently started business in Coresville, N. C. They will manufacture hardwood and pine lumber.

The Hudson Chair Company has been incorporated at Hudson, N. C., with a capital stock of \$50,000.

Paris & Williams have recently started business in Marlinton, W. Va. They will be wholesalers of spruce, hemlock and hardwood lumber.

The N. A. Webster Lumber Company has recently commenced business at Shreveport, La.

The Superior Lumber & Manufacturing Company has been incorporated at Madison, Wis., with a capital stock of \$25,000.

The Acme Box Company of Detroit, Mich., has increased its capital stock from \$75,000 to \$150,000 and changed its name to the Yeomans Body & Box Company.

The Vehicle City Lumber Company of Flint, Mich., has been organized with an authorized capital of \$15,000.

Charles M. Fletcher & Son, manufacturers of hardwood lumber at Bernie, Mo., have recently gone out of business.

The Keller Manufacturing Company of Sauk Center, Minn., has placed a contract covering its oak requirements for next year with W. J. Walsh of Eau Claire, Wis. The contract totals over \$10,000 and will be furnished from Mr. Walsh's northern stock which is an exceptionally choice lot and equal to any in the North at the present time.

Members of the Morton-Lewis & Willey Lumber Company, who have just disposed of their interests at Bristol, Va., to the Peter-McCain Lumber Company, and who have been in the lumber business at Bristol for fifteen years, will return to their old home at Grand Rapids, Mich. They have yet to dispose of their band mill and railroad.

The Gemmer Lumber Company, Indianapolis, Ind., of which Frank Hanley, former governor of Indiana, is president, has lately increased its capital stock from \$12,000 to \$25,000 and the life of the corporation has been extended twenty-five years. A short time ago the company purchased the plant of the Standard Veneer Company.

The Giant Lumber Company of North Wilkesboro, N. C., has just purchased between 60,000,000 and 75,000,000 feet of pine, oak, poplar and chestnut timber. This will be cut and floated down the company's newly completed flume to its plant at North Wilkesboro. The flume extends into the near-by mountains a distance of nineteen miles. The company operates a number of sawmills in the Blue Ridge district and floats large quantities of timber down this flume.

After having been in operation four years and having cut about all its stumpage in the vicinity of its mill the Fair Cypress Company, with a circular mill at Ludovine, La., has sold its plant and equipment to the Bowie Lumber Company of Bowie, La. This purchase is a particu-

larly advantageous one to the Bowie Company, as it will use the mill to cut stumpage it owns in the vicinity of Ludovine, and will thus be saved the expense of logging to Bowie. The Fair Company is composed of S. S. Fair and A. W. Fair, brothers, and E. Sondheimer of Memphis. It has manufactured rough lumber only, having no planer equipment, and has met with considerable success.

Arthur Oelhafen and Arthur Lindquist have formed a partnership and opened an office at 203 Washington street, Green Bay, Wis., where they will conduct a general jobbing business, buying and selling on commission hardwoods, hemlock and crating. Both these young men are experienced and active business men and have a wide acquaintance in the trade. Mr. Oelhafen has been connected with the business of his father at Tomahawk, Wis., for seven years, and Mr. Lindquist has gained his experience with the Bradley Lumber Company, C. P. Crosby and the Colman Lumber Company. The new partnership will undoubtedly rapidly make a place for itself in the Wisconsin trade.

A disastrous fire occurred at Saginaw, Mich., a few days ago, destroying the entire plant of the Handy Wagon Company, with the exception of one warehouse. The damage will amount to more than \$250,000, it is said.

S. L. Nicholson has recently been appointed

general sales manager of the Westinghouse Electric & Manufacturing Company of Pittsburg, Pa. Mr. Nicholson will have direct charge over the sales policy of the company. He has been with the company for eleven years as salesman, district department manager and as industrial and power sales manager, which position he has held for the last five years and leaves for his new place.

A large timber land deal was recently consummated in West Virginia which gives to the Ritter Lumber Company, with branch offices at Bluefield, W. Va., 31,000 acres of timber land in the vicinity of Grundy, Va. This property gives the Ritter Company very extensive stumpage, as it already has immense holdings in West Virginia, Kentucky, North Carolina and other states. Sawmills will be placed on the newly acquired tract at once, and it is expected that operations will be in full swing by next spring. The land is underlaid with valuable coal deposits.

A veneer plant is to be erected at Plymouth, Wis., which will cost close to \$40,000. Douglas Meyer, formerly superintendent of the Frost Veneer Factory at Sheboygan, and A. L. Kanes, deputy factory inspector, are promoting the concern.

The Thomasville Veneer & Panel Company is erecting a plant at Thomasville, N. C. J. Robert Kiser is president of the concern.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

A disastrous fire occurred at Racine, Wis., December 16, destroying in a few hours the larger part of the immense new plant of the Racine Manufacturing Company, with a loss estimated at over half a million dollars. There has been some confusion in the minds of some lumbermen that this fire involved the Racine Lumber & Manufacturing Company, the well-known domestic and export lumber wholesalers in that city. This concern did not suffer any loss and is doing business as usual in northern and southern hardwoods, agricultural and wagon stock, Pacific coast products, etc.

Webster Howland Sturdivant of Toledo, O., was married to Miss Anna Ruth Van Rensselaer of Cleveland, O., on Wednesday, December 15, last. Mr. Sturdivant is a well-known salesman employed by D. J. Peterson of Toledo, O. After January 1 the bride and groom will be at home at The Belvedere, Toledo.

The RECORD is in receipt of the announcement of the marriage of Herbert M. Hayward of Columbus, O., to Miss Muriel Davis, daughter of Mr. and Mrs. Charles Q. Davis of Columbus, in that city on Friday, December 10. Mr. Hayward is the son of Morris A. Hayward, the well-known poplar and oak flooring lumberman of that country. Mr. Hayward and his bride have the RECORD's heartiest congratulations.

T. J. Christian of Indianapolis, Ind., sales manager of Maley & Wertz, was a welcome RECORD caller on December 17. Mr. Christian reports having taken a hardwood order of no inconsiderable size during his Chicago visit.

E. D. Galloway, president of the Galloway-Peace Company, Cincinnati, O., was a Chicago visitor last week. Mr. Galloway reports a satisfactory trade in the Chicago district.

D. E. Kline, Louisville Veneer Mills of Louisville, Ky., was a welcome RECORD caller last week.

Burdie Anderson, retiring president of the National Veneer & Panel Manufacturers' Association, dropped into the RECORD office to pay his respects a few days ago. Mr. Anderson reports decidedly improved conditions in the veneer industry.

J. V. Stimson, well-known hardwood lumberman of Huntingburg, Ind., and Memphis, Tenn., made the RECORD a pleasant call on December 16. Mr. Stimson says that the trade of his institution is entirely satisfactory and that his stocks are in good balance. He has no surplus of coarse end to market, as is complained of by numerous other hardwood manufacturers.

Ira B. Bennett of the big Bennett-Hume Lumber Company of Sanger, Cal., spent several days in Chicago recently on one of his periodical trips to the East. Mr. Bennett reports that trade in redwood and sugar pine in the sales section in which his product is marketed is entirely satisfactory. Mr. Bennett is making extensive improvements at the Sanger operations at the present time, and expects to increase his company's output next year.

W. A. Kettering, secretary of the Defiance Machine Works, Defiance, O., spent several days in Chicago on business last week. Mr. Kettering reports that both the domestic and export trade in Defiance tools is increasing every day and that they now have orders on hand to keep the plant going full force for six months.

Schultz Bros. & Cowen report a splendid business for this period of the year on railroad orders. Factory trade, they say, is exceedingly quiet. W. W. Schultz returned this week from a trip through Wisconsin and Minnesota.

A. W. Wylie of the Fisher building and a great game enthusiast, has been in the South for a week past. He returns for Christmas.

T. J. Roys, sales manager for the Fullerton-Powell Hardwood Lumber Company of South Bend, Ind., was in Chicago last week, but hustled back after spending a few hours with the Chicago manager, F. B. McMullen. Mr. McMullen will go to South Bend the coming week for a two-day stay, finishing up the old year and getting ready for the new. G. H. Holloway, for three years connected with the car and dimension stock department of the company at South Bend, has been made manager of that department. This is a deserved recognition of the faithful and efficient work of a mighty good man.

R. C. Sholtz, sales manager of the Goodman Lumber Company of Goodman, Wis., was here last week.



H. C. Miller, secretary of the Hardwood Mills Lumber Company, with offices in the Monadnock block, and one of Chicago's most popular hardwood men, is still confined (or marooned) around Merrill, Wis., but will get those deer and himself back to Chicago by Christmas day. There is a report current around the offices of the company that Mr. Miller contemplates getting home after eventide.

J. D. Bolton of the Hayden & Westcott Lumber Company returned Wednesday from an extended trip among the mills along the Ohio, extending from Cincinnati to Louisville. He said that business for 1910 would knock "em all silly;" freely translated this means that he got what he went after.

The Heath-Witbeck Company states that for the month of November it did the largest business for any similar month for the past five years. The company has just completed negotiations for the purchase of additional stock near Nashville, Tenn., amounting to 500,000 feet of red oak and chestnut. This compelled the company to increase by one-third the capacity of the Chicago yards. The stock will begin coming in about March 1. Ed Heath is now in New York for a stay over the holidays and will sail about January 5 for a ninety days' tour of Europe. On his return he will go South and complete some work he began there in the early fall.

The T. Wilce Company states that the present year has been the largest for the past five years, so far as actual business is concerned. This means that the company's business has been above normal for some time. In addition to this gratifying showing officials say that there are no dissensions with employees nor complaints of any kind to mar an auspicious 1910 opening.

## NEW YORK

The trustee in bankruptcy for J. L. English, who did business as English & Co., wholesale hardwoods, 1 Madison avenue, has filed his final report with the referee and a final meeting of the creditors will be held at 67 Wall street this week, at which time, if the report is found O. K., it will be allowed and the trustee discharged.

George M. Code, northern sales manager of the Kirby Lumber Company, Houston, Texas, was a prominent visitor during the week.

W. E. Van Wert, manager of the local sales office of the Emporium Lumber Company, has just returned from a trip up the state. He reports business conditions among the country yards and general manufacturing trade greatly improved. More freedom is manifested in purchasing stocks.

M. W. Teufel, who for the past several years has been managing director for the extensive lumber operations of the Davison Lumber Company, Nova Scotia, with headquarters at 1 Madison avenue, recently severed his official connection with that company to become assistant to Edward Hines, the distinguished and wealthy Chicago lumberman. He also becomes a stockholder and director in the Hines company. Mr. Teufel is not only a highly efficient and capable lumberman but a man whose personality has endeared him to the hearts of all who came in contact with him, and he leaves a wide circle of friends and acquaintances.

While no definite announcement has been made as yet of the successor to Mr. Teufel in the management of the Davison Lumber Company, it is pretty generally understood that C. O. Shepherd of the C. O. Shepherd Lumber Company is at least tentatively slated for the position. Bearing out this idea, Mr. Shepherd and J. M. Hastings, head of the Davison Lumber Company, left last week for an extended inspection tour of the Davison Lumber Company's properties in Nova Scotia.

The Webster Lumber Company, manufacturers

and wholesalers of northern and southern hardwoods, headquarters Swanton, Vt., has just opened a local sales office at 1 Madison avenue in charge of M. B. Morris. Through this office it will aim to extend increased facilities to buyers in this district and vicinity of the classes of lumber which it handles.

Among the prominent visitors in town during the fortnight were Thomas F. Smouse, Cumberland, Md.; J. Lee Ensign and John W. Hyde of Jacksonville, Fla.; E. D. Hardy, manager of the Canadian branch of the Lumber Insurers' General Agency; Justin Peters, manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa., and Wilfrid Talbot, well-known manufacturer of Montreal.

E. H. Barton of the Barton-Thompson Company, well-known lumber house of London, Eng., spent several days in town during the fortnight, preparatory to his departure for home after an extended tour of American manufacturing points. He reported a royal good time all along the line, and seemed very well satisfied with the results of his visit.

The Bronx Piano Club is the name of a new organization just formed by leading representatives of well-known piano manufacturing firms of Winters & Co., Krackauer Brothers, Este Company, Lafargue Brothers and Jacob Doll & Sons, whose plants in recent years have been centered in the big Bronx region. The new club will be operated along social as well as trade betterment lines and will have well equipped headquarters along the same lines as similar organizations in the city.

Frank B. Lee, formerly Long Island representative of the Stevens-Eaton Company, has just been designated by the company as manager of a branch sales office, with headquarters at Albany, N. Y. From this point he will cater to the large and increasing business of the company's northern New York trade.

Schooner Joseph R. Thomas arrived at this port from Seattle, Wash., with a cargo of 1,400,000 feet of big coast timbers and spars, manufactured and loaded by the Pacific National Lumber Company at Tacoma, Wash., who is not only specializing in big sizes of Pacific coast supplies, but is making a special drive for the big eastern business. In this connection E. W. Demarest, president of the company, has just arrived in New York to make his headquarters at the Hotel Richmond for the winter season for the purpose of devoting his attention to the eastern markets. Following the Thomas comes the Henry Failing with another cargo of 1,400,000 feet for the local market, mostly lumber and big timbers. Both of these cargoes are all sold before shipments and indicate the growing interest of the trade in the use of Pacific coast lumber and largely large sized timbers. Some of the sticks off of the Thomas ran as long as 105 feet and weighed ten to eleven tons, which made their handling quite a problem.

H. T. Walcott, timber merchant of Liverpool, Eng., sailed from here during the fortnight after an extended tour of lumber shipping centers in the United States and Canada.

K. McLeod, president of the American Hardwood Company of Columbus, O., sailed from here during the fortnight for a month's trip abroad, during which he will visit the English markets in the interest of business.

Nelson H. Walcott of the L. H. Gage Lumber Company was in town during the fortnight attending the meeting of the board of trustees of the national wholesalers, along with J. V. Stimson of Huntingburg, Ind., and W. W. Knight of Indianapolis, Ind., who are trustees of the same organization. All of these gentlemen expressed themselves very optimistically as to the general hardwood situation.

The Windsor Lumber Company, wholesalers, 1 Madison avenue, New York, has increased its capital stock to \$40,500, in addition to which R.

S. Voorhis and his associates in the company have been joined by F. C. Close, formerly assistant purchasing agent of the Michigan Central railroad. He becomes a stockholder as well as active in the selling department of the company. These changes will be of benefit to the company in still further increasing its business and prestige.

## BUFFALO

The syndicate of the Wall brothers, incorporated as the Yale Timber & Lumber Company, is still adding to its holding in British Columbia. The American Forest Company, under Manager H. S. James, is building a big hardwood mill at Gainesville, Ga., and E. V. Dunlevie is still in the same state beyond Savannah, getting his big yellow pine mill started up.

Athelbert Cropsey, who represented the Southern Exchange Company in the sale of ties and similar lumber and has been located here in a quiet way several years, died on the 17th, aged sixty-three. He was an excellent man, but not well known to the trade.

Frank A. Beyer is still in politics, as he has still to solve the problem of a deputy for his county treasurer office, but hopes to soon get back in full sight of the lumber trade. His many friends regretted to learn of the death of his father, Christian Beyer, on December 12, aged seventy-six years.

G. Elias & Bro. are busy. They report mill work especially active.

J. N. Scatcherd is prosecuting his suit against the Street Railway Company for \$50,000 damages sustained in a collision with a car while riding in his automobile in 1908. He has never recovered from the injury and was very nearly killed.

The Buffalo Hardwood Lumber Company says it is buying all the green lumber it can get in the Southwest and is making a better showing of stock in the Memphis yard than ever.

There is always business in the yard of I. N. Stewart & Bro., for oak, poplar and chestnut move well and the day of cherry and walnut is not far off now. West Virginia furnishes the stock and H. A. Stewart knows where it is.

The yard of A. Miller is full of an all-round stock of hardwoods and he is moving it out as fast as the season warrants, with every prospect of a much better movement of everything early next year.

Hugh McLean still spends most of his time on the road in eastern lumber-buying centers and finds the demand almost too encouraging, for there are now so many people trying to buy for future delivery. It is easy to sell too much now.

The winter yard stock of T. Sullivan & Co. is at its best. Some late cargoes of lake hardwoods came in recently, filling up the yard. There is also plenty of Pacific coast fir and spruce on hand.

F. W. Vetter found a good stock of hardwood lumber on his trip South and is prepared to meet the coming spring demand with everything filled in. He recently did some good business in maple.

The yard of O. E. Yeager is taking in a big stock of oak and other Kentucky hardwoods. Mr. Yeager is now vice-president of the Manufacturers' Club.

Plans are matured by the Standard Hardwood Lumber Company for shipping a lot of its hardwood on the Cumberland this way by river barge as soon as navigation is favorable. It is coming in by rail now.

## PHILADELPHIA

J. C. Tennant, secretary of the Fenwick Lumber Company, recently spent several days at the Edgewood, N. Y., plant of his company. At this plant the company is cutting spruce and a

very nice lot of birch and maple at present. The Fenwick, W. Va., plant has been running night and day for the past year, cutting principally poplar, oak and chestnut. The market has been taking the output of this mill as rapidly as it was in shipping condition. Just now the company is either sold up or oversold on practically all items on the list, and is taking no orders whatever for poplar or oak and very few for chestnut. It recently secured several good contracts for 4 4 sound wormy chestnut for Chicago delivery. Mr. Tennant speaks very optimistically of the future, and states he has advised his salesmen to remain at home for the balance of the year, so as not to load the company with orders for future delivery. He is accepting orders only for stock immediately in sight and for prompt shipment.

The Cunningham Piano Company of this city has just completed a seven-story addition to the plant, as a result of which an increased output to the extent of from 3,800 to over 5,000 pianos annually will be possible.

The Philadelphia Furniture & Bedding Manufacturers' Association held its fifth annual dinner at the Hotel Walton on December 16. Thirty-two firms were represented. It was made an interesting affair with recitations and short speeches. John Balbirnia is president of the association and Harold R. Burke, secretary.

It is announced that with the aid of \$50,000 stock subscribed by citizens Frackville, Pa., is to have a \$100,000 saw factory which will be established by C. W. Wilson of Williamsport. It will have a daily pay-roll of \$1,000.

It is stated that Hoffman & Huyett of Morgantown are cutting 75,000 feet of lumber ordered by a Philadelphia company for automobile spokes.

The J. G. Brill Company of this city has received orders for ten motor car bodies from the Washington Power Company, Spokane, four semiconvertible cars from the Consolidated Railways of Charleston, S. C., and one hundred cars from the Third Avenue Railroad of New York City.

Orders for sixteen locomotives from the St. Louis Southwestern Railroad Company and two from the Atlanta, Birmingham & Atlantic Railroad have been received by the Baldwin Locomotive Works of this city.

The state forest reservation in Bedford county, near the Maryland line, has been swept by a disastrous fire for the last two weeks, in which great damage has been done to young timber. Nearly all the forest south of Martin mountain, which is closest to Cumberland, has been burned over. There are 14,000 acres in the reservation and more than one-half of it has been burned. Hunters are accused of setting the woods on fire to drive out deer.

Fire destroyed the factory building of Serack & Sherwood, manufacturers of coffins and undertakers' supplies at 1616-18-20 Callowhill street, this city, on December 16. Loss is estimated at \$250,000.

The Buffalo, Rochester & Pittsburg Company has awarded a contract for the building of a timber preserving plant near Bradford, Pa., with a capacity of 250,000 ties a year. The general contract was placed with the Allis-Chalmers Company, and work will be begun immediately in order to have the new plant ready for service by spring.

J. D. Lacey of the big timber house of J. D. Lacey & Co., Chicago, New Orleans and Seattle, was a recent visitor to Philadelphia.

H. H. Gardner of Gardner, Lacey & Co., Georgetown, S. C., cypress and hardwood manufacturers, with his wife, recently made a stop in Philadelphia on his way to New York.

Colonel H. C. Trexler of the Trexler Lumber Company, Allentown, Pa., recently visited Philadelphia on special business.

The American Mahogany Company, 871 Metropolitan building, New York, has removed to 225

Fifth avenue, where it will have better facilities for conducting its rapidly increasing business.

The R. E. Boyer Company, Irvington, was incorporated under New Jersey laws on December 6 with a capital of \$25,000. It will manufacture bars for saloons, counters, shelving, etc.

The Keller-Dunham Piano Company, Scranton, obtained charter under Pennsylvania laws on December 10. Its capital stock is \$75,000.

The Standard Sanitary Couch & Chair Company, to manufacture folding beds and chairs, was incorporated December 14 under Delaware laws. Incorporators are C. S. Metcalf, G. M. Skeen and G. R. Demontford, all of Philadelphia. The capital stock is \$100,000.

The Standard Wheel & Motor Company, Rochester, N. Y., was incorporated December 8 under Delaware laws with a capital stock of \$500,000.

The Standard Railway & Timber Company, Everett, Wash., capitalized at \$100,000 recently, obtained a charter under Delaware laws.

A meeting was held Wednesday, December 15, in the office of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, those present being H. E. Stone, secretary Lumber Mutual Fire Insurance Company, Boston, Mass.; W. H. G. Kegg, secretary Lumbermen's Mutual Insurance Company, Mansfield, Ohio; F. B. Fowler, secretary Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.; C. A. L. Purmort, secretary Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio, and Justin Peters, manager Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia. The above gentlemen composed a committee that was appointed at the time of the Indianapolis conference of the above companies for the purpose of considering matters that were referred to it by that conference.

## PITTSBURG

### PITTSBURG GOSPEL OF 1909

Retailers loaded to the guards early and couldn't get out.

Tariff tinkering kept them all thinking till midsummer.

House building made a bad record all the year.

Mills had too much stock and put it out at any old price.

Low-grade lumber was a drug on the market all the year.

Hardwoods headed the procession from start to finish.

Poplar and oak were general favorites at all times.

Manufacturing trade woke up in August and has been buying freely since.

Railroads held their cash till fall, but then got a tremendous buying move on.

Small sales to mines and mills the first half of the year; big sales since October.

Pittsburg market prices have been much lower than eastern quotations.

Hardwood prices average from ten to twenty per cent higher for high-grade stocks than one year ago.

High-grade stock in all hardwoods is very hard to find, and low-grade lumber will be normal in stocks by January 1.

Everybody says that 1910 will be a hummer. Lighter stocks, better prices, larger orders and more satisfactory business conditions.

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W. P. Craig, president of the W. P. Craig Lumber Company, says that it is hard to get cars on many lines. The company is making big shipments of spruce.

J. J. Linehan of the Linehan Lumber Company is down East this week. The company's plant at Catlettsburg, Ky., is grinding away at full speed and things begin to look like old times in the flooring business.

E. H. Shreiner, manager of the Goodwin Lumber Company, has been down at its mills at Blue Jay, W. Va., which are running night and day.

He is doing a nice business from the Pittsburg office this month.

The Marietta Chair Company of Marietta, O., whose big warehouse and sales quarters are on Liberty avenue, this city, reports twenty-five per cent more business during 1909 than in 1908.

The R. A. McCall Lumber Company, whose plant in the East End was chartered October 20, has erected a two-story planing mill and iron-clad warehouse, 48x102 feet, on Putnam street, and is busily at work again.

C. W. Wilson of Williamsport, Pa., and other Pennsylvania capitalists are about to start the erection of a large saw factory at Frackville, Pa., to cost \$100,000.

The Acorn Lumber Company is breaking off some very good orders these days. Its president, H. F. Dombhoff, left recently on a business trip to Michigan.

The Pennsylvania Lines West are about to purchase the well-known cooperage plant of Kennedy Brothers at New Brighton, Pa., forty miles below Pittsburg on the Ohio river, for \$300,000, for additional trackage room.

The sawmill and over 7,000,000 feet of seasoned walnut lumber owned by F. M. Waring at Tyrone, Pa., were burned December 10. It was the finest lot of walnut in the state.

The Traffic Club of Pittsburg held an interesting meeting at the Fort Pitt hotel, December 13. It was addressed by William H. Stevenson of the Pittsburg Chamber of Commerce, who spoke on "The Relation of Commercial Organizations to the Railroads." The American Lumber & Manufacturing Company, the Willson Brothers Lumber Company, the Furnace Run Sawmill & Lumber Company, and the Flint, Irving & Stoner Company were represented.

The Hyde-Murphy Lumber Company has about concluded to move its large woodworking plant from Ridgway, Pa., to Dubois, Pa. It is preparing plans for a building 80x420 feet and three stories high.

The Empire Flooring Company has been formed at Pittsburg by A. S. Morrow, Ira F. Keith and George M. Buttle to manufacture and deal in flooring.

Porter Haskell, Sr., the oldest living representative of old-time Pennsylvania lumbering, celebrated his ninetieth birthday at the home of his daughter in Clarion, Pa., December 9. He broke into the lumber business in western Pennsylvania in 1840 and for more than sixty years was one of the "boys." Few men know as much about rafting lumber down the Allegheny river as he.

The Webb Manufacturing Company of Pittsburg has been formed by W. I. N. Lofland of Dover, Del.; I. H. Webb of Emlenton, Pa., and George D. Voce of Pittsburg, to manufacture curtain poles.

C. A. Shreve of Bowling Green, Ky., has been appointed Pittsburg inspector for the National Hardwood Lumber Association to succeed Inspector Thompson, who has joined the ranks of the Furnace Run Sawmill & Lumber Company.

H. V. Curll of the H. V. Curll Lumber Company says that Nos. 1 and 2 poplar will be worth \$60 at the mills before May 1. Automobile demand is largely responsible for the sharp advances.

The Mead & Spear Company is cutting steadily on chestnut and poplar at its plant at Strange Creek, W. Va. It looks for a fine poplar market in the spring. Just now beech flooring is quite a favorite on its books.

J. L. Lytle is a bull on the 1910 market. "Look out for a car shortage and higher price for all good hardwoods," he says. His company's sales have averaged 20,000,000 feet a year.

President W. W. Dickey of the West Virginia Lumber Company says spruce is selling better and that oak and poplar are doing well. He has lately been bringing down some fine rafts of lumber from the mills in northern Pennsylvania.

Secretary J. H. Henderson of the Kendall Lumber Company has been down at the West Virginia and Maryland plants of the Kendalls this week. They are all working overtime. The Croft Lumber Company, one of the Kendall concerns at Alexander, W. Va., is cutting 60,000 feet a day and the other plants are also making a splendid showing this month.

J. N. Woollett is hustling to get his newly organized Aberdeen Lumber Company square with the world by January 1 and bids fair to succeed. His orders have been coming in at an encouraging rate the past two weeks.

The McDonald Lumber Company is moving off a large amount of hardwood and is shipping extensively to the eastern market from its West Virginia operation. It is getting O. K. prices, too, and President R. A. McDonald looks for some fine developments in 1910.

Hon. A. J. Barchfeld, Pittsburg Congressman, James W. Wardrop, secretary and general manager of the National Builders' Supply Association, and Arthur L. Holmes, editor of The Scout of Detroit, Mich., have been added to the list of speakers who will address the Pennsylvania lumber retailers when they gather here in semi-annual convention January 27 and 28. The Pittsburg wholesalers are leaving no stone unturned to make the first evening of their stay a record breaker in point of fun. Covers will be laid at the Fort Pitt Athletic Club for over 500, preceding a vaudeville and boxing entertainment.

## BOSTON

A large hardwood dealer in speaking of the market says: "The intense firmness of prices, for so long a conspicuous feature of the market, is as noticeable today, and in some cases more so, than at any time for months past. The tendency of prices is still upwards, particularly in thick stock of all kinds, of which supply in first hands seems just now to be particularly light. Dry hardwood lumber of all thicknesses, however, promises to become a more valuable asset than it is at present."

Wendell M. Weston of the W. M. Weston Company, Boston, has recently returned from a trip West.

John K. Marshall, formerly of this city, is treasurer of the Marshall-Polhemus Lumber Company of New York. The latter company was recently organized and has taken over the business of the old firm of Uptegrove and Polhemus of that city.

Morris A. and James R. Hall of the Hall Lumber Company spent the early part of the month in the Maine woods.

The Curtis & Pope Lumber Company, retail lumber dealers, has taken over the business of the late J. B. Rhines of Weymouth, Mass., who operated there for many years under the name of J. B. Rhines & Co. About the first of September, Chester Tenney, who had been a salesman for the Curtis & Pope Lumber Company, became manager of the business, and on November 30 the latter company secured control. Mr. Tenney remains as manager. The new owners have a lease on the wharf property, with the privilege to buy later. This gives the company a large yard on the South shore, where business has been of large proportions for the past year. The company is also owner of the lumber business of Pope & Cottle, Chelsea. George F. Cobb is manager and buyer for the latter company. The business at Weymouth will be operated under the name of the Rhines Lumber Company. It is stated that E. W. Cottle will buy for the new company.

Charles M. Hamlin, salesman for Wistar, Underhill & Co. of Philadelphia, was a visitor in the local market early in the month.

The Shawmut Storage Company, Atkinson street, Boston, has ceased operations. The storage house was a large and modern affair,

but never seemed to pay. It was built on the land belonging to the New York, New Haven & Hartford Railroad Company. The latter company has taken it over. It is reported that it will not be used for the storage of lumber in the future.

The Dickerman Lumber Company of New Haven recently filed a final certificate of dissolution with the secretary of state at Hartford, Conn.

The sawmills and lumber yard of H. F. & A. J. Dawley, Preston, Conn., have been damaged by fire.

Larger exports of plain oak and ash are reported as being made to South America. At least three large cargoes, of which a good part were these woods, have been made from here this month.

The Andrews & Peck Company, whose plant was destroyed by fire at Hartford, Conn., a few weeks ago, has already started up again in a small part of the factory that was not badly damaged. The employees of the plant were all put to the work of cleaning up, so that they have not lost a day's work. The company was rushed with work at the time of the fire.

The Lampson Lumber Company of New Haven, Conn., will build a large storage building in that city. It will be of brick and fireproof construction.

## BALTIMORE

The annual meeting of the Baltimore Lumber Exchange, a report of which appeared in the last issue of HARDWOOD RECORD, was a most enjoyable occasion. All the reports of officers showed progress during the past year. The report of Secretary J. H. Manken set forth that four firms had been admitted into the exchange, while one had dropped out because of dissolution. The report of the treasurer, George B. Hunting, stated that the finances of the exchange are in excellent condition, with a balance in the treasury, and J. G. Creamer, the chief inspector, submitted the information that his force of inspectors had inspected 79,121,151 feet of lumber in the twelve months from December 1, 1908, to December 1, 1909, an increase of 7,928,373 feet. E. P. Gill, the retiring president, in his formal statement called attention to the fact that the inspection system of the Baltimore Exchange was receiving notice elsewhere. The New York Lumber Trade Association had decided to adopt its method of inspection, and Cincinnati regards it with favor. He congratulated the exchange on the fact that the organization had been the first to inaugurate a reform which was proving of much benefit, and he urged the membership to continue its hearty co-operation. The new president, John L. Alcock, spoke briefly, soliciting all the members to give him their support. He expressed regret that his business was not such as to give him a comprehensive knowledge of the local trade, but he felt that in the vice-president, Theodore Mottu, and in the managing committee he had men who were thoroughly familiar with this division of the business. It was decided to appoint a committee to get in touch with the municipal authorities relative to reserving the new pier No. 6 for the exclusive use of the lumber trade.

Much inconvenience is still being caused in the hardwood trade by the car shortage, which is stated to be more troublesome this year than for a number of seasons past. Mill men are kept waiting at times for weeks without the means of making shipments of stocks, and the wholesalers are in a position of having to place orders a long period ahead on the chance that by the time the lumber is wanted it will have arrived.

Norman Wright of the firm of C. Leary & Co., London and Dublin, was a visitor in Baltimore last week, and saw some of the exporters here.

He was on one of his periodical trips to the United States for his firm, and said he had found business decidedly on the increase.

Arrangements for the annual meeting of the National Lumber Exporters' Association, which will be held here on January 19 and 20, are well under way, and the main points have already been decided upon. The sessions will be held in the Hotel Belvedere, which will be headquarters. Various diversions have been planned, and one of the entertainment features will be the annual dinner.

## CHARLOTTE

During the past two months loss from forest fires in eastern Carolina and in the mountain sections has been heavy. George K. Vanderbilt set a good example on his vast estates in the Asheville (N. C.) district by having the state set aside a large tract for a state park.

Little difficulty has been encountered with the railroads this year by reason of inability to get freight cars, although there has been some complaint. There has likewise been some complaint on the part of lumbermen over alleged discriminatory and excessive freight rates in both North and South Carolina.

The Cape Fear & Coastwise Transportation Company of Wilmington, N. C., has just been organized to operate a line of freight steamers between Wilmington and a number of points in eastern Carolina. C. D. Maffitt of Wilmington is president of the company.

Shipments of holly from Duplin county to northern markets surpassed all previous records this year, many carloads having left Kenansville.

The Giant Lumber Company of North Wilkesboro, N. C., has purchased from 60,000,000 to 75,000,000 feet of oak, poplar, pine and chestnut timber, which will be sent down to North Wilkesboro by way of the company's new flume the coming year.

Practically all the lumber companies in western North Carolina are increasing their facilities for taking care of increased business. Prices on various grades have advanced materially during the past few weeks, and there is every indication that high prices and strong demand will be the order of business during the balance of the winter and spring. The increased activity in the lumber industry is indicative of heavy building operations under way, and this supposition is backed by reports from all the towns and cities of the two Carolinas.

The North Carolina Lumber Company, which operates near Hot Springs, N. C., and which has been about shut down for months, resumed business and is running full force.

It has just been learned that the Graggy Lumber Company, which operates near Asheville, N. C., is planning to extend the Bee Tree railroad from its present terminus in order to supply mills with logs. Extension of the road is necessary because of the increased business of this concern.

It is announced that the plant of the Kingsdale Lumber Company of Lumberton, N. C., which was destroyed by fire a few days ago, causing a loss of about \$60,000, will be rebuilt at once. It is understood that the loss was covered by insurance. Between 150 and 250 men have been thrown out of employment on account of the fire.

R. P. Foster has purchased from E. Sternberg the Biltmore Box Factory at Biltmore, N. C., and will shortly take charge. The plant is well equipped for making packing boxes.

The John F. Bell Company of Morehead City, N. C., has been chartered to do a general lumber business. Capital stock is \$15,000 and J. F. Bell and others are the incorporators.

The Olive Parker Lumber Company of Wake Forest, N. C., has been chartered with \$25,000 capital stock.

The Roxboro Lumber Company of Roxboro,

N. C., has been chartered with \$50,000 capital stock by J. C. Pass, J. A. Long and others of Roxboro.

The Montezuma Bobbin Company of Montezuma, N. C., has been chartered with \$25,000 capital by E. Harris and others.

A new concern from Raleigh, N. C., is R. D. Goodwin, Inc., with a capital of \$25,000. R. D. Goodwin and others are the incorporators and they will do a general lumber business.

The Tilghman Lumber Company of Dunn, N. C., has been chartered with \$50,000 capital to operate sawmills, planing mills, woodworking plants, etc. G. M. Tilghman and others are the incorporators.

### NORFOLK

Among the lumbermen visiting Norfolk this month were C. L. Hutchins, secretary of the Gay Manufacturing Company, Suffolk, Va.; W. H. Vincent, Caperton, Va., who has just purchased a large tract of timber land and will start operation the first of the year; and Guy L. Buell, president of the Montgomery Lumber Company, Spring Hope, N. C.

Mr. Kelly of the Clyde Iron Works was in Norfolk a few days ago. He had been on a visit to T. Raine, president of the Meadow Creek Lumber Company, Meadow Creek, W. Va., which he states is one of the largest lumber concerns in West Virginia. This company expects to use three 70-ton Shay locomotives in this operation.

The entire plant of the Kingsdale Lumber Company situated at Kingsdale, N. C., was destroyed by fire a few days ago. The loss is estimated at about \$50,000.

Harvey M. Dickson, president of the Dickson Lumber Company of this city, one of the largest hardwood firms here, states that he has no idea of running for a public office and that reports to that effect are erroneous.

F. O. Havener, president of the Atla Lumber Company of Pulaski, Va., has purchased about 8,000 acres of timber land, including hardwood and pine growth. The company's plant will be thoroughly equipped with up-to-date machinery to cut this timber.

Nichols Bros., Inc., have organized here with \$50,000 capital stock. C. K. Nichols is president and A. D. Nichols, vice-president. Both of these men are from New York, but have been in this city for some time. The company's head office is in the National Bank of Commerce building; it will handle hardwoods and pine.

### CLEVELAND

The building outlook in Cleveland for the next year is unusually bright, indicating an increased use of hardwood for finishing purposes. A fifteen-story hotel, a sixteen-story office building, a \$1,000,000 Y. M. C. A. building, several big stores and many other projects have already been announced, plans for all of which call for the starting of operations during the winter or early next spring. This year will see a total of \$13,000,000 in building permits, which exceeds all former records except 1907.

W. A. Cool & Son say there is great activity in most lines of hardwoods, the call for oak being exceedingly lively. They are trying to fill all their orders for choice wide poplar, which is in great demand here for automobile bodies.

The F. T. Peitch Company reports a good general business in hardwoods, though it looks for a slack period about the holiday season. Mr. Peitch says that there has been an unprecedented call for good cypress, which promises to become an important factor in the trade in this locality.

R. H. Jenks of the R. H. Jenks Lumber Company is back at the office again after an illness which confined him to his home for a couple of weeks.

One of the interesting visitors in Cleveland recently was Max Peterson of Hamburg, Germany, manager for J. Bach, large hardwood and timber dealers of Europe. With him was J. B. Lauer of Semon Bache & Co. of New York. They report unusual activity in the hardwood business at present.

John Raine, a prominent hardwood manufacturer of Mill Point, W. Va., was in Cleveland during the past week on a business trip.

Charles Haywood of the Georgian Bay Company has been confined to his home by pneumonia the past two or three weeks. Recently he underwent an operation from which he is slowly recovering.

Among the visitors to the local market during the past fortnight were C. E. Mead of Jefferson, O.; W. T. Parsch of Elyria, O.; F. H. Weeks of the Weeks Lumber Company, Akron, and I. C. Harris of the South End Lumber Company, Youngstown, O.

### COLUMBUS

Herbert M. Hayward, a member of the wholesale lumber firm of M. A. Hayward & Son, was recently united in marriage to Miss Muriel Davis, daughter of Mr. and Mrs. Charles Q. Davis. The ceremony took place at the Chittenden hotel with Bishop Earl Cranston of Washington, D. C., officiating. The couple will reside in the King-Neil apartment.

The John R. Gobey Lumber Company announced the appointment of W. H. Morris as traveling representative in the Detroit territory to succeed J. W. Urban. Mr. Morris was formerly connected with the Gobey company, but had other connections in the past few years. Mr. Gobey left recently for a business trip in the upper part of Michigan. He reports a good demand in that section, but that everything is snowbound. He says that hardwoods are getting stronger.

The wholesalers and representatives of outside lumber concerns of Columbus are preparing to entertain the members of the Union Association of Lumber Dealers which will meet in their annual session in Columbus January 18 to 20. The Great Southern theater has been rented and a vaudeville entertainment will be given one evening for the association members. It is believed that the attendance will be larger than ever before.

C. T. Nelson, manufacturer of columns, reports a nice run of orders, despite the lateness of the season. He predicts a busy season during 1910.

At Canton the Brown & Bush Lumber Company was incorporated with an authorized capital of \$20,000.

The M. D. Francher Lumber Company of Mansfield was incorporated recently with a capital stock of \$10,000 by M. D. Francher, A. A. Pearce, H. E. Speaks, C. B. Winegarten, Frank C. Lewis and Howard Lewis, to do a general lumber business.

The J. J. Snider Lumber Company, which recently purchased the land formerly used by the Columbus branch of the Crosby & Beckley Company at Long street and the Norfolk & Western Railroad tracks, announces that it will open a retail yard at that place in the spring. The last of the stock of the Crosby & Beckley Company has been removed. The concern will continue to operate the two retail yards from one office.

Active work in the development of the 54,000 acre tract of timber land recently purchased by a Columbus and New York syndicate in the lower part of Vancouver Island has been started. Several mills will be erected which will be in operation early in the spring. E. B. Kurtz of New York was in Columbus recently in consultation with his brother, Charles L. Kurtz. Both are heavily interested in the syndicate.

W. E. Hyde, receiver for the Rood Lumber Company, a box factory on Buttes avenue, re-

ports that the plant is being operated on full time and that a nice profit is being made for the creditors. No order of sale at auction has been issued as yet by the court.

Ralph Ely, a Columbus man traveling for W. A. Cool & Son, Cleveland, has returned to Columbus after a severe illness in a Chicago hotel.

At Eaton, Ohio, the Eaton Lumber Company has broken ground for a modern planing mill to be operated in connection with the yard.

The J. W. McLaughlin Lumber Company of Fremont was recently incorporated with a capital stock of \$25,000 to conduct a general lumber business. J. W. McLaughlin is at the head of the company.

Samuel Barr, representing the Lilly Lumber Company of New York, was a caller at the office of the A. C. Davis Lumber Company recently.

The General Lumber Company is placing its large mill at Ashland, Ky., in repair for operation as soon as the spring freshets will float the large number of logs now awaiting transportation down the Big Sandy river. The company is operating the mill on the timber tract on the Big Sandy. President H. W. Putnam reports a steady run of orders and a better demand from manufacturing establishments. He says that a number of the southern mills have withdrawn stock from the market, waiting for higher prices. He believes that advances will be made soon.

H. W. Collins, sales manager of the central division for the W. M. Ritter Lumber Company, said: "Prices are well maintained in all sections and for all grades and varieties of woods. The demand is holding up well right up to the holidays and we look for considerable activity after the first of the year. It is the general opinion that advances will be made some time in January."

Many of the traveling salesmen of the W. M. Ritter Lumber Company will remain in the field between Christmas and New Years, while others will seek their homes. J. W. Mayhew of the company recently returned from a business trip to Chicago. W. M. Ritter returned December 18 from a ten-days' trip through the mill region and among eastern markets.

H. R. Allen of the H. R. Allen Company returned recently from a buying trip through Mississippi and Alabama.

W. V. Smith, treasurer of the Clear Creek Coal & Lumber Company, left recently on an inspection trip of the company's property located at Isoline, Tenn.

W. F. Felton of Columbus and Dr. Gooding of Tiffin have left for San Domingo for an inspection trip of a tract of 150,000 acres of timber land on the island which has been optioned. In case the option is closed the tract will be developed.

George B. Jobson, secretary of the A. C. Davis Lumber Company, has returned from a selling trip through the Northwest. He reports a good demand and that many concerns are buying for future delivery.

A. P. Waterfield, formerly with the Yellow Poplar Lumber Company, has accepted a position as traveling salesman for the Domestic Lumber Company of Columbus. He will travel Ohio and western Pennsylvania.

The Brooks Lumber Company of Pataskala, O., of which J. K. Sowers of the Sowers-Leach Lumber Company of Columbus is a director, has increased its capital stock from \$25,000 to \$50,000 to take care of the rapidly increasing business.

R. E. Elmer of the Fearson Lumber Company of Ironton, O., has returned from a trip to the mountains. He reports business satisfactory in wholesale lines.

C. G. McLaughlin, general manager of the McLaughlin Hoffman Lumber Company, has returned from a week's business trip in Chicago, where he found a good demand from factories. He says that railroads are still buying freely and that the prospects are very bright.

W. L. Whitacre of the lumber company bearing his name returned recently from a two weeks' trip through the mill regions of the South. He reports a peculiar condition existing in that section. He says where mills are selling to the North and interior points prices are variable, but where mills are selling for the export trade prices are stiff.

### CINCINNATI

The Cincinnati Furniture Exchange held its thirty-seventh annual meeting and election at the Gibson House on Tuesday, December 14. A number of lumbermen were present, both as guests and members, two of whom were elected to be directors, J. E. Dulweber and E. C. Feuss. The election for fifteen directors resulted in a victory for the regular (red) ticket, and the following were elected: J. F. Dietz, John Dornette, Jr., Henry Hoffeld, A. G. Steinman, Paul Schirmer, F. H. Uchtman, Frank B. Warsel, Jr., H. B. Kemper and Fred H. Ballman; also the following supply men: E. Kuhlman, Sr., John Wolf, E. C. Feuss, J. E. Dulweber, Theo. Groene and H. A. Lloyd. A banquet followed, with addresses by Mayor Dr. Louis Schwab and Judge Wm. Lueders of the Probate Court. President John F. Dietz presided and read a speech on the year's progress of the exchange. Clinton Crane was present, and on behalf of the Hardwood Manufacturers' Association of the United States extended an invitation to the manufacturers present to attend the sessions of the Hardwood Manufacturers' convention at the Sinton hotel on February 1, 2 and 3, 1910.

Cliff S. Walker, president of the Bayou Land & Lumber Company, accompanied by his wife, left Saturday night, December 18, for New York City. He was joined at Pittsburgh by his son, Stuart Walker, now with Belasco's "The Lily," which will open for a long run at Belasco's New York Theater on Christmas week. Mr. Walker's visit to the East is to arrange for the opening up and operating of the 60,000 acres of hardwood forest in Concordia parish, La., recently purchased by the company in which he is interested. His stay will probably extend into the new year, as the business problems will involve a number of weeks' work in the metropolis. He expects to return in time for the meeting of the Cincinnati Lumbermen's Club on January 3 at the Gibson House.

At the December meeting of the Cincinnati Lumbermen's Club a challenge was read from the bowlers of the Queen City Furniture Club to the bowlers of the Lumbermen's Club. The challenge was accepted, and President Walker named E. J. Thoman a special committee to arrange for a series of games with the belligerent furniture makers. The games were arranged and the first meeting was held at the Hamilton County League alleys on Thursday afternoon, December 16, and both sides claim the victory, the lumbermen by virtue of the fact that they took two games out of three and the Q. C. F. C.'s because they scored most pins.

Lumbermen's Club—	Pins.
H. Brown.....	527
C. A. Higgins.....	492
Wm. F. Duhlmeier.....	501
Joseph Wehry.....	433
E. J. Thoman, captain.....	456
Total.....	2,499
Q. C. F. C.—	
Christ Angert.....	488
Fred Bullerdick.....	512
Fred Busse.....	492
Henry Sprengard.....	511
Henry Hoffeld, captain.....	471
Total.....	2,474

High individual score, H. Brown, 206. Team average, Q. C. F. C., 828; Lumbermen, 803. High team score, Q. C. F. C., 949.

Robert E. Becker of the Maley, Thompson & Moffett Company, who has just returned from an extended trip through Indiana and Illinois, reports business good, though he ran into some

very cold weather. He left on Monday for a trip through Ohio, and will not return until the opening of the new year.

Walter McCabe of the McCabe Lumber Company of Newport, Tenn., was working the buying trade in this city last week, calling upon a number of the Cincinnati hardwood men.

W. H. Dawkins of the Dawkins Lumber Company, Ashland, Ky., was in the city the past week and a caller at the Hardwood Manufacturers' headquarters.

The Licking River Lumber Company has changed its headquarters from Ashland, Ky., to Huntington, W. Va. The company operates a mill at Farmers, Ky.

On Saturday, December 11, there was a meeting of the directors of the Hardwood Manufacturers' Association at the headquarters in the First National Bank building, to devise means for the entertainment of the hardwood consumers who are invited to attend the sessions of the convention to be held here February 1, 2 and 3.

R. H. Stoehr, president of the Cincinnati Hardwood Flooring Company, left last week for a visit to the hardwood floor manufacturers of Michigan, and will remain in that section for a fortnight. His company makes a specialty of hardwood inlaid flooring.

J. D. Farley, the local representative of the Lyon Cypress Company of Garyville, La., left on December 12 for an extended visit to the plant of the company, where will be a general meeting of all the representatives from various parts of the country.

Clinton Crane was a delegate to the Rivers & Harbors Congress at Washington, D. C., and extended his trip to Philadelphia, from where he returned to attend a meeting of the directors of the Hardwood Manufacturers' Association last week.

Dwight Hinckley is home from a trip to Chicago and the North. Mr. Hinckley is the owner of a speedy stepper and is an admirer of equine blood, but did not take his fleet trotter to Chicago on his recent trip. If anyone should desire to own a high bred horse he might communicate with Mr. Hinckley.

C. H. Loveland, Winchester, Ky., was a visitor in the Queen City for a few days last week, looking after the selling end of his business.

B. F. Dulweber was appointed director of the North Side Business Men's Club at its election last week and was awarded the prize.

Fred M. Duling of the Graham Lumber Company is touring the South, and is sending in orders as an indication that business is good in that section.

Ferd Brenner of the Ferd Brenner Lumber Company has just returned from a visit to the mill of the company at Alexandria, La., where he was the guest of W. F. Best, vice-president of the company and manager of the mill.

R. C. Witbeck, secretary of the Ferd Brenner Lumber Company, is of the opinion that business in the export trade is rather dull at present, but will be taking a turn for the better before long. Advices from F. Reichenberg, the European agent at Marseilles, France, are to the effect that business is dull at that point.

Ralph McCracken of the Kentucky Lumber Company says that business at the office is good. The mill at Burdside, Ky., is running, and has sufficient logs to keep it busy for a few weeks.

W. E. DeLaney of the Kentucky Lumber Company has just returned from a visit to Mississippi, where the company has interests in the red gum section. J. M. Cheely of this concern is in Arkansas, where he has been for several weeks making lumber contracts.

Sam Richey is rejoicing over the arrival of a fine boy baby at his home. This is boy No. 2, and Mr. Richey is correspondingly happy and willing to hand out the cigars when receiving the congratulations of his friends. He is study-

ing whether to buy a cradle or an automobile for the late arrival, who will be two weeks old about Christmas.

George Ehmman, the partner of W. A. Bennett in the firm of Bennett & Witte, who makes his headquarters at the Memphis office, arrived in Cincinnati on Thursday with his family and remain over the holidays.

T. J. White stopped in Cincinnati on Thursday while en route to his old home in Ripley, Ohio, to spend the holidays. Mr. White is the western representative of Bennett & Witte.

A. W. Euler, who has been in Europe for the past six months as the representative of Bennett & Witte, passed through the city on Thursday last on his way to the Memphis office. Mr. Euler expressed himself as well pleased with the results of his trip and was very optimistic as to the future of the business in Europe. From a business standpoint his stay in Europe was successful, notwithstanding the fact that business generally in Europe was very slow.

The Swann-Day Lumber Company have opened offices in the Second National Bank building at Ninth and Main streets. The Galloway-Pease Company is also located in the same building.

Freight officials of the Burlington & Ohio Southwestern Railroad are making a canvass of the heavy shippers of Cincinnati, to endeavor to secure more business. The officials seem to be awakening to the fact that rival lines are getting the lion's share of the business. Conferences of officials are being held frequently and plans made for an effective canvass of the conditions.

James King, who for many years was connected with Gage & Possell, and later succeeded to the business of that firm on their retirement, operating under the firm name of King & Trimble, died at his home in this city last week. The firm of King & Trimble was dissolved a few weeks before Mr. King's death, owing to a long siege of illness. His death was caused by a malignant cancer. He was a member of the Cincinnati Lumbermen's Club, and President Cliff S. Walker appointed a committee to draft resolutions to be presented at the January meeting of the club.

Lewis Doster left recently for an extended trip through the South. During his absence he said he would be present at a wedding, but assured his friends that he would not be one of the most interested parties.

### TOLEDO

Those connected with the hardwood trade in this section are interested in the announcement of Receiver Lowell of the Detroit, Toledo & Ironton railway that he will make application to the court for permission to borrow \$1,000,000 to be expended in improving the service of the road. This action is taken at the instigation of the state railway commission, which has recognized the fairness of the demands of shippers in Ohio, who claim that the company has discriminated in favor of foreign shippers and that Ohio shipments have been unduly delayed as a result. The receiver admitted the cause for complaint, but claimed that it was due to inadequate equipment rather than to willful neglect.

Clark H. Snyder, a cabinetmaker at the Bryan show case plant, Bryan, O., was instantly killed while attempting to throw a belt on a pulley. His clothing caught and he was whirled around the main shaft, which was running at a speed of 250 revolutions a minute. Nearly every bone in his body was broken. He was twenty-six years old and leaves a wife and one small child.

Frank I. Consaul, city engineer of Toledo, and for twenty-three years connected with that office, will sever his connection on January 1 and assume new duties with the Acme Builders' Supply Company. He has been chief of the department for the past six and a half years.



The J. W. McLaughlin Lumber Company of Fremont, O., was incorporated last week with an authorized capital stock of \$25,000. The company owns a large tract of timber land in Arkansas, where it will erect a sawmill and stave factory.

The home of Rowland Starr of the lumber firm of Barbour & Starr at Toledo was entered by burglars recently and all the family silver stolen, the loss amounting to several hundred dollars. This is the second robbery within the past year, the former perpetrators now serving eight-year sentences in the Ohio penitentiary.

### INDIANAPOLIS

M. S. Huey of the Capital Lumber Company has returned from a visit in Chicago.

The Mossman Lumber Company has closed its hardwood mill at Dubois because of inability to get logs. The company is contemplating removing to Memphis, Tenn.

Arrangements are being made by the Moffett & Bowman Lumber Company of Madison to move to Memphis, Tenn., soon.

Among delegates to the National Rivers & Harbors Congress at Washington, D. C., this month was D. W. Place, a prominent South Bend lumberman.

The annual meeting of the Indiana Manufacturers' & Shippers' Association will be held here January 26. The executive committee of the association has asked the Indiana Railroad Commission to adopt the demurrage rules recently approved by the National Association of Railroad Commissioners.

Plans are being considered by the Parma Manufacturing Company for enlarging and extending its business. As a preliminary step, the stockholders have decided to increase the capital stock from \$40,000 to \$50,000.

A branch wholesale yard is to be established in Michigan City soon by the National Pole Company of Escanaba, Mich. It is planned to ship about 2,000 carloads of poles a year to the new yard by water for rail distribution.

The Muncie Chair Company has been organized by Muncie capitalists and has been incorporated with an authorized capital stock of \$130,000. A factory will be established at once for the exclusive manufacture of chairs. Those interested in the concern are: M. A. St. John, E. L. Brown, J. E. Johnson, F. J. Lesh and W. E. Hitchcock.

Building operations in Indianapolis this year have amounted to something more than \$7,000,000 as compared with about \$5,800,000 in 1908. The figure this year will be the largest in the history of the city and prospects are bright for increased activities next year.

### MEMPHIS

There is no longer doubt regarding the building of the union station. All details have been perfected. The officials of the Memphis Union Station Company have already filed with the legislative council an acceptable bond as evidence of their good faith. Furthermore, President J. L. Lancaster has \$3,000,000 subject to check to defray expenses connected with the building of this structure. Work is to begin early in January and the railroads interested state that it will be pushed to completion with all possible haste. Five railroads will use this station: the Louisville & Nashville; the Nashville, Chattanooga & St. Louis; the St. Louis, Iron Mountain & Southern; St. Louis-Southwestern, and the Southern railway. There is just a prospect that the Rock Island and Frisco may join hands with these railroads and enter the Memphis union station on the user basis.

The Frisco railroad has announced through W. C. Nixon, vice-president and traffic manager,

that Memphis will not suffer in the least by reason of the divorcement of the Rock Island and Frisco Systems. He says that the road is now completing its new terminal yards at Marion, Ark., and that these will not be sufficient to meet the large requirements of Memphis and the Memphis territory. The company purchased extensive yards east of the city some years ago and will soon proceed with the erection of terminals fully as extensive as those at Marion.

The Anderson-Tully Company has put its mill in North Memphis in operation and is also running its big mill at Vicksburg. For quite a while the mill at Memphis and the big mill at Vicksburg were both closed down on account of the low stage of the water. The company is also operating its box factory here at full capacity and the one at Vicksburg is also being run.

The Lamb-Fish Lumber Company has prepared to resume operations at its band mill in New South Memphis. This plant was formerly owned by the Guirl-Stover Lumber Company, one of the companies forming the present Lamb-Fish Lumber Company. It has a capacity of about 25,000 to 30,000 feet and is to be superintended by George Higley, who has heretofore been manager of the mill of the company at Chancy, Miss. It will be recalled that the company decided some time ago to discontinue operations at Chancy with a view to consolidating all of its manufacturing enterprises in Mississippi at Charleston.

The E. Mossman Lumber Company is proceeding rapidly with the erection of its mill in North Memphis and will have this in readiness for operation at a comparatively early date. It has interests at both Evansville and Ft. Wayne, Ind.

Export conditions are improving, but they are still not altogether satisfactory. There has been a considerable amount of lumber sold to Europe, but exporters as a rule say that prices on the other side are hardly proportionate to those in America. G. A. Farber, London representative of Russe & Burgess, Inc., says that there is a great deal of cheap lumber offered in Europe and he also refers to the fact that 3 ply wood from Russia is being sold all over Great Britain and the continent. He states that this is supplanting thin poplar, sap gum, oak and ash and that it will hurt the sale of all thin lumber manufactured in this country and sent abroad. He is, therefore, inclined to look for some decrease in the amount of thin lumber wanted in Europe from this country and some interests here think this is a subject which should be given serious consideration.

The H. Alfrey Heading Company, Jonesboro, Ark., has filed an amendment to its charter, whereby its capital stock is reduced from \$215,000 to \$91,000. The company operates heading plants at Jonesboro and Hope. A partial explanation of the decrease may be that the H. Alfrey Land & Manufacturing Company, with headquarters at Jonesboro, has been granted a charter. The capital stock is \$100,000.

General Traffic Manager F. B. Bowes of the Illinois Central Railroad has notified the Tennessee Railroad Commission that a rate of 10 cents per 100 has been arranged on shipments of ties from Medon, Teague, Toone, Shandy and Bolivar, all Tennessee points, to Cairo, Ill. The new rate goes into effect December 27.

The Myers-Newson Lumber Company has purchased the band mill formerly owned by the Kentucky Lumber Company at Tutwiler, Miss., and has already put it in operation.

The Winston County Lumber Company has been formed at Louisville, Miss., and will have a capital stock of \$10,000. Among the incorporators are C. N. Wagner and G. H. Gilliam.

The Iron Mountain Railroad is preparing to spend about \$5,000,000 in improvements in Arkansas. The main line of the road in that

state is being ballasted and relaid with heavier rail. The company is also building a large number of stations and is otherwise putting the line in first-class condition.

The legal divorcement of the Rock Island and Frisco Systems has led to the report that the Illinois Central will soon begin the construction of its own line between Haleyville and Birmingham, Ala. It will be recalled that the Illinois Central entered into traffic arrangements with the Frisco Railroad whereby it was to use the tracks of the latter from Haleyville into Birmingham in making the trip from Jackson, Tenn., via Corinth, to Birmingham. Lumber interests are very much pleased with the prospect of this new line because it will afford additional facilities for the development of timber holdings in northwestern Alabama.

Citizens of Arkadelphia, Ark., have pledged \$60,000 to secure the extension of the Memphis, Paris & Gulf Railroad from Murfreesboro to Arkadelphia. The road now runs from Nashville to Murfreesboro and officials of the company have issued the statement that the road eventually will be extended as far south as Pine Bluff. There is also some discussion of the negotiation of traffic arrangements whereby the Memphis, Paris & Gulf Railroad Company will use the tracks of the Kansas City Southern from Nashville to Texarkana, but nothing definite has yet been decided. This road runs through a very important timber section and will be an important factor in the development of the timber resources throughout this section.

### CHATTANOOGA

The Berry Lumber & Stave Company has added to its office force H. B. Henry, who in the future will assist P. S. Burrow, general manager.

A charter of incorporation was applied for last week by the Chattanooga Chair Manufacturing Company. This company will manufacture a full line of chairs.

A suit was filed here in chancery court lately by O. S. Green against J. S. Hunnicutt and others to prevent the culling and removing of a quantity of hardwood lumber and crossties from lands in Sequatchie county, this state.

C. D. Berry of Oil City, Pa., member of the Berry Lumber & Tie Company, was in the city a few days ago on his way home to spend the holidays. Mr. Berry has recently bought a large tract of timber land near Rockwood, Tenn.

Snodgrass & Field are working their large stock of hardwood into moulding, ceiling, weather boarding and dimensions. It is doubtful whether they will ever run their sawmill again at the present location, owing to the city laying out several streets through their yard.

### NASHVILLE

Further details of the new hardwood flooring plant to be built in Nashville have been announced during the past few days. A. H. Bachelor of the Strable Manufacturing Company of Saginaw, Mich., has purchased from the Davidson, Hicks & Greene Company a ten-acre site for \$10,000. He recently visited the city, bringing plans with him for a factory which he hopes to have ready for operations by March 1. The plant will be a large frame building, together with a dry kiln 104 feet long, the kiln to be of brick. Mr. Bachelor will be the local manager. The capacity of the new plant will be about fifty thousand feet a day and between fifty and one hundred men will be employed. Associated with Mr. Bachelor in the enterprise are: J. T. Wylie, a Michigan capitalist, and George Strable, Mr. Bachelor's partner in Saginaw. Nashville was selected by these gentlemen by reason of its being in the center of the hardwood belt. The local concern

will be entirely separate from the Michigan plant, the latter using maple, while the one here will saw hardwoods. The investment here will represent about \$150,000.

A new line of railroad, that will pass through a new and undeveloped timber belt, is being promoted in Nashville. It is the Nashville & Adairville Railroad and proposes to run from Nashville through Davidson and Robertson counties and on into Logan county, Ky., to Adairville. The line will pass through or near Goodlettsville in Davidson county, Millersville, Whitehill, White House, Cross Plains, Olinda, Lamont in Robertson, and on to Adairville. The officers of the road are: S. C. Robb, president and general manager; W. A. Buntin, vice-president; Dr. B. P. Gilbert, treasurer, and R. A. Wilson, secretary.

An interesting decision to all lumbermen or other shippers was recently handed down by the Court of Appeals of Tennessee in the case of N. C. & St. L. Ry. vs. Farris, Wilfort & Kennedy. The suit was brought under an amendment to the interstate commerce law fixing the liability for damage on the initial common carrier. The damage claimed happened on the destination end of the shipment, the original carrier turning the shipment over to another road, the latter causing certain losses to the shipper. Judge Palmer of the Court of Appeals held in favor of the shipper, and that the road endorsing the original bill of lading became liable for any loss incurred by the goods, whether such loss happened on the line of the original carrier or any subsequent road handling the shipment. This decision upholds the constitutionality of the amendment, which has on two previous occasions also been held constitutional by the Supreme Court of Tennessee.

A special from Indian Mound, Tenn., states that C. A. Moery has bought from J. T. Mc Nichols the latter's 500-acre farm, for a consideration of \$4,500. The purchaser represents a timber concern that intends developing the tract. The property is said to be rich in timber resources.

In the death of Thomas H. Harris the town of Trezevant, Tenn., loses one of its leading citizens and the lumber and sawmill business a progressive and active member. At the time of his death Mr. Harris ran a big planing mill and sawmill. He was fifty-eight years old and leaves a wife and two children.

Secretary of State Hallum W. Goodloe has granted a charter to the Scott-Lambert Lumber Company of Carter county, capitalized at \$25,000. The incorporators are: A. M. Scott, W. W. Lambert, W. E. Hunter, W. C. Bresnahan and Lee F. Miller.

Creditors of the Bradley Furniture Company of Elizabethtown, Tenn., have filed a petition in bankruptcy against that company. The plant burned not long since and has not been rebuilt. One of the items set forth as an asset was an uncollected insurance policy for \$21,000.

Secretary of State Goodloe has granted a charter to the King Lumber Company of Polk county, capitalized at \$10,000. The incorporators are: M. C. King, Boon Crawford, J. H. McCoy, N. E. Edenfield and C. W. Kiker.

A railroad charter granted by the secretary of state recently will allow new timber country to be opened up. The Crandall & Shadt Valley Railroad Company of Johnson county was granted leave to do business in the state. It will run a road from Crandall, in Johnson county, up Beaver Dam creek to a point on top of Cross mountain, in Johnson county. The capital stock is \$10,000 and the incorporators are: R. E. Donnelley, H. A. Donnelley, R. E. Butler, D. H. Donnelley and W. T. Smythe.

The Chattanooga Chair Manufacturing Company has been granted a charter. The capital stock is \$25,000 and the incorporators are: J. H. Parham, Claude Smith, J. H. Kuhlman, C. M. Preston and J. B. Cantrell.

The Home Building & Manufacturing Company, which recently bought out the stave plant of A. L. Hayes in East Nashville, is said to be considering the addition of a hardwood flooring plant. However, no definite decision has been reached as yet. This concern for some time has manufactured sashes, doors and blinds, etc., and the purchase of the Hayes plant doubles its capacity. The A. L. Hayes Stave Company will move its stave machinery to a point near Chattanooga.

A new lumber firm in Nashville is styled T. R. Crittenden & Co. They have opened up yards on Adams street in North Nashville and will manufacture and wholesale hardwood lumber. Mr. Crittenden came here from Hartsell, Ala. Fred Roth, formerly with A. H. Card & Co., is also a member of the firm.

## BRISTOL

The development of a large tract of timber in Greene county, Tennessee, near Greeneville, has just been undertaken by O. H. Vial of Elizabethton, Tenn., a well-known lumber manufacturer of this section. Mr. Vial has been busy for some time building a narrow-gauge line of railroad to the mill site, and will be ready to begin cutting before a great while. The operation will be one of the largest in upper east Tennessee.

There is much activity in lumber manufacturing in Polk county, east Tennessee, where the Pendergrast Lumber Company of Marion, O., the Conasuga Lumber Company, and others are at work. The Pendergrast company erected a band mill at Duckton, Tenn., in Polk county, and put it in operation several months ago.

A marriage of much interest in hardwood circles occurred this week, when Miss Ora Belle Rogan of Bristol became the bride of J. Herbert Kester, an official of the Southern Hardwood Lumber Company of Ashland, Ky. The bride is a popular and charming young Bristol society girl, while the groom is a prominent young lumberman. They were married at Charlotte, N. C., and will make their home at Ashland, Ky.

R. W. Lucius of the William H. Perry Lumber Company of Cincinnati, and J. A. Watson of the F. W. Crane Lumber Company of Pittsburg, Pa., were among the buyers on the Bristol market this week. Both were on their way home for the holidays. They left some nice orders with Bristol lumbermen.

The export business in Bristol is reported as in fine shape. Numerous foreign buyers who have been in this region recently report excellent prospects for business abroad, though the improvement in trade there has not been as marked as in this country. Some of the local exporters, however, are getting reports from their foreign customers that are somewhat ominous.

N. A. Wright, representing C. Leary & Co., well-known London wood importers, was among the recent visitors here who brought cheering news.

"Cheer up the worst is yet to come," is what the Bristol lumbermen are hearing in regard to the freight car supply. While the situation has not yet assumed proportions of a car shortage, it is almost certain that if business improves much more, unless the railroads handle traffic with much greater dispatch, there will be a pronounced shortage.

The Whiting Manufacturing Company has undertaken big things for the coming year. Besides the two band mills and planing mills with which the company is now developing its 100,000-acre tract of timber contiguous to Bristol, it will from time to time install other important operations.

"The outlook for the lumber business is good indeed," said Paul W. Fleck of Fleck & Dunwoody, Philadelphia, who visited Bristol a few days last week. "The feeling in the East is very much better."

The Whaley-Warren Lumber Company has closed contracts for several million feet of hardwood stock for spring delivery. The company reports business in good shape.

H. V. Curll of the H. V. Curll Lumber Company of Pittsburg was here last week, after a visit to his company's mills in West Virginia. He reported fine prospects for trade during the coming year.

Among recent visitors here was Samuel H. Shearer of Samuel H. Shearer & Son of Philadelphia, who spent several days on the local market.

Work is going forward on the W. M. Ritter Lumber Company's new operations on Hazel creek, North Carolina. Mr. Ritter was here a few days ago and after visiting his band mills in this section and spending several days hunting and fishing, returned to Columbus.

P. W. Bevins, a prominent Scott county (Va.) manufacturer, visited the Bristol market a few days ago and reports much activity in manufacturing in the rural districts.

C. H. Smith, Jr., manager of the Bristol office of the R. A. & J. J. Williams Company of Philadelphia, has gone to Nashville to spend the holidays with his parents.

J. M. Hines of the Tennessee Lumber & Manufacturing Company of Sutherland, Tenn., and formerly of North Tonawanda, N. Y., and Miss Connie Nidiffer of Watauga Valley, Tenn., were married here this week and left immediately for a ten days' honeymoon trip to New York and other points in the East.

## LOUISVILLE

The Hardwood Club is beginning to talk of the annual convention of the National Hardwood Lumber Association, which meets here in 1910. President A. E. Norman is chairman of a committee which is to communicate with Secretary F. F. Fish and decide upon a date for the meeting. The Detroit convention was held in June, but it is likely that the Louisville meeting will be in May, which is usually a cool and pleasant month here. The convention will be held at the Seelbach hotel. The convention of the Hardwood Manufacturers' Association at Cincinnati has been discussed informally and it is likely that one or two local men will attend.

Railroad men have been holding the floor at the Hardwood Club of late. Fred H. Behring, assistant general freight agent of the Southern Railway, spoke two weeks ago, referring to the importance which is now attached to the Louisville hardwood market by the railroads, and assuring the club that the Southern, as well as the other lines, will do all in their power to give Louisville a fair deal in the matter of rates. Last Tuesday evening J. Taylor Green of the office of the district freight agent of the Big Four, made an informal talk on general railway matters of interest to the lumbermen.

As suggested some time ago, the Mengel Box Company has been elected to membership in the club. Charles E. Davis is the company's representative. There are several other firms which will likely be made members before long, and when that happens the Hardwood Club will have enrolled about all the eligibles and will be a completely united and representative body.

Among recent visitors at Hardwood Club meetings have been Hoyt Gamble of Gamble Bros., dimension stock manufacturers; Mr. Perkins of the Jamestown Table Company; Mr. Pollard of the Mengel Box Company's force at Mengelwood, Tenn., and Mr. Lortz of the Kentucky Wagon Works, Louisville. Buyers continue to seek the Louisville market in large numbers, attesting to the increasing reputation of this locality.

A. E. Norman of the Norman Lumber Company, Barry Norman of E. B. Norman & Co. and E. L. Davis of the Edward L. Davis Lumber Company hunted last week in Barren county,

near Mr. Davis' mill. The Normans returned after two or three days, but Mr. Davis stayed longer. They had good luck. R. F. Smith of the Ohio River Saw Mill Company hunted with success in southwestern Kentucky. W. A. McLean, president of the Wood Mosaic Flooring & Lumber Company, has returned from a big game expedition in Canada, about 100 miles off the railroad. He landed several deer and moose.

Business is usually quiet in December on account of annual inventories being the rule, said A. E. Norman, but things, nevertheless, are pretty fair. His company is closing a good year.

Rose Lea, the boat chartered by C. C. Mengel & Bro. Company, arrived from Belize at Pensacola two weeks ago, and its cargo of 800,000 feet of mahogany logs has been deposited at the Louisville mill. The Chiswick, which is on its way to America from Africa with a cargo of 1,000,000 feet, will reach here January 1. Shortly after the first of the year J. C. Wickliffe, secretary of the company, who is in Bahama securing laborers for the Central America mahogany tracts, will return home. Joseph Waltman, the national inspector stationed here, called on the Mengels last week. He has been kept busy at local yards and taking up lumber at Mississippi and Tennessee mill-points. Building reports received by C. C. Mengel & Bro. Company indicate that prospects for 1910 are mighty good. The demand for mahogany continues to hold up well.

H. A. McCowen of the Ohio River Saw Mill Company was down from Salem, Ind., last week. Business with the company continues to remain above the average. The furniture factories are buying in large volumes.

H. J. Gates of the Louisville Point Lumber Company has returned from a successful business trip to the East, which included Buffalo. Ed Shippen of the company said that the demand for all items on the list is fine, and that the company is heels over head in work getting out orders. "It's a sellers' and not a buyers' market now," was the way he expressed it. He added that higher prices are in order, since the timber people are asking a lot more for their logs now than ever before, and good logs are getting scarce.

W. P. Brown of the W. P. Brown & Sons Lumber Company was down from Indianapolis last week. He said that trade up there was good, but that the country dealers were complaining because the farmers, instead of putting their surplus into new buildings, are buying pianos and automobiles. "There are nearly as many factories of that kind," he said, "as there are planing mills." J. G. Brown, his son, has been laid up for a few days with bronchitis. T. M. Brown said that business is fine and the demand good.

H. A. Ranker, secretary of the Wood-Mosaic Flooring & Lumber Company, whose office is in Rochester, N. Y., was out last week to look over the plant. He seemed to think that the general situation is good, with an especially favorable outlook.

D. E. Kline of the Louisville Veneer Mills has returned from the convention of the National Veneer & Panel Manufacturers' Association, where he read an important paper on the rise in the cost of timber. H. M. McCracken of the Kentucky Veneer Works was unable to attend, on account of having just recovered from an attack of illness, but his brother represented the firm.

E. W. Rhubsky, a hardwood broker, said that the demand for lower grades is improving, due to the fact that during business depression the poorer classes were unable to buy any sort of furniture, while there remained a fair demand for high-grade stuff, thus moving the better grades of lumber. Now that the situation is generally improved, however, lower grade furniture is being manufactured in a larger volume.

Business is holding up well with the Southern Veneer Company, which has completed its addition and installed a circular saw. It is making sawed and sliced veneers at the rate of 50,000-600 feet a year.

The Hardwood Manufacturing Company, which is incorporated here, has increased its capital stock from \$150,000 to \$200,000. Its mill is in Louisiana, where it is cutting oak and gum. The capacity of the mill is 40,000 feet a day. A. L. Musselman is president, Henry Koehler vice-president and Frank Offutt secretary and treasurer of the company. Mr. Offutt is in active charge of the mill.

In order to utilize a lot of timber that had to be moved, Frank Russell, the beer stove manufacturer of Louisville, has organized the Kentucky Tie Company. James B. Hall of Lexington and Samuel R. Russell of Irving are the other incorporators. The company was organized with a capital stock of \$25,000. The probabilities of large construction work by the railroads seems to promise a fine market for ties during the next year or two. Mr. Russell's office reports a car shortage in Alabama, Tennessee and Kentucky, especially at the mills.

The Kentucky Manufacturers' Association, which will endeavor to enlist every manufacturer in the state, including the lumbermen, in its ranks, has been organized with the following officers: Carl C. Wilson, president; Joseph C. Van Meter, treasurer, and M. C. Browder, secretary. All of these are Louisville men, but there are thirteen vice-presidents who represent the various sections of the state.

Announcement has been made that a bill will be introduced in the state legislature providing for the creation of a state board of forestry; the appointment of a state forester; the creation of a state reserve and provisions for restricting and fighting forest fires. At present the state is not permitted to receive or buy lands, and the bill will give it this power. Experiments in forestry and in scientific lumbering will be carried on. Mrs. Mason Maury of Louisville is having the bill drawn up, and it will be backed by the state federation of women's clubs as well as other organizations.

The State Good Roads Association held a big banquet at the Seelbach hotel last Friday evening for the purpose of celebrating the victory of the good roads amendment to the state constitution. It has been suggested that a Department of Engineering be created to have charge of the construction of roads under the new amendment, which provides state aid for the counties.

R. G. Dunn & Co. in their annual report on Louisville business conditions for the past year say: "Mahogany lumber and veneer manufacturers have had a good year, and show gross sales for the first nine months of 1909 of nearly seventy-five per cent greater than for the same period of 1908. The growing scarcity of domestic hardwoods is stimulating the use of mahogany for furniture and interior finishing. Imports of mahogany into the United States were twenty-eight per cent less in amount during the first nine months of 1909 than for the same period of 1907, and the price has been steadily advancing since 1907. Hardwood lumber manufacturers report an increase of about twenty-five per cent in volume of business over 1908, and consider the outlook good."

Officials of the Pennsylvania Railroad are in Breathitt county, inspecting the hardwood supply of that vicinity with a view to the possible purchase of timber lands, according to a special from Lexington. The officials in the party attended a conference in Chicago at the call of Chief Forester Gifford Pinchot, and have since been looking at timber lands available for purchase. A. E. Sterling and J. W. Foley, foresters of the railway, were in the party.

Representative Stanley of Kentucky has introduced a bill in Congress providing for the con-

struction of a dredge boat costing \$200,000 for use on the Ohio river between Louisville and its mouth. Congressmen Langley and Edwards are fighting for proposed improvements on the Kentucky and Big Sandy rivers, which have been neglected of late. One of the things which Kentucky congressmen will ask for especially is a dam on the Ohio at the mouth of the Green river. The Green is one of the most important timber streams in the state. The proposed dam would cost \$2,000,000.

The Louisville & Nashville has filed a mortgage for \$50,000,000 at Beattyville, in Lee county. It is in favor of the United States Trust Company of New York, and covers the Louisville & Nashville and related lines. Capitalists from the East have personally gone over the survey of the proposed railroad from Jackson into eastern Kentucky mountains during the past few days. Louisville & Nashville earnings continue to increase. For the first four months of the 1910 fiscal year operating revenues went up \$1,200,000. The State Railroad Commission has increased the assessment of the railroads \$2,132,000. The Wasito & Black Mountain Railway Company has increased its capital stock from \$50,000 to \$1,000,000 and is beginning important railway construction work in eastern Kentucky. The counties which will be covered are Harbin, Bell and Letcher. The line is to run up the Cumberland river, and will open up important coal and timber fields.

## ASHLAND

Opening of the large splash dam of the Yellow Poplar Lumber Company was a great success, every operation of the dam proving perfect in construction. John McDyer of this city was superintendent and civil engineer of the work and spent most all last summer at the site of the dam. A few days preceding the time appointed for opening a large fire was reported in a gorge of poplar logs below the dam. A great army of men were engaged to fight the fire, but so intense was the heat nothing could be accomplished. The only hope was to open the dam even though the time set for opening it was a few days off, and after communicating with Leon Isaacson, general manager of the Yellow Poplar Lumber Company, the gates were opened, then holding nine feet of water. The fire was drowned out and thousands of dollars saved. Among the owners were Vansant, Kitchen & Co., Thornbury Brothers of Cattleburg, Nigh Brothers of Ironton, James Hatcher, Pikeville, Ky., and the Yellow Poplar Lumber Company.

S. M. Bradley, a lumberman of Morehead, Ky., spent several days in the city recently. He said that business was satisfactory, prices were better and an increase in the demand for all kinds of lumber.

Wm. McOwen of New York City was here on business this week. He buys large amounts of fine poplar from Ashland millmen, shipping some to eastern markets.

F. G. Eberhart, Mishawaka, Ind., president of the Licking River Lumber Company, recently spent a few days in the city and at the company's new hardwood flooring plant at Huntington, W. Va. Mr. Eberhart has just returned from a three months' trip to Europe. The company moved its general offices to Huntington a short time ago. Good reports are received from its offices, stating business is very satisfactory. More orders than can be handled are being received for hardwood flooring, and the car stock business is better than it has been for two years.

The Wright Saulsberry Lumber Company is busy loading out lumber on its orders. Its mill is closed at present and the company advises very satisfactory business, especially so in the lower grades, which has been very slow.

W. J. Fell of Salt Lick, Ky., was a business caller here this week. Mr. Fell is operating on full time the stave plant he opened up in Ashland a few months ago, and advises business very satisfactory.

Vansant, Kitchen & Co. are loading out a large number of cars of lumber, car oak and switch ties this week, and are operating their mills every day.

### ST. LOUIS

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, feels encouraged over the present outlook. He says there is every prospect of a good business soon after the first of the year, when inventories have been taken and when the retail dealers find out just what items they want.

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, says his department has been having an unusual trade in high-grade lumber for this time of the year. Alf. Bennett, president of the company, returned from an extended trip through the South last week. He did considerable business while away and some big deals in hardwood were pulled off.

Harry Swartz has tendered his resignation as treasurer of the St. Louis Lumber Company and has been elected president of the Colonial Timber & Lumber Company, with offices in the Third National Bank building.

L. Methudy has gone back into the hardwood lumber business in spite of his seventy-five years. For many years Mr. Methudy was well known in the hardwood lumber trade, but retired. Now he has resumed the business and is located in the Security building. He will confine himself to the domestic trade and will make a specialty of red cypress.

Miss A. Bauer, who for twenty-three years was connected with Mr. Methudy, having full charge of the office and also buying and selling lumber, has opened an office in the Fullerton building and will buy and sell hardwood and will also do a commission business.

J. S. Garetson of the Garetson-Grease Lumber Company has returned from Washington, where he went as a member of the Missouri Conservation Commission.

W. H. Richardson of Richardson & Richardson, Linden, Tenn., was a recent St. Louis visitor. He reports a satisfactory condition as a rule, but says some trouble has been experienced in shipping out lumber as rapidly as one wishes.

The Charles F. Luehrmann Hardwood Lumber Company is fairly well pleased with the trade, says George E. W. Luehrmann. It is too near the end of the year to expect any but a normal condition. The red gum trade, the company's specialty, is making quite a good showing.

Thomas E. Powe of the Thomas E. Powe Lumber Company says inquiries and orders are increasing. His business thus far this month has been quite gratifying to him.

According to George E. Cottrill of the American Hardwood Lumber Company there has been a brightening up of business and an improvement in the number of inquiries and orders received.

### MILWAUKEE

During the course of a recent lecture in Milwaukee State Forester E. M. Griffith made the interesting announcement that the state forestry board of Wisconsin had secured a census of all the woodworking industries of the state, giving the amounts of lumber they use in the different varieties, what proportion comes from outside the state and where the industries ship their products. The idea is to see how near Wisconsin comes to producing the necessary material and what steps can be taken to retain their industries within the state.

The mill of the Owen Lumber Company at Owen, Wis., has been remodeled and will be placed in operation at the opening of the new year.

The Gilkey Timber Company has been incorporated at Janesville with a capital stock of \$400,000 by William Smith, L. A. Avery and Leona Westlake.

The Kaukauna Land, Timber & Supply Company, a new concern at Kaukauna, has commenced logging operations on the Little Wolf river.

Announcement has been made of the engagement of Ralph W. Wells, a son of John W. Wells, the millionaire lumberman of Menominee, Mich., to Miss Frances Winchester of White-water, Wis.

The headquarters of the Northwestern Lumber Company will be removed from Eau Claire to Stanley on January 1. Only the land business of the company will be carried on at Eau Claire.

K. Jacobson & Co., manufacturers of wood novelties at Racine, are installing a new engine, boiler and other equipment.

The present winter will be a record breaker for loggers all over northern Wisconsin and upper Michigan, according to the statements of well-known lumbermen. Not only will there be more timber cut for the mills, but more pulpwood, bolts of all kinds and cedar products will be turned out. Woodsmen's wages are higher this year than ever before.

The saw mills at Bayfield have closed down for the season. The plants of the Red Cliff Lumber Company, the Bayfield Mill Company and the Wachsmuth Lumber Company cut the large total of 55,748,479 feet of lumber.

The Wisconsin Handle Company has been organized at Sturgeon Bay to manufacture handles of all sorts. The Pankratz saw mill has been remodeled and will be used.

With a loss of more than \$650,000 the entire plant of six buildings owned by the Racine Manufacturing Company, well-known manufacturers of automobile bodies and piano stools, was destroyed by fire recently. An insurance of only \$250,000 was carried. Announcement has been made that the plant will be rebuilt at once and that the manufacture of automobiles may be added. The company, which was swamped with orders at the time of the conflagration, will carry on its manufacture in other nearby plants at Racine until its new establishment can be completed.

It is reported that the American Seating Company will make extensive improvements at its Racine Junction plant during the coming year. A new factory structure and new offices are planned.

The Thompson saw mill at Washburn, owned by the J. S. Stearns Lumber Company of Odanah, has been closed after a busy season.

The Berlin Machine Works of Beloit have announced that they will build a new \$500,000 plant next year, to be devoted to the manufacture of sawmill machinery. The plant will consist of factory, foundry, tool and pattern shops.

Timber land to the value of \$132,000 has just been sold by the Joseph Dessert Lumber Company to the Mosinee Log, Land & Timber Company. The land is located in the towns of Mosinee and Emmett.

The saw mill of the Heineman Lumber Company at Heineman has been placed in operation after a year's idleness. The plant has been remodeled.

The new planing mill of the Central Lumber Company at Fifield is fast nearing completion. Five planing machines and extensive equipment in other lines will be installed.

### SAGINAW VALLEY

The Island Mill Lumber Company at Alpena is installing a battery of three boilers and will

then start the mill on hardwood timber and run through the winter.

W. D. Young & Co. will run their sawmill day and night during the winter. The flooring trade is active and the firm crowded to meet its trade, which is steadily expanding. Prices of flooring are expected to advance, as the price of the rough maple is considerably higher. The firm gets a train load of logs from the North every day.

Surveys have been made of the site of the old Kern Manufacturing Company's mill at Bay City for the new wood alcohol, charcoal iron plant to be started about the first of March.

The usual stock of logs will be put in in the northern lumbering districts of the state. Many of the interior mills along railroad lines are operated the year through and logging is conducted on a heavier scale during the winter. The Lobdell-Churchill Company at Onaway, and all of the concerns in which Salling, Hanson & Michelson are interested, at Grayling, Lewiston and Johannesburg, run through the winter, and these concerns have camps actively at work cutting and skidding logs for the supply of these plants. Sleighing is reported good, now that the temperature is low and several inches of snow have fallen.

E. Foster will cut 250,000 feet of hardwood lumber with a portable sawmill at Spaulding, on Flint river.

During the last season something over a million feet of hardwood logs were rafted out of Cass and Flint rivers. These were great lumber producers in their day, but during the last twenty years they have contributed to the Saginaw river mills but a few hundred thousand feet each year.

Fred Robinson of Bay City has put up a mill in Presque Isle county, near Onaway, which will be employed during the winter cutting lumber for the Churchill Lumber Company of Alpena.

The Kneeland-Bigelow and the Kneeland, Buell & Bigelow sawmills at Bay City have cut about 40,000,000 feet of lumber the current year. These companies have very little dry lumber in the mill yards at present.

The Dayton Last Block Works at Gaylord, which utilizes about 3,000,000 feet of hardwood logs yearly, has started operations for the winter.

The Jackson, Wylie & Co. hoop plant at Gaylord has also started operations for the winter.

The Mershon-Bacon Company, manufacturer of hardwood box stuff, is building a new box factory, which will be equipped with modern machinery throughout. The plant is 100x150 feet and is distinct from the planing mill, the latter and the box plant having heretofore been under one roof.

The Kneeland-Bigelow Company has taken an order to saw 25,000 hardwood ties for the New York Central Lines. Those roads are taking 150,000 hardwood ties from along the Mackinaw division of the Michigan Central and Bay City for 1910. These ties are to be creosoted before being laid on the tracks. They are manufactured from beech, birch and maple timber.

### CADILLAC

The Michigan Hardwood Manufacturers' Association is planning for a midwinter meeting to be held at the Ponchartrain hotel, Detroit, not later than January 20, 1910. Secretary Knox is urging the members of this association to report their stocks immediately after January 1, in order to make an early meeting possible.

D. H. Day of Glen Haven not only believes in reforestation but is actually practicing it. He has 1,400 acres of land between Glen Lake and Lake Michigan on which is a considerable growth of sugar maple, beech, red oak, black cherry, white ash, aspen and paper birch, also some white and norway pine and hemlock. This is an exceptional variety of hardwoods to grow within so small a compass, but many of these

trees are eight to eleven inches in diameter. This new forest has been laid out under the direction of a government forester and it will not be many years before Mr. Day will reap some of the benefits of his laudable enterprise. He will not, however, lumber this new tract under the old wasteful methods, but will constantly make selections of the most mature timber, protecting the smaller growth from injury, so it may continue a source of income for himself and his posterity.

The Michigan Railway Commission will make an effort to test the right of the Interstate Commerce Commission to make demurrage rates for the various states. The Interstate Commerce Commission in November adopted uniform demurrage rules which eliminated all overtime over two days in the unloading of cars, practically doing away with what is known as the Michigan "average plan" agreement. In this the railroad commission will be upheld by the shippers of Michigan.

Mr. and Mrs. W. W. Mitchell and Charles T. Mitchell have returned from a week's visit in Chicago. While there they met Miss Marie Mitchell, their daughter, who has been attending school in Washington, D. C., and is now home spending the holidays with her parents.

Mr. and Mrs. G. von Platen of Petoskey were the guests of Mr. and Mrs. F. J. Cobbs a few days ago.

J. S. Weidman of Mt. Pleasant has returned home after visiting relatives in this city.

F. A. Diggins of Murphy & Diggins and W. L. Saunders of the Cummer-Diggins Company have returned from a several days' trip to Chicago and other points.

### GRAND RAPIDS

The Lumbermen's Club of Grand Rapids held its monthly meeting Tuesday evening, December 21, at Bauman's new banquet rooms, the business session being preceded by an excellent dinner. There were twenty-four members present and an enjoyable evening was spent. L. L. Skillman of the Skillman Lumber Company, former president of the club, presided in the absence of President F. I. Nichols. The club adopted the report of the railroad and transportation committee recommending that the State Railway Commission be commended for its attitude on the car demurrage question, and the commission will be notified to this effect through the secretary of the club, Fred Dregge of the Dregge-Grover Lumber Company.

The chief matter of business was the adoption of a new constitution and by-laws. H. J. Dudley of the Dudley Lumber Company, as chairman of the by-laws committee, read the new articles, which, after being discussed, were adopted unanimously. Under the new rules the membership is to be widely extended, being made up of three classes, as follows: Active, those in the lumber business in Grand Rapids, wholesalers, jobbers or manufacturers; associate, those in any affiliated industry, also any lumbermen, manufacturers or jobbers living outside of Grand Rapids. Then another class is provided for, made up of men whom the Executive Board recommends be made honorary members for life, without payment of dues, simply as a mark of esteem.

The date of annual meeting is changed from the last Tuesday of January to the last Tuesday of May, and the old officers will hold over until next May. A change is also made in the method of electing officers. Heretofore the chairman has appointed a nominating committee and this committee would name nine directors, who in turn would select the officers. Under the new by-laws the chairman will appoint two nominating committees of three each, who are to nominate an executive board, made up of a president, first and second vice-presidents, secretary and treasurer, and these five officers will

constitute the executive body in place of the old board of directors.

The president was authorized to appoint an arbitration committee to take up matters of dispute arising between members and others.

P. E. Gilbert of the Major Lumber Company, Memphis, was a guest of the club, and on introduction by Mr. Dudley responded with an excellent talk.

Ed C. Allen of Leroy, member of Gibbs, Hall & Allen, was in the city December 18.

E. F. Miller of the Engel Lumber Company has returned from a selling trip and reports good business conditions. The manufacturers are feeling fine and have not curtailed orders as much as usual during the holiday season.

Z. Clark Thwing, manager of the Grand Rap-

ids Veneer Works, is expected to return the first of the year from an extended business trip through the South, where he has been busy installing dry kilns.

The Rice Veneer & Lumber Company is busy with the work of removal to its new location in the Vinkemulder building at Market street and the railroad crossing. Trade conditions are excellent with this company.

The Boyne City Lumber Company, in which several Grand Rapids men are interested as stockholders and officers, has declared an annual dividend of 15 per cent. Claude Hamilton of this city has been elected a member of the board of directors to succeed Edward Fitzgerald, resigned.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

The Chicago hardwood market situation is excellent. At this time of year it is expected that trade will fall off; on the contrary, the yards are all still busy and have every prospect of a continued demand during the winter.

Out-of-town salesmen who are daily callers at the Record offices report an excellent trade during the last fortnight among local yards, railroads, corporations and wholesale consumers. Several sales of a million feet or more of hardwoods have been made during the past few days in this market.

Stocks on the local yards are in fair balance, but the interior finish and furniture people have not yet accumulated any large holdings. With the immense trade in sight for the furniture manufacturers and interior trim makers, it looks as though there will be about all the business for the months to come that can be conveniently handled.

### NEW YORK

The hardwood market at New York shows a good tone all along the line, considering the fact that this is the inventory season. While hardwoods have been strong for the most part, particularly high-grade lumber, the strength of the market has for a greater portion of the year been due largely to the scarcity of good-grade lumber, and low-grade stock has not been as buoyant as was wished for. However, the marked improvement during the past sixty days has been of a much more substantial character in that buying has been more free and general, both as regards good-grade and low-grade lumber. This is giving a better tone to the market all along the line and it is believed that while the winter season will not permit much continued improvement, yet the better conditions in all directions indicate a most promising spring trade. The market is unquestionably broadening, which is giving prices a stronger hold and the general situation is encouraging.

The salient feature of the market continues to be the scarcity and high price of good-grade, well manufactured lumber, and with very little indication of any material change in this direction for some time to come. The low-grade market, as stated, is broadening and if no more low-grade stock is produced than there was last year, the opportunities for improved prices and demand between now and spring are very bright. The call at this time runs largely to plain and quartered oak, ash and chestnut, and also poplar. Birch and maple are in fair supply and prices are a little stiff. An improvement has been noted in the export demand. The hardwood flooring market is one of the most promising branches of the trade for next year.

### BUFFALO

The lumber trade is in a good condition and is doing well all along the line. Some dealers, however, with no mills behind them and a yard to carry, say they are not getting as good a margin from the mills as they think they are entitled to. Cypress has been selling pretty well of late, considering the time of year. There are more reports of large orders from consumers in all branches, and even dealers with well assorted stocks are turning them down, for they believe it is wise to hold on to good lumber. It will be worth more in three months than it is now.

Quartered oak and sap birch are scarce and plain oak is very strong. The demand for ash and elm is unsteady. The maple market has improved considerably. All the flooring mills report better prices and a brighter outlook. The demand is holding good right along. Of course there is no letting up on poplar. Less complaint is heard about the lower grade stock.

### PITTSBURG

There is little new to say about hardwoods here. All high-grade stock is scarce and increasing in price. Low-grade hardwood has been sold off freely the past month and stocks are being greatly reduced. Mills everywhere are working full time, many double time. At the country plants a little snow has helped matters the past few days. Roads have been fine, though, all the fall and winter and for two months shipments from these points have been good. Mill owners are getting bullish on hardwood prices, for they see that by January 1 stocks of all grades will be pulled down to normal or below.

Plain oak is a very popular seller, with small stocks on hand. Wide poplar is at a premium owing to the demands of the automobile trade. All good poplar lumber is more than holding its own. Ash has made advances in price recently. Hickory continues to be very scarce. Spruce is selling well at good prices. Some good sales of hardwood timbers, especially of mining stocks, have been made lately. Railroads are big buyers this month. The manufacturing trade's demands have increased. The call for vehicles, implements, furniture, chairs, carriages and wagons is very hard to fill. December will show larger shipments except for the customary holiday week, and the average of prices will be considerably over that of September.

### BOSTON

Firmness prevails in the market for hardwoods, with the tendency of prices toward a higher level,



it anything. Dry lumber is not in large supply. Those manufacturers who had large stocks during the quiet months and who did not try to force business at the low prices now are being approached in some cases by other manufacturers for lumber to fill quick delivery orders. One dealer in this market has had an opportunity to sell about 3,000,000 feet of dry lumber to another manufacturer, but has refused, as he wants the stock for his own trade. Thick stock in good shipping condition is in small supply. The piano trade is moderately active, although in a few cases trade holds up well. One local manufacturer is running to full capacity in all departments, but he has not been a large buyer of hardwoods for some time. General demand has been rather quiet this month, although some have placed orders for delivery after the turn of the year. Manufacturers of house finish are all fairly busy. Furniture manufacturers have had a good fall business and anticipate good times to come. Veneers have been in better demand, and mahogany stock has attracted considerably more attention. The outlook for mahogany is toward a firmer and higher level. The offerings are below normal, and advance in logs is anticipated.

The market for quartered oak is firm. Southern stock is quoted at \$85 to \$88 and Indiana oak at \$88 to \$90 for one-inch ones and twos. Demand is moderate and offerings are reported as light. Plain oak is firm. Ash and maple are in moderate call at present. Trading in cherry has not been large of late. Walnut is in a little more inquiry in some instances, and prices are firmly maintained. Offerings of the better grades are very small. Cypress is firm and in fair request.

### BALTIMORE

The year is drawing to a close with all the hardwoods in good shape. Just now quiet prevails and this state will continue until after the holidays.

Hardwood men have ample reason to view the expiring year with satisfaction. They have made decided gains over 1908 and in some instances even the figures for 1907 have been exceeded, both as to value and volume. For months progress was slow, but gradually the forward movement became pronounced and for the past few months the activity has been admitted even by the most conservative. Since October a car shortage has interfered with shipments. Some mills have been unable to get cars for weeks and much delay has been experienced. Nevertheless the exceptionally fine weather has aided distribution. Roads that in other years were deep in mud remained in good condition for a month or six weeks longer than usual, and hauling was expedited to such an extent that stocks were fairly well cleaned up.

The growing domestic demand, which boosted values, had the effect of curtailing shipments abroad. A reduction of stocks followed, with the result that an advance in prices has taken place and at this time the foreign situation is more promising than it has been at any previous period of the current year. In anticipation of the requirements of the foreign market exporters have been placing liberal orders of late. The situation, especially in wagon oak planks at Liverpool, reached the stage of actual demoralization and shippers added to their losses by reason of the practice resorted to among buyers of rejecting numerous planks as under grade, on which they insisted upon heavy reductions. The arbitrary procedure, whereby the buyers sought to obtain No. 1 and No. 2 at the price of common, served to work a cure of the situation by reason of its drastic character. Exporters were compelled to stop making shipments and the process of recovery was further assisted by the action of brokers refusing to make the liberal advances on forwardings which had been a strong

incentive to shipments. So far the foreign business in oak planks has been far from active, but the outlook is promising, while the other divisions of the trade are greatly improved.

In the domestic market poplar still heads the list with respect to activity, but all other woods share in the advance, and there is every prospect that 1910 will effect a complete restoration. Baltimore wholesalers report a better demand in the Middle West than in the East.

### CHARLOTTE

The close of the year finds conditions all that lumbermen could expect. This time last year many of the mills in the Carolinas were closed down because prices were so low and demand so weak that operations could be carried on only at a loss. Today lumber mills are running full time with full forces.

Orders are coming in freely and there is every prospect that present activity will be continued through the rest of the winter and spring. Woods work is going along at a lively pace. Prices on all grades of lumber have stiffened materially during the past few months. This has been reflected in manufactured products, and the first of the year will witness an increase of ten per cent on all grades of furniture manufactured in the Carolinas.

Lumbermen have all the business they can handle, and both local and foreign demand are active. Prospects for 1910 are very bright.

### NORFOLK

Lumbermen generally in this city are optimistic in regard to the business outlook. Prices of higher grade lumber show an advance of \$1 a thousand over thirty days ago, and stocks of high-grade lumber are scarce. The low grades still move rather slowly, and little improvement is looked for in this direction until prices on the upper grades advance still more.

One of the features of the market is the strong demand for good poplar and red and white plain oak. Firsts and seconds ash show an advance of \$1 a thousand. Basswood and birch are in good demand with no change in prices. Chestnut is in good call and No. 1 common has been slightly advanced. Prices on cypress are unchanged, and the demand is active. White and red quartered oak is in good call with prices stationary. Plain oak is active and shows an advance of \$2; common is strong at unchanged values and there is some improvement noted in the market for low-grade oak, although prices remain the same. Dry stocks of good poplar are scarce, and the demand is strong; prices have advanced from \$1 to \$2 per thousand feet. Local lumbermen believe that prices will be higher after January 1.

### CLEVELAND

Business among the hardwood dealers in this locality during the past month has been unusually brisk, though it is not anticipated that the holiday trade will amount to much.

The low condition of stocks in many of the local and suburban yards has provided a lot of business during the past fall. Manufacturing concerns are again in full swing and there is an active demand for all kinds of merchantable hardwoods. Oak seems to be in best demand, the quartered stock being unusually firm. Poplar is so scarce that it is selling at better prices and promises to soar again next year as it did in 1907.

### COLUMBUS

The tendency of the hardwood market in central Ohio during the past fortnight has been

to strengthen. Manufacturers and shippers report that the holiday season has had less effect on the market than ever before, and that business has been excellent right up to the present time. Many of the larger concerns will keep a part of their traveling force in the field between Christmas and New Year.

Prices are strong under better demand and more inquiries. Shippers unite in the statement that orders are coming in very satisfactorily and that the prospects for next year's business are very bright. Concessions are now a thing of the past, and in some grades where a marked scarcity exists, premiums are the rule at this time. Slight advances have been reported, especially in the higher grades, and the entire list is higher than it has been for months. A number of mills have withdrawn their stocks from the market to wait until after the first of the year, when higher prices are anticipated. This has caused prices to advance in certain sections. The lower grades are in fair demand and the movement is quite uniform. The car situation has improved, but lumbermen believe that the relief is only temporary and that a more acute shortage will be felt after the first of the year.

Plain and quartered oak continue strong, and the supply appears to be limited. Prices are strong. Chestnut is in good demand at steady prices. Ash is also strengthening. Poplar prices are still high and the latest quotation on wide sizes is \$140 per thousand. Other sizes are quoted at the usual figures. Other hardwoods are strong.

### CINCINNATI

At the close of the year there is a satisfactory feeling among the hardwood fraternity of the Queen City over the year's business. At the opening of 1909 a spirit of optimism was manifest, and on all sides predictions were made that the year would show a vast improvement over 1908. While the business of the year has been generally good, there were months that were poor, especially during the summer. The fall business was excellent. As compared with December, 1908, this month showed up favorably. Just now the general theme of interest is the prospect for 1910. Indications are that 1910 will be a record year in hardwood. Reports from consumers of hardwoods and the numerous inquiries received lead to the conclusion that, unless some unforeseen catastrophe should paralyze trade, the business of the coming year will be phenomenal. The impression is general that prices on hardwoods are too low, and there seems to be an almost unanimous sentiment that advances will be made all along the line.

A review of the condition of the stocks in this section shows that there is not sufficient quarter-sawn oak in sight or available to meet a heavy demand. Select figured stuff of quarter-sawn white is scarce, with plain white oak in not much more abundant supply. Red oak, in both quarter-sawn and plain, is in fairly good supply, with a steadily increasing demand. Chestnut is in good supply in ordinary lengths, but not in lengths of twelve feet and over, which are in strong demand for the eastern building trade. Sound wormy and lower grades are equal to the demands of the market.

There are heavy stocks of low-grade lumber, especially in poplar, with a good supply of oak, basswood and buckeye. But there is a confident feeling that the coming year will see every stick of low-grade lumber disposed of and the yards well cleaned up.

Ash is in good supply, especially for wagon and carriage makers' stock, while furniture grades are fully equal to the wants of the market. Hickory is plentiful, the stocks having steadily increased during the past two years. There is a good supply of hickory stock for spoke, shaft and pole manufacturers and wheel

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Address "BOX 66," care **HARDWOOD RECORD**.

makers. Red gum is in good supply and is steadily increasing in demand, as is evidenced by the number of dealers who now have red gum on their stock lists. There is noticeable a steadily increasing number of small orders from consuming manufacturers—which indicates that more manufacturers are experimenting with a view to replacing other and higher priced hardwoods with gum. The stocks of walnut and cherry for export are greater than for several years, owing to the weak condition of the export demand in the past two years.

## TOLEDO

The local hardwood market continues to show considerable life. The demand from builders has dropped off somewhat owing to inclement weather, but the loss in this line has been about counterbalanced by an increased factory demand. All kinds of box materials are firm. There has been an especially nice demand for basswood, with but a limited supply in sight and prices firm. Oak, both quarter and plain sawed, is still a ready seller. Oak and maple flooring are still finding an anxious market. Furniture factories are consuming their usual quota of hardwoods, including a fair volume of chestnut, which is holding strong at the old prices. Poplar is settling down to a regular basis, except the greater widths of clear stuff suitable for automobile bodies, which is commanding almost fabulous prices. Announcement is made here of a material advance in all grades of cypress on January 1. Local hardwood stocks are well filled, but dealers are buying considerable stuff yet and show no fear of the future. Ash, hickory, birch, and even elm, are all finding ready sale in this market.

## MEMPHIS

Hardwood conditions continue to improve and the feeling of confidence among the trade is getting stronger. There are an increasing number of buyers in the market and more interest is being shown in low-grade stock. High-grade lumber has been in demand for quite a long while, but there has been more call for it recently and buyers who come to this market complain that they have difficulty in finding what they want. Manufacturers and wholesalers also testify to the fact that their stocks are badly broken. It was pointed out some time ago in the **HARDWOOD RECORD** that there was a good demand for hardwood lumber for forward shipment, but that sellers here were opposed to business of this character because they did not know whether they would be able to secure the necessary stock when the contracts matured. It would seem that they were quite wise in the course, there being already a most pronounced shortage of certain classes of high-grade stock.

There has been a further increase in the production of hardwood lumber in the Memphis territory during the past fortnight. Some of the mills in Arkansas which had been closed down for some time on account of lack of adequate water supply have resumed and there is no reason why the others should not do so at an early date. In addition to the heavy rainfall in Mississippi, Arkansas and Tennessee there has been considerable fall of snow in Arkansas, Tennessee and northern Mississippi and the stage of the water in most of the courses is satisfactory for bringing out timber. In the meantime the railroads are going right along handling timber and the mills here are well supplied with raw material. In fact, there is no indication of any decided shortage in the supply of timber for Memphis mills any time soon.

General business conditions could scarcely be better. Bank clearings in Memphis continue at

record proportions. The railroads report that they are handling a constantly increasing volume of traffic and only recently the Southern Railway found it necessary to add 1,000 new box cars to its equipment. Another southern road has placed an order for 500 box cars and one of the big car manufacturing plants at Anniston, Ala., which has been closed down for some months, has resumed operations with a force of 1,500 men. Traffic officials of the roads passing through Memphis say that they are having about all the business they are able to handle and that all lines are furnishing their full quota, with the exception of cotton. The steel and iron industry is in excellent condition and there is not a member of the hardwood trade here who does not admit that the present situation is better than for more than two years. All the woodworking enterprises of Memphis, with one or two exceptions, are working full time.

So far as the building trade is concerned, it is already evident that the total amount involved in building operations this year will exceed last year by practically \$1,000,000. The gain up to the end of November was \$900,000. A well-known trade paper here has compiled a statement of the amount that will probably be expended in new buildings next year on the basis of projects already under way. This authority gives the figures at \$16,000,000. It also allows \$4,000,000 for residences and \$1,000,000 for other buildings.

## NASHVILLE

Christmas generally brings somewhat dull times to the Nashville lumbermen, the buyers as a rule holding off until after the first of the year. This has not been the case this season, however, and from general reports the trade has held up remarkably well. Prices remain about the same. No appreciable let-up has been noted in the wholesale trade. It is believed that many of the wholesalers, fearing increased prices the first of the year, have kept in the market and are buying right on up to the close of the old year. The work of taking stock begins the first of the new year, however, and this will undoubtedly, for a little while at least, cause a lull. Renewed activity is expected immediately after invoicing is finished.

A special feature of the hardwood market the past few days is the unusual demand for wide poplar, this being a leader in both first and second grades. Good plain and quartered oak has been right up with poplar and chestnut in point of demand. Beech, elm and gum are slow. A fair demand is noted for ash and maple. The cypress market is quoted as strong.

## CHATTANOOGA

Hardwood is rather quiet of late. This is due partly to the close of the year and partly on account of bad weather. Indications are for a good trade immediately after the beginning of the new year. Prices are looking up and the demand is good.

## BRISTOL

The general feeling among lumbermen here is that the new year will be a most prolific one for the hardwood industry and that the improvement that was so marked during October and November will continue. There is plenty of optimism and good cheer on every hand. The lumbermen say that, considering the holiday season, December will not make a bad showing by any means, though orders have not come in as fast as might have been expected. Prices are high and firm and there is the best of feeling as to the trade outlook on every hand.

## LOUISVILLE

Though the closing of the year, involving stock-taking and a consequent inclination to put off purchases of lumber, has somewhat slackened the demand, the general hardwood situation is good. The increased demand for low grades during the past few weeks has been the most encouraging development, indicating that the large accumulations of the past two years will be used up rapidly. Reports from all over this section indicate that building projects are more numerous and important than since the panic, and that the consumption of lumber in construction work will set a new record in 1910. Proposed construction by the railroads is another favorable sign. Oak, both quartered and plain, poplar, chestnut and gum are in good demand at firm prices. With the opening of the new year it is believed that lumber prices will begin a climb for a new level.

## ASHLAND

Manufacturers here are more than pleased with present market conditions. In spite of the nearness of the holiday season, no slump has been noted in business.

Poplar is very strong, with prices on all grades advancing. There is a great scarcity of high-grade stock, grades used for bevel siding and moulding. Retail yards and planing mills report a noted increase in business the past thirty days. Both plain and quartered oak is in active call, with prices advancing. There is also a greater demand for low-grade hardwood, some manufacturers having sold their entire lot of dry stock. Car stock men are buying more freely and large orders are being placed at advanced prices.

## ST. LOUIS

The hardwood trade is quite well sustained in spite of the cold weather and accompanying snow and sleet. The current demand is for the most salable hardwoods and is best for first and second grades in nearly all the woods. The lower grades, however, are coming to the front in the demand and a more active movement is noticeable than there had been for a long time. This activity will not last long, is the opinion of the best informed hardwood dealers and they look for a sudden let up at almost any time. The reason for this is because the inventory period is at hand, as well as the usual holiday quietness. The season is considered about ended. The cypress situation is encouraging. Orders, however, are small and buying is for immediate use. The outlook for next year is most encouraging.

## MILWAUKEE

The demand for hardwoods is holding up much better than dealers and manufacturers had anticipated it would during the holiday season. Business is not as heavy as it has been, but no decided falling off in sales is noted. Indications are that most of the manufacturing concerns are beginning to replenish their stocks even at this early date. The furniture people are buying more freely and this has done much to improve general business. The sash and door factories, while not placing the orders that they did during the heavy building season, are looking plenty of business ahead. Dealers and manufacturers are just waking up to the fact that dry stocks, especially in the upper grades, are not as large as they might be. Lower grade stuff is still rather easy, with the box factories buying lightly in this line. Poplar is in excellent demand and in some instances prices have gone higher. Oak is still wanted, and maple seems to

be in better demand from the hardwood floor manufacturers, who are now preparing for the spring trade. High-grade birch is wanted. Basswood is holding its own.

## MINNEAPOLIS

Inactivity is the ruling characteristic of the northwestern hardwood lumber market this week. Buying for country yard delivery is practically at a standstill, partly because of the switchmen's strike, which has tied up traffic to a great extent, and partly due to the fact that the holiday season is naturally quiet. In the larger cities, however, the demand for hardwood lumber for finish is still drawing considerable supplies. The sash and door factories are busy, and, as building goes on steadily, this source of trade will continue profitable during the winter months. Most of the hardwood mills of Wisconsin and Minnesota are either already at work or are preparing to commence sawing soon after the first of the year. Conditions for logging in the northern woods have been fairly favorable, and now there is plenty of snow for hauling purposes. As mills have greatly reduced their stocks during the past few months, there will be an unusual effort to get in a large supply of logs.

Stocks in the hands of wholesalers are very low. Everything points to a good volume of trade soon after the beginning of the new year, and prices will undoubtedly be better. High-grade stock has been steadily improving in value, and the lower grades have also moved up some. Oak is especially strong, and both basswood and birch have improved of late.

## SAGINAW VALLEY

Usually business at this season assumes a holiday character and the lumber industry eases up for a few days, but reports from dealers and manufacturers are that there is no apparent cessation in the movement. Orders are coming right along, and prices are advancing. On some grades of lumber there has been an advance of \$2 to \$3 a thousand feet, while the trade is calling for more dry lumber than is available.

Recent sales of maple, No. 1, common and better, have been made at \$20, an advance of \$2 and \$3 compared with last spring's quotations. Thick maple has advanced correspondingly and is active, with dry lumber reported scarce. Beech No. 2, common and better, is firmly held at \$15 to \$17, while birch is strong at \$22 to \$26. Basswood has been active and strong all the fall. There is hardly basswood enough to meet the trade requirements, and it is selling quickly at \$27 to \$30. There is very little white ash available now in northern Michigan, and black ash is not so abundant as it was a few years ago. The market is firm for both at \$30 to \$31. The movement in elm has been sluggish. It is quoted at \$23 to \$26. Some red oak comes to this market. It is firm at \$35 to \$38. Beech, birch and maple culis are moving freely at \$9.50 to \$10. The trade goes into the winter in prime condition, with light stocks of dry lumber available, and an active and hardening market.

## CADILLAC

The outlook for hardwood lumber in general and also hemlock is exceedingly bright, and many inquiries are being received by the manufacturers for various kinds of stocks.

There never was a brighter outlook for maple lumber than at the present time. The maple flooring industry is enjoying as great a demand as it has ever known, and the manufacturers of this stock are short of this commodity, as well as short of the rough lumber from which it is manufactured.

WRITE US FOR  
**10-4 and 12-4 BIRCH**

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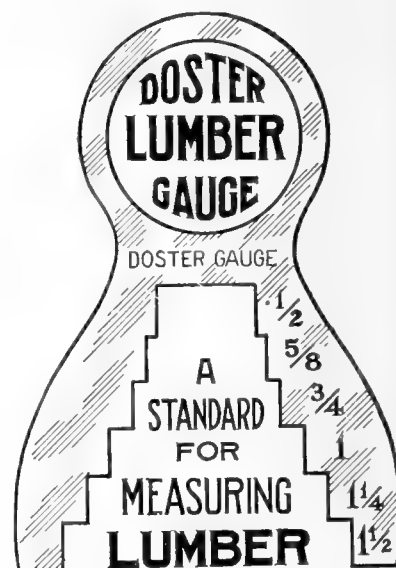
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**WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.**

MANUFACTURERS AND  
DISTRIBUTORS OF THE

**Finest Cherry and Mahogany**

IN THIS COUNTRY  
—Correspondence Solicited—



# Wanted and For Sale -SECTION-

ADDITIONAL ITEMS ON PAGE 57

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
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Eight words of ordinary length make one line.  
Headings counts as two lines.  
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYMENT WANTED

### WANTED—A POSITION

With a responsible hardwood company in sales department. Have had experience and will furnish good references. Address  
"BOX 50," care HARDWOOD RECORD.

## LUMBER FOR SALE

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

35 M ft. 1x18" & wider, 1st & 2ds, red...\$35.00  
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap..... 32.00  
80 M ft. 1x6 to 12" 1st & 2ds, red..... 29.00  
50 M ft. 1x4" & wider No. 1 com., red. 20.00  
340 M ft. 1x3" & wider No. 2 com., red.... 10.00  
200 M ft. 1x6 to 12" 1st & 2ds, sap..... 22.00  
96 M ft. 1x4" & wider No. 1 com..... 15.00  
200 M ft. 1x3" & wider No. 2 com., sap.... 10.00  
24 M ft. 1x13 to 17" 1st and 2ds, tupelo. 32.00  
90 M ft. 1x6 to 12" 1st and 2ds, tupelo... 26.00  
35 M ft. 1x4" & wider No. 1 com., tupelo. 16.00  
100 M ft. 1x3" & wider No. 2 com., tupelo. 11.00  
200 M ft. 5/4 log run tupelo..... 17.00  
150 M ft. 4/4 red and sap, log run..... 16.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa..	16c	Richmond, Va....	9c
New York City....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y....	23c
Pittsburg, Pa.....	21c	Springfield, Mass.	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y..	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C.	9 3/4c		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.  
AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### FOR SALE.

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.  
1,000,000 feet 2" white oak common bridge plank, also timbers.  
Write for prices.

BLUFF CITY LUMBER CO.,  
Pine Bluff, Ark.

## FOR SALE—QUARTER-SAWN WHITE OAK.

57,000 ft. 1x10 to 14" Indiana quarter-sawn White Oak, high grade ones and twos, National rules of inspection; band sawn and trimmed, bone dry, and every piece showing a flashy figure entire length.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

## BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.  
A. B. GARROTT,  
Fort Madison, Iowa.

## LUMBER WANTED

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1 1/4" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

### WANTED

We will need during the next six months 3 to 5 cars 1x24 to 27" soft yellow poplar, 1sts and 2nds, panel and No. 1. Must be choice stock. Give us your best price for prompt cash and state time of delivery.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

## MACHINERY FOR SALE

### FOR SALE AT A BARGAIN.

Fruit Package machinery equipment complete. Further particulars furnished on application.  
JOHN MOTCH, Kimmund, Ill.

### FOR SALE.

Six-foot Fay & Egan band mill outfit, complete with exception of boilers.  
KENTUCKY LUMBER CO., Cincinnati, O.

## TIMBER LANDS FOR SALE

### STANDING TIMBER FOR SALE IN GEORGIA.

69 million feet Pine—mostly short leaf or "N. C. Pine."  
10 million feet Cypress.  
39 million feet Oak.  
30 million feet Gum.  
14 million feet Ash.  
2 million feet Poplar, Hickory, Cedar, etc.

164 million feet.  
Located on 21,492 acres—about one-third in fee, balance 19 to 29 years' lease. All in condensed tract, favorably situated on two railroads and a navigable river.  
We are not manufacturers or brokers, but owners.

THE SIZER TIMBER COMPANY,  
15 William St., New York, N. Y.  
Care Robert R. Sizer & Co.

## BUSINESS OPPORTUNITIES

### HARDWOOD STUMPAGE FOR SALE.

1,000,000 feet White Oak; 500,000 feet Red Oak; 200,000 feet Spruce, Pine and some Poplar and Ash. Located in Lauderdale county, Miss., 3 miles from the A. & V. R. R., and good level road. This is prime timber—large trees for quarter-sawing or veneer. Will sell at a very reasonable price.

WHITAKER BROS. CO., Meridian, Miss.

### SPOKE FACTORY FOR SALE.

Complete spoke plant with hickory stumpage. Four "Egan" lathes; two "Defiance" lathes; two dry kilns all in first-class condition and now running. Oak and Hickory stumpage of good quality to last 10 years. Address  
"BOX 60," care HARDWOOD RECORD.

## DIMENSION STOCK WANTED

### WANTED—ORDERS

For dimension walnut and oak cut to patterns. We also want 500 cars each of walnut, white oak and hickory logs—quick.

### FOR SALE

20 cars of walnut squares of all sizes.  
5 cars of white oak plank and timbers.  
LANGTON LUMBER COMPANY, Pekin, Ill.

### WANTED—DIMENSION STOCK.

We are in the market for several carloads of oak and hickory dimension stock.  
ESTABROOK-SKEELE LUMBER CO.,  
Fisher Bldg., Chicago, Ill.

## RAILWAY EQUIPMENT FOR SALE

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

## MISCELLANEOUS

### GRAPHOPHONE EQUIPMENT FOR SALE

Three Columbia graphophones practically unused, of modern type, in perfect order, including shaver with electric motor attachment. These machines for commercial dictation will effect an economy of about forty per cent in time.

The entire equipment will be sold at a bargain. Address

"H. H. G.," care HARDWOOD RECORD.

### ADDRESSOGRAPH EQUIPMENT.

An up-to-date addressograph equipment, including machine, cabinet, chain links, type cabinets and type enough to carry seven thousand addresses, for sale at a bargain.

This equipment can be utilized for the addressing of letters, envelopes, pricelists, circulars, wrappers, etc., and is now being used by HARDWOOD RECORD for addressing its mailing list. The increased subscription list has necessitated the purchase of a paper-roll wrapper addressing machine, and therefore this first-class equipment will be disposed of at a great bargain.

Delivery can be made immediately.

Address HARDWOOD RECORD, Chicago, Ill.

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.,  
Chicago

We also make Time Checks, Stencils and Log Hammers.



# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Plano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAT MAY 22, '07 APR 22 '30

LIBRARY BUREAU D. 85650

SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1 Ash	12 Hickory
2 Basswood	13 Mahogany
3 Beech	14 Maple
4 Birch	15 Oak
5 Butternut	16 Walnut
6 Cherry	17 Poplar
7 Chestnut	18 Miscellaneous including
8 Cottonwood	Dogwood, Holly, Locust,
9 Cypress	Persimmon, Sycamore.
10 Elm	19 Dimension stock
11 Gum	20 Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial reputation is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago

# American Hardwoods and Where They Are Sold

## Some Interesting Statistics Showing Where the Hardwoods of the U. S. are Sold

During the past four years the HARDWOOD RECORD, by means of sending out nearly one thousand letters and report blanks daily, has collected information from the chief hardwood buyers throughout the United States, covering their normal annual requirements by quantity, kind, grade and thickness. This information has been put into the form of condensed paragraphs, which recite the state, town, name of concern, use to which the lumber is put, the name of the purchasing agent, with the other information added. Up to this date forty of these bulletins have been issued. This information, when pasted up on tabbed cards, as shown on page 62 of this issue, and filed alphabetically by towns, between state guide cards, forms a roster of the leading wholesale hardwood consumers of the United States, and makes a ready reference, showing from what source trade in every line of lumber, including foreign woods, dimension stock, veneers and panels may be intelligently sought. This information is free to every display advertiser in the HARDWOOD RECORD, and is being utilized by the majority of them to their manifest advantage.

As before noted, these bulletins, including all back numbers, are supplied free to advertisers, and where people desire to paste up their own system, the only additional cost involved is that of the tabbed cards, which cost \$3.50 per thousand, and a set of state guide cards, costing 75 cents. However, in a good many instances, advertisers have preferred that this service be pasted up for them in complete form, with the extra tabs removed from the index cards, and filed alphabetically by towns between state guide cards, enclosed in a four-drawer oak cabinet. The service thus prepared is sold to advertisers at practically cost—the sum of \$35. This includes 1,000 extra cards to continue the service as subsequent bulletins are issued. Once a year a correction sheet is sent out to all concerns listed in this service, and if there are any corrections to be made they are supplied and issued in a correction bulletin form. Thus the service is kept up-to-date. There is no question about the accuracy of the information involved, as in every instance it comes direct from the purchasing agent of the various concerns.

Up to this time more than 15,000 requirements are shown on this service, which, in part, list up about as follows:

Buyers of Ash.....	625
Buyers of Basswood.....	600
Buyers of Beech.....	215
Buyers of Birch.....	550
Buyers of Butternut.....	65
Buyers of Cherry.....	200
Buyers of Chestnut.....	475
Buyers of Cottonwood.....	250
Buyers of Cypress.....	425
Buyers of Elm.....	350
Buyers of Gum.....	375
Buyers of Hickory.....	300
Buyers of Mahogany.....	350
Buyers of Maple.....	675
Buyers of Oak.....	1,350
Buyers of Walnut.....	165
Buyers of Poplar.....	675
Buyers of Sycamore.....	110
Buyers of Dogwood.....	15
Buyers of Persimmon.....	12
Buyers of Locust.....	10
Buyers of Holly.....	15
Buyers of Dimension Stock.....	650
Buyers of Veneers and Panels.....	550

With this information at hand the manufacturer or jobber in hardwoods is able to address an intelligent letter to buyers on the subject of any variety of lumber. They know approximately what the buyer uses and this enables them to gauge their offerings in accordance with the requirements of the prospective customer. It is not an economical proposition to write these vast number of buyers individual typewritten letters, but it is logical for the man in charge of the lumber sales department to write one letter covering one kind of wood each day and have this letter sent out in duplicate form to every buyer of this particular wood. The most successful sales managers handling out this HARDWOOD RECORD mail-order sales system follow this plan minutely. On Monday he will write a letter devoted exclusively to ash, describing in detail his offerings in this wood. On Tuesday he will talk to buyers of basswood, oak, birch or poplar. In the course of the month other letters pertaining to these same woods are repeated in different forms, and, of course, the answers induced are replied to in individual letters.

This system of soliciting orders of hardwood lumber by mail in no way interferes with a sales force on the road, but manufacturers and jobbers are able to reduce their number of salesmen to a marked degree by

the use of this service and reduce their sales cost to a very low figure. For example: The average expense of having a regular traveling salesman call on a prospective customer averages about \$2 per visit. These letters in duplicate form, can be forwarded to prospective customers, even under 2-cent postage, at a cost not to exceed 5 cents per letter. In other words, it is a forty-to-one proposition in favor of the mail sales system, so far as cost goes.

It is not contended that even a forceful, tactful and diplomatic letter in each individual case is as capable of effecting a sale as a competent salesman, but the people who have thoroughly utilized this service have demonstrated that the percentage of letters inducing sales of lumber is very much greater than the forty-to-one cost involved in a personal visit. Again, it would be impossible for the ordinary sized concern to employ salesmen enough to cover the vast number of sales possibilities that is involved in this list of buyers.

The HARDWOOD RECORD would be very glad to supply further suggestions to both users and prospective users of this system in detail and will also be glad to suggest the use of the best form of letter-duplicating apparatus.

A very important fact has been demonstrated by the HARDWOOD RECORD's Information Bureau which pertains to the distribution territory of hardwoods throughout the United States. Every user of wood in every line has been thoroughly canvassed for this information in all parts of the United States, and it is found that eighty-five per cent of the hardwood sales are made in a comparatively small area. It is an area where things are made out of wood. It is within the seven states of Wisconsin, Michigan, Illinois, Indiana, Ohio, New York and Pennsylvania. This would indicate that the New England states, New Jersey, Delaware, Maryland, the High Point district of North Carolina, the St. Louis district and the small quantity of hardwoods consumed in the chief cities of the Pacific coast and other cities in parts of the country not herein mentioned consume only fifteen per cent of the total of hardwoods employed in the domestic trade. These facts are further emphasized by the circulation books of the HARDWOOD RECORD, which show more than sixty per cent of its circulation is in the seven states first named.

# ATKINS ALWAYS AHEAD

## 3 Grand Prizes A.Y.P. Exposition



We Received

### Three Grand Prizes

at the

### Alaska-Yukon-Pacific Exposition

# ATKINS SILVER STEEL SAWS

are

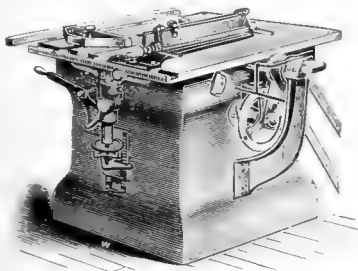
### "The Finest on Earth"

A fact that is vouched for by hundreds of thousands of satisfied users the world over. With our extra high quality Silver Steel Circular, Band, Gang, Drag, Shingle, Cross-Cut, Butcher, Pruning, Wood, Hand, Ice and other saws of every description, we lead all others. Write for catalog and prices to any address given below. Every Saw guaranteed.

## E. C. ATKINS & CO., Inc.

THE SILVER STEEL SAW PEOPLE

HOME OFFICE AND FACTORY, INDIANAPOLIS. BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE. CANADIAN FACTORY, HAMILTON, ONT.

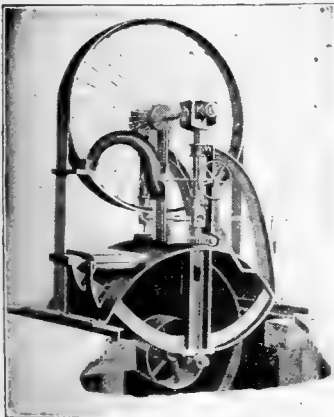


R. E. KIDDER, 8 Hermon St.,

### 3 In One!

Kidder Patent Universal Sawing Machine. Carries three saws. Quick adjustment. Especially adapted to Pattern and Cabinet work. Send for catalog

WORCESTER, MASS.



### "Phoenix" 6-Foot BAND MILL

FOR HARDWOOD

**Serves You Right**

Price Moderate  
Capacity 25,000 to  
30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

East Claire

Wis



### SECTION OF THE BEST CHANGEABLE TOOTH SAW EVER INVENTED

There are other Simonds tooth styles for various purposes. The point is this: Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

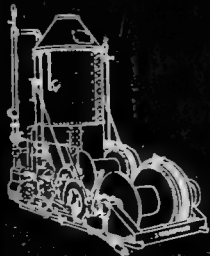
**SIMONDS MFG. COMPANY**

FITCHBURG, MASS.

CHICAGO, ILL.

MONTREAL, QUE.

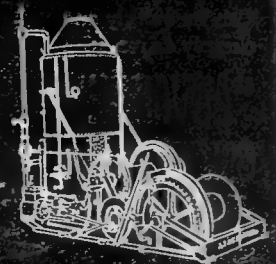
# LIDGERWOOD SKIDDERS



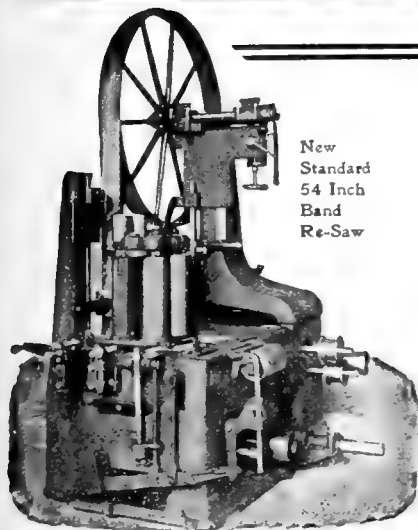
**LIDGERWOOD MFG. CO.**

96 LIBERTY STREET, NEW YORK

LOGGING MACHINERY BRANCH OFFICES:  
ATLANTA SEATTLE  
NEW ORLEANS AGENCY



WOODWARD, WIGHT & CO LTD



New  
Standard  
54 Inch  
Band  
Re-Saw

## MERSHON BAND-RESAW SPECIALISTS

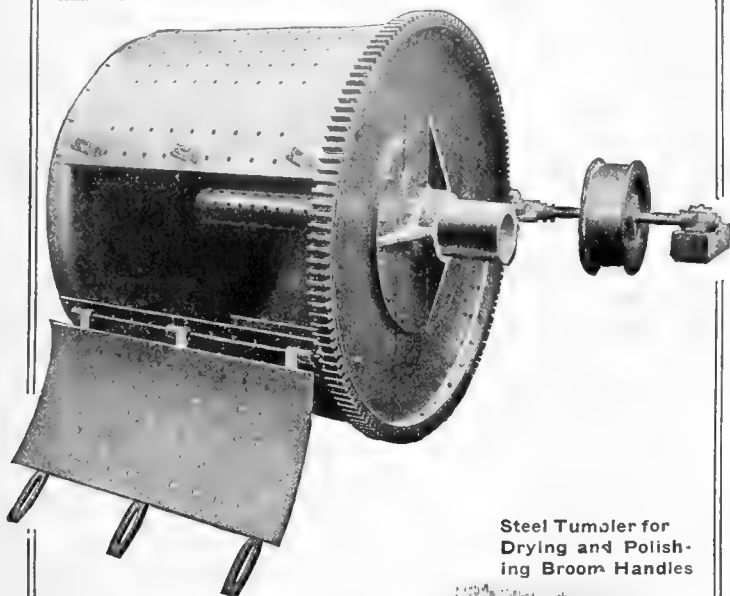
25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

**Wm. B. Mershon & Co., Saginaw, Mich., U.S.A.**



## Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES**. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for  
Drying and Polish-  
ing Broom Handles

**CADILLAC MACHINE COMPANY**

Complete Line of Broom Handle Machinery

**CADILLAC, MICH.**

## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

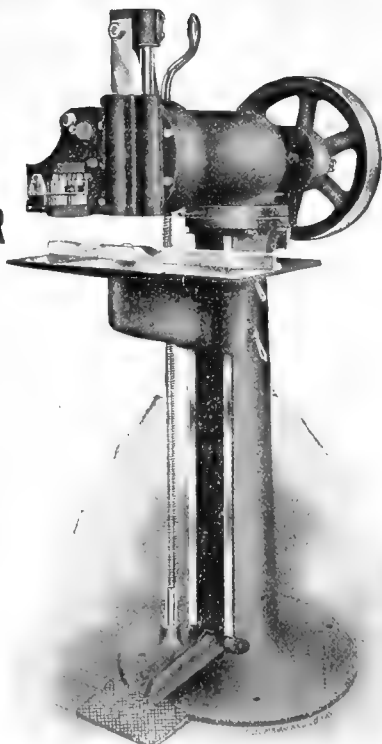
**"ADVANCE"  
CORRUGATED  
JOINTFASTENER  
MACHINE**

Made in Different  
Types to Meet  
All Conditions

Specially suitable for  
manufacturers of  
sash, doors, blinds,  
screens, coffins,  
furniture, plumbers'  
wood-work, porch  
columns, boxes,  
refrigerators, etc.

Write for bulletins  
and prices.

Manufactured only  
by



**Saranac Machine Co., St. Joseph, Michigan**



**The Writerpress**

## Reduces Overhead Expense

by increasing your business at no additional cost.

This machine will turn out from 8,000 to 10,000 actual typewritten copies a day—the cheapest and most productive means of securing new and increasing old business.

*July "Advertising and Selling" tells of a ten million dollar business built up without a traveling salesman---simply sending out circular matter. Read it and see where The Writerpress will help you.*

## Job Printing

**THE WRITERPRESS** does actual printing from all kinds of type, cuts, electros, etc. Will do most of your office printing at one-half cost.

Write for full information and samples of its work.

**THE WRITERPRESS CO.**

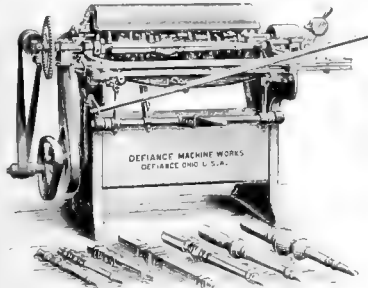
412 Writerpress Building - - - - BUFFALO, N. Y.

New York Office . . 302 Broadway

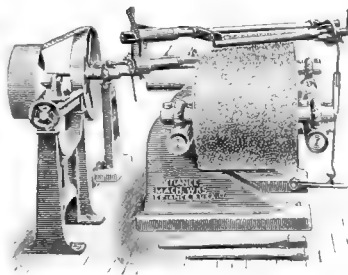
Chicago Office . . . 215 Dearborn St.

# "DEFIANCE" PATENT WOODWORKING MACHINERY

Invented and Built by THE DEFIANCE MACHINE WORKS ∴ Defiance, Ohio



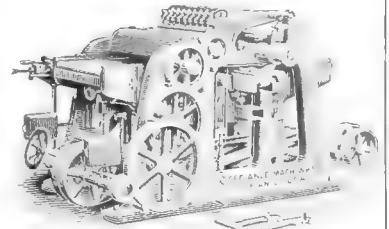
Patent Variety Lathe



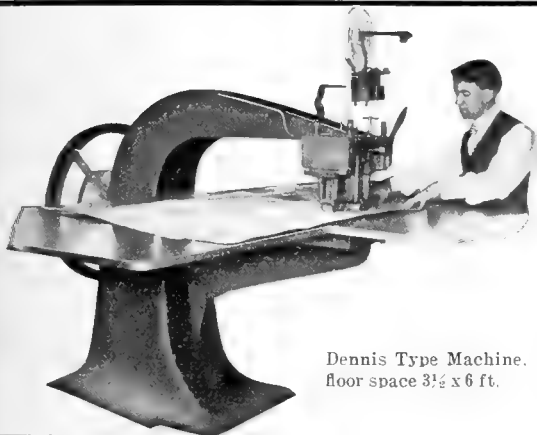
No. 3 Double Belt Polisher

For Making: Automobile Wheels and Bodies, Hubs, Spokes, Wheels, Wagons, Carriages, Rims, Shafts, Poles, Neck-Yokes, Single Trees, Hoops, Handles, Spools, Bobbins, Insulator Pins, Table Legs, Balusters, Oval Wood Dishes, and for General Woodwork. ∴ ∴ ∴

Send for Catalogue



26-in. Double Surface Planer



Dennis Type Machine.  
floor space  $3\frac{1}{2}$  x 6 ft.

## JOINTING AND SETTING UP VENEER BY HAND IS A USELESS WASTE OF MONEY

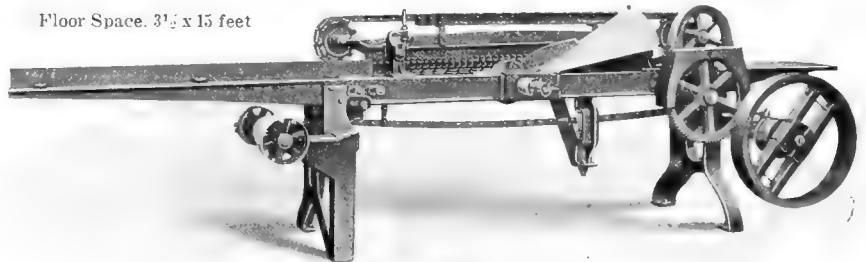
Our patented machines will set it up at the rate of 1,500 to 2,000 lineal feet of jointing per hour, and do it far better than can possibly be done by hand.

Our Continuous Feed Veneer Jointer, which edges and joints in one operation, has three or four times this capacity.

If interested in doing this work at a minimum of cost, write for full particulars.

THE VENEER MACHINERY COMPANY, 602 Austin Ave. Chicago, Ills.

Floor Space.  $3\frac{1}{2}$  x 15 feet

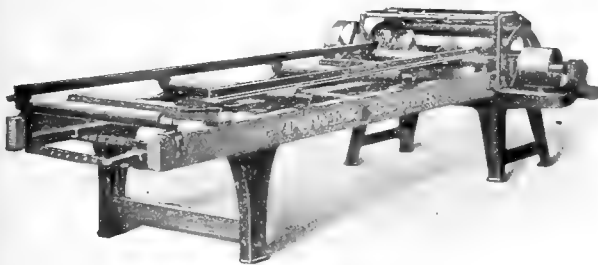


## A "TOWER" GANG EDGER AND RIP SAW, COMBINED

Gives Your Lumber Straight and Parallel Edges and Makes the Boards of Standard Widths.

It also

Divides a Wide Board Into Two or More Narrower Ones, either at the same time that it removes the waney edges, or in a subsequent operation, as may be desired.



No. 4 "TOWER" 32-inch Edger, New Model. Rear table not shown.

## A "TOWER" One-man 2-saw Trimmer

Squares the Ends of Your Lumber and Reduces the Boards to Standard Lengths, Removing the Waste and Saving Freight.

72 different sizes and styles of edgers 72

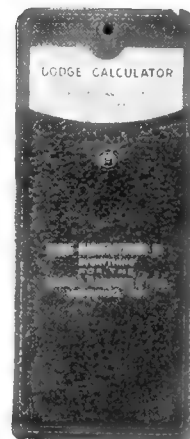
10 sizes of trimmers 10

We also manufacture

The Old Reliable Gordon Hollow Blast Grate.

Gordon Hollow Blast Grate Co., Greenville, Mich.

(Please mention this publication.)



## This Handy Calculator and Real Leather Case Prepaid—To You For 25c

YOU will find it invaluable—once you use the Dodge Calculator. It is the handiest and most useful article we've seen in many a day. The price is no indication of its worth. It actually costs us 25c for the calculator and real leather pocket case—but we gladly pay the cost of postage, handling and packing in order that you may have one.

We know how useful you will find the Dodge Calculator. We know it will please you so well you will remember where it came from. Thousands of engineers and factory men already have the Dodge Calculator, and are more than pleased with it.

## We Have Several Thousand But They Won't Last Long

at the rate they are going now. So send us the 25c and we will mail you one at once. After you get it—if you don't think it is worth 25c to you—mail it back and we'll gladly refund your money. But to practical factory men—engineers and men who understand—it's worth many times 25c. Send the 25 cents with coupon and receive the Dodge Calculator by return mail. Remember you get your money back if you are not satisfied.

D

DODGE MFG. CO.  
STA. L-55  
MISHAWAKA, IND.

Gentlemen: I am enclosing 25c for which send me the Dodge Calculator and Leather Case prepaid.

Dodge Manufacturing Company

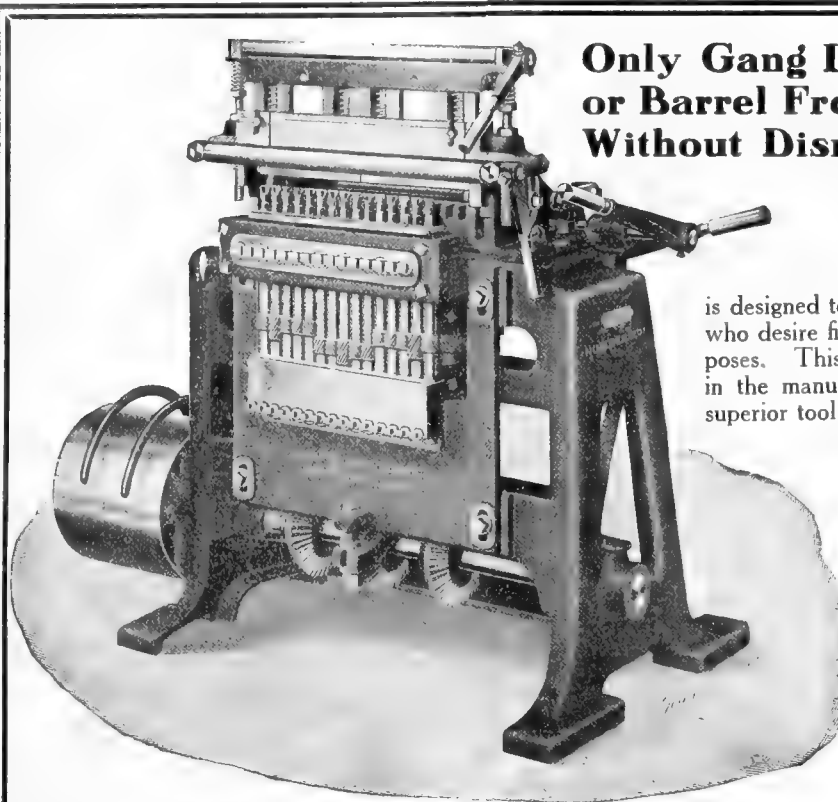
Sta. L-55, Mishawaka, Indiana

Name.....

Business or Position.....

Address.....

Town..... State.....



**Only Gang Dovetailer on Which Swell or Barrel Front Drawers Can Be Made Without Dismantling Any of Its Parts**

**OUR NEW NO. 201 GANG DOVETAILER**

is designed to meet the requirements of furniture manufacturers who desire fine dovetailing for drawers and various other purposes. This machine is the growth of many years' experience in the manufacture of dovetailers, and will be found a very superior tool.

One of its features (which is protected by patent) is that either straight or swell front drawers can be dovetailed without removing or changing any of its parts. Any operator will appreciate the amount of time and trouble this will save over the old styles.

**Our New Booklet Describes and Illustrates, With Five Cuts, Our New No. 201 Gang Dovetailer**

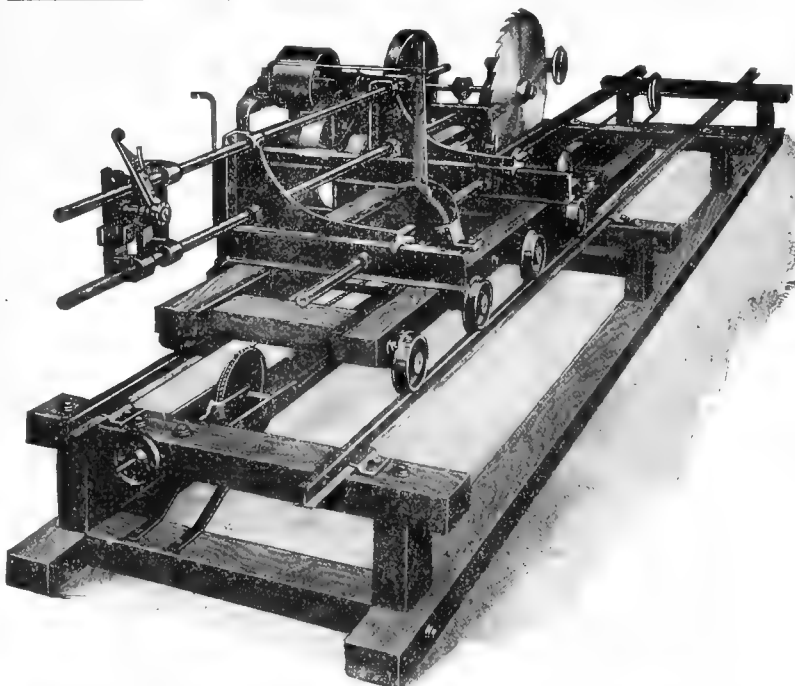
Write for Booklet today

**J. A. Fay & Egan Co.**

414-434 W. Front St.

Cincinnati, Ohio

**New Hoosier Improved Short Log Sawing Machine**



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address:

**THE SINKER-DAVIS COMPANY, Indianapolis, Indiana**



The Best Skidding Engines are none too good for the service demanded.

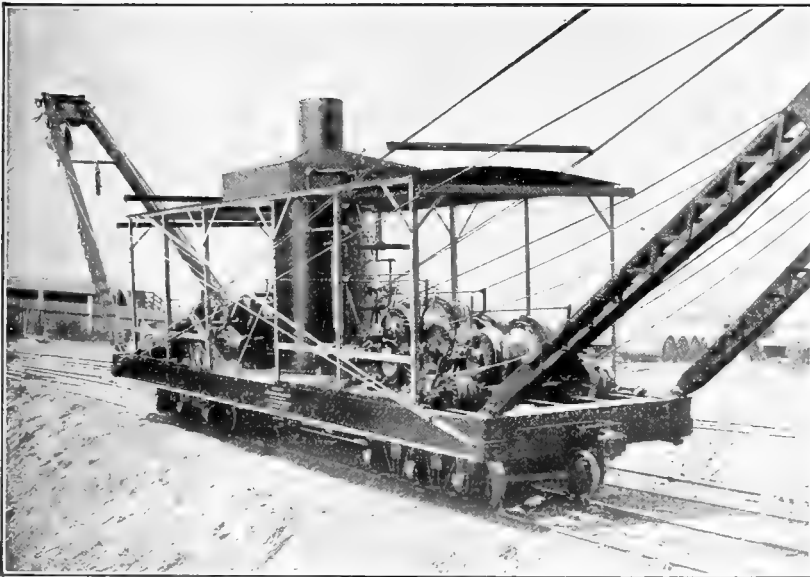
This is the principle that has guided our design and construction.

## **RUSSEL COMBINED Skidders and Loaders**

**LOGGING TOOLS  
LOGGING CARS**

**Catalogs on Request**

**RUSSEL WHEEL & FOUNDRY COMPANY**  
DETROIT, - MICHIGAN



## **RESULTS**

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### **CLYDE SELF-PROPELLING STEAM SKIDDER**

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of

any machine is the **average** in all kinds of timber, scattered growth and from the long haul as well as the short haul.

It's in the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## **CLYDE IRON WORKS**

Sole Manufacturers of the  
**McGIFFERT AND DECKER PATENT SELF-PROPELLING STEAM LOGGING MACHINERY**  
DULUTH, MINN.

Branch Office and  
Warehouse  
421 Carondelet St.,  
New Orleans, La.

Branch Office  
501 Germania Bank  
Building,  
Savannah, Ga.

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

On the Square  
Our  
Figure is  
Great

## MEMPHIS SAW MILL CO.

Manufacturers

### Hardwood Lumber

Our Specialties

Thin Stock and Quartered Oak  
MEMPHIS, TENN.

A  
Sample Car  
Will Convince  
You

### STOCK FOR SALE

4 cars 1" Nos. 1 and 2 Pl. R. Oak.  
10 cars 1" No. 1 Com. Pl. R. Oak.  
2 cars 5/4 Nos. 1 and 2 Pl. R. Oak.  
2 cars 5/4 No. 1 Com. Pl. R. Oak.  
3 cars 6/4 No. 1 C. & B. Pl. R. Oak.  
2 cars 2" Nos. 1 and 2 Pl. R. Oak.  
2 cars 2" No. 1 Com. Pl. R. Oak.  
1 car 3" & 4" Nos. 1 and 2 Pl. R. Oak.  
1/2 car 2x12 up Nos. 1 and 2 Pl. R. Oak.  
1/2 car 1x10 up Nos. 1 and 2 Pl. R. Oak.  
20 M 5/4 No. 1 Com. Q. R. Oak.  
1 car 2" No. 1 Com. & Bet. Q. R. Oak.  
2 cars 1" Nos. 1 and 2 Pl. W. Oak.  
2 cars 1" No. 1 Com. Pl. W. Oak.  
4 cars 2" No. 1 C. & B. Pl. W. Oak.  
3 cars 2" Nos. 1 and 2 W. Ash.

## CRESCENT HARDWOOD LUMBER CO.

### HARDWOOD LUMBER

MEMPHIS

Main Office and Yards,  
MEMPHIS, TENN.

Branch Office,  
QUINCY, ILL.

### STOCK FOR SALE

1 car 2" No. 1 Com. W. Ash.  
1 car 1" Nos. 1 and 2 W. Ash.  
1 car 1" No. 1 Com. W. Ash.  
6 cars 1" to 2" No. 1 C. & B. Poplar  
on grade.  
150 M 1" Tupelo Gum on grade.  
1/2 car 1"x13 to 17 Tupelo Gum B. Bds.  
1/2 car 1"x13 to 17 Sap Gum B. Bds.  
50 M 6/4 No. 1 C. & B. Hickory.  
1 car 1"-5/4"-2" No. 1. Com. Hickory.  
25,000 ft. 2" Nos. 1 and 2 Com. Gum.  
75,000 ft. 1" to 2" Nos. 1 and 2 Com.  
Cypress.  
2 cars 1" Sound Wormy Oak.  
75,000 ft. 3/4"x5/8" Log Run P. & Q. Oak.

## A. C. WEST LUMBER COMPANY

MEMPHIS, TENNESSEE

Half car 1 in. 1 and 2 Cottonwood 18 in. and up.  
Half car 4 in. 1 and 2 Poplar 10 in. and up.  
Half car 2 in. 1 and 2 Elm 10 in. and up.  
One car 1 in. No. 1 Common Ash.  
One car 13 to 17 in. Gum Box Boards.  
One car 18 and up Gum Box Boards.  
One car 1 in. No. 1 Common Cottonwood.

We are in a position to manufacture from choice logs any item of a special nature in White Oak, Red Oak, Cottonwood, Poplar or Gum.

Prices will be furnished upon receipt of inquiry.

## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

Quartered White Oak			
	1-2	No. 1 Com.	No. 2 Com.
1-2	13,560	.....	.....
5-8	25,000	.....	.....
3-4	5,600	1,000	.....
4-4	87,600	196,700	18,200
5-4	36,700	29,600	.....
6-4	23,900	16,400	.....
8-4	27,400	8,400	.....
Large Amount Strips			
1 1/2 to 2 1/4 and 2 1/2 to 5 1/2			

Also  
Plain Oak,  
Poplar, Ash  
and Other  
Hardwoods

Send Us  
Your  
Inquiries

Quartered Red Oak			
	1-2	No. 1 Com.	No. 2 Com.
3-4	2,400	400	.....
4-4	71,750	139,000	8,800
5-4	53,152	21,630	.....
6-4	42,215	1,430	.....
8-4	9,865	3,500	.....
5-8	Log run	.....	25,000

MEMPHIS

TENN.



### SPIRAL GROOVED AND BEVEL POINTED KILNED HARDWOOD DOWEL PINS

The Spiral Groove holds the glue, and gives holding power similar to a screw. Means better product. Pins with good Bevel Point drive quickly, means more output. Only pin for Dowel Door Manufacturers.

Automatic Wood Turnings of all kinds.  
Samples and special discounts on application.  
STEPHENSON MFG. CO., SOUTH BEND, IND.

# 89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## RIB LAKE LUMBER CO.

HAVE A LARGE STOCK OF  
 DRY BIRCH—ASH—ELM  
 MAPLE AND BASSWOOD

Write Us a Letter

Rib Lake = Wisconsin

## C. P. CROSBY

### Wholesale Hardwood Lumber

Wisconsin Products Only

Birch, Basswood, Brown Ash, Soft and Rock Elm,  
 Hard and Soft Maple, Birch and Maple Flooring

RHINELANDER, WISCONSIN

*Ingram Lumber Co.*  
 WAUSAU, WIS.

ASH	BIRCH	} WRITE US FOR PRICES
ELM	MAPLE	
HEMLOCK	PINE	
BASSWOOD		

## WE CAN SHIP QUICK

100 M 1 in. No. 3 Common Basswood  
 2 Cars 1 in. No. 2 Common Basswood  
 2 cars 1 in. No. 1 Common Basswood  
 3 cars 4, 5 and 6 in. No. 1 Common Basswood  
 3 cars 4, 5 and 6 in. No. 2 Common Basswood  
 200 M 1 in. No. 3 Common Birch  
 200 M 1 in. and 1½ in. No. 2 Common and Better Birch, on grades  
 3 Cars 1 in. No. 3 Common Ash  
 2 Cars 1 in. No. 3 Common Soft Elm

WRITE FOR PRICES

**Cooper & Maxson Lumber Company**  
 MILWAUKEE, WIS.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Bass-  
 wood, White Pine and Hemlock,  
 Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and  
 White Pine Finish and Shop and Pattern Lumber

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber  
 grown in Wisconsin and we are well prepared to  
 fill mixed orders promptly. We call your attention  
 especially to stock in *Plain* and *Red Birch* in all  
 thicknesses and a good assortment of *Pine* and  
*Hemlock*, *Basswood Siding* and *Ceiling* and *Hard-*  
*wood Flooring.*

## ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

## "ROBBINS"

### Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched,  
 bored and steel scraped. Mixed car-  
 ———— loads a specialty. ————

**ROBBINS LUMBER COMPANY**  
 RHINELANDER, WIS.

## T. D. KELLOGG LUMBER & MFG. CO.

OFFICE, ANTIGO, WIS.

### Hardwood - Hemlock

**Soft Elm**—4-4 to 6-4 in. Log Run—300 M Ft.  
**Basswood**—4-4 to 5-4 in. " " —500 M Ft.  
**Birch**—4-4 to 8-4 in. " " —500 M Ft.

SAW MILLS { Antigo  
 Polar

Planing Mill  
 Polar

# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

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Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

## RICE VENEER & LUMBER CO.

GRAND RAPIDS, MICH.

### Big Stock Ready for Immediate Shipment

300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
325,000 feet Quartered Oak Veneers  
500,000 feet Mahogany Lumber, all thicknesses

Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

## YELLOW POPLAR

Our Veneers are

WELL CUT  
WELL DRIED  
WELL PACKED

And from selected logs

We are also Manufacturers of High Grade Built-up Work

**NATIONAL VENEER CO.**

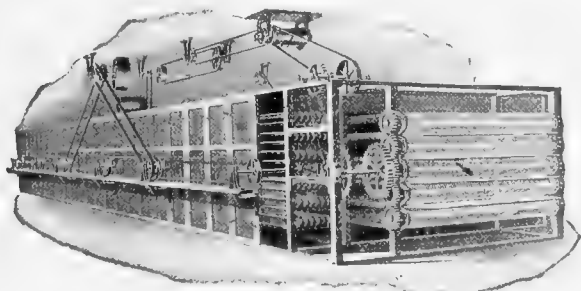
Charleston, W. Va.

## VENEER DRYER

"THE PROCTOR SYSTEM IMPROVED  
APRON CONVEYOR"

Objections to Roller Dryer overcome, because no clogging can occur.

Objections to old style Apron Dryer overcome, because no adjustment is needed.



Grain Can Be Fed Either Way  
The Most Economical System in the World  
Built Entirely of Metal

Address Dept. H

**The Philadelphia Textile Machinery Co.**  
Hancock and Somerset Sts., - Philadelphia, Pa.

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

## GUM

The Best Lumber You Can Buy.  
CAN YOU USE IT?

Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

**STAY WHERE YOU PUT IT**

You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

IT IS RICH  
AND IT IS CHEAP

**Grand Rapids Veneer Works**  
GRAND RAPIDS, MICH.

LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## PENROD WALNUT AND VENEER CO.

KANSAS CITY, MO.

Manufacturers

Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS

Plain and Figured Long and Butt Wood

## Great Lakes Veneer Co.

ROTARY CUT

## VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## The Louisville Veneer Mills

MANUFACTURERS OF

## VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## Wisconsin Veneer Co.

High Grade Product in

## DOOR VENEERS AND CABINET STOCK

We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
and Birch in small dimensions

Rhineland

-

Wisconsin

## Veneers & Hardwood Lumber

We can furnish anything you  
want in Sawed Veneer, Hardwood  
Lumber or Dimension Stock.

J. S. Houston & Co., 737-738, Chicago

## National Veneer & Lumber Co.

Manufacturers of

## QUARTERED OAK VENEER AND HARDWOOD LUMBER

1635 W. Michigan St.

Indianapolis, Ind.

## BIRCH

ROTARY-CUT  
PLAIN OAK

J. J. NARTZIK

Office and Warehouse  
1966-1976 Maud Ave.

CHICAGO

LOCAL AND CARLOAD SHIPMENTS

## Henry S. Holden Veneer Company

40 Market St., Grand Rapids, Mich.

Manufacturer and Dealer in Foreign and Domestic

## VENEERS

Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawed and Sliced Oak—  
Bird's Eye Maple—Birch and American Figured Walnut.

Prompt shipment guaranteed

Let us know your requirements

WE WISH TO MOVE

## Sound Square Edged Oak

40M ft. 2x6 inch, 10 to 16 ft.  
60M ft. 2x8 inch, 10 to 14 ft.  
40M ft. 2x8 inch, 16 ft.  
30M ft. 2x10 inch, 10 to 14 ft.  
35M ft. 2x10 inch, 16 ft.  
30M ft. 2x12 inch, 10 to 14 ft.  
18M ft. 2x12 inch, 16 ft.

Special Bills Cut to Order.

The Hamilton Lumber Company  
PITTSBURG, PA.

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PROMINENT SOUTHERN MANUFACTURERS

ESTABLISHED 1883

## THE CYPRESS LUMBER CO.

APALACHICOLA, FLA.

MANUFACTURERS OF

CYPRESS

ASH

COTTONWOOD

# LUMBER

POPLAR

SWEET GUM

YELLOW PINE

18-in Cypress Shingles, Cypress Tanks, Flooring,  
Ceiling, Siding, Moulding and Interior Finish.

MILLS AND OFFICE:  
Apalachicola, Fla.

BOSTON OFFICE:  
88 Broad Street

## Otis Manufacturing Company

Importers and Manufacturers of

# MAHOGANY

NEW ORLEANS, LOUISIANA

## HOSHALL & McDONALD BROTHERS

MANUFACTURERS

### BAND SAWN OAK

### ASH AND GUM LUMBER

MILL: EOLA, LA. GENERAL OFFICE: 1108 HIBERNIA BLDG., NEW ORLEANS

## WHITE OAK TIMBERS ALSO POPLAR

READY FOR SHIPMENT

200,000 feet 4-4 No. 4 Common Poplar

200,000 feet 4-4 No. 3 Common Poplar

100,000 feet 4-4 No. 2 Common Poplar

200,000 feet 4-4 No. 2 Common Oak

The Parkersburg Mill Co.  
PARKERSBURG, W. VA.

## Climax Lumber Co., Ltd.

St. Landry, La.

Cocordrie Bayou Bandsawed

White and Red Oak

Ash Gum Cypress Hardwoods

## WHEN IN NEED OF ANYTHING IN HARDWOODS OR YELLOW PINE

It will be to your interest to write us

STARNES &amp; STRICKLAND, Greenville, Miss.

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

THE PRATT-WORTHINGTON CO.

Crofton, Ky.

(WATCH THIS SPACE EVERY MONTH)

## The Goodwin Lumber Company

West Virginia and Southern Hardwoods

Mills: Blue Jay, W. Va.; Shawsville, Va.

Want to move quick:

200,000 ft. 4-4 Mill Cull Poplar, band sawed

E. H. Shreiner, Manager Sales, Pittsburg, Pa.

## W. P. Craig Lumber Co. Wholesale Hardwood and Building

### Lumber

Empire Building,

::

PITTSBURG, PA.

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Williams & Voris Lumber Co.

MANUFACTURERS OF

## BAND SAWED HARDWOODS

All Thicknesses and Grades  
Let us quote you Prices

Chattanooga - Tennessee

## We Want to Move AT SEEBERT, W. VA.

145,000 ft. 4-4 No. 2 Common Birch  
435,000 ft. 4-4 No. 2 Common and Better Maple  
75,000 ft. 4-4 Common and Better Ash  
30,000 ft. 8-4 Common and Better Ash  
125,000 ft. 4-4 Log Run Beech, M. C. O.

If you can use any of this stock write for our attractive prices.  
Send us your inquiries for anything that you need in Hardwood Lumber.

W. W. DEMPSEY, Manufacturer and Wholesaler  
GENERAL OFFICE, JOHNSTOWN, PA. 18 BROADWAY, NEW YORK CITY

The following is a list of special stock we are anxious to move promptly, all band sawed and very dry:

2 cars 4-4" No. 1 Common Quartered White Oak Strips 2½" to 5½"  
1 car 4-4" No. 2 Common Quartered White Oak.  
1 car 5-4" 1s and 2s Plain Red Oak.  
1 car 4-4" No. 2 Common and Better Quartered Red Oak.  
2 cars 4-4" No. 2 Common Plain Red Oak.  
8 cars 4-4" No. 1 Common White Ash.  
2 cars 4-4" No. 2 Common White Ash.  
1 car 5-4" No. 1 Common Sap Gum.

Thistlethwaite Lumber Co., Ltd.  
WASHINGTON, LA.

## PARDEE & CURTIN LUMBER CO.

Manufacturers of

West Virginia Hardwoods  
CLARKSBURG, W. VIRGINIA

## Salt Lick Lumber Co.

SALT LICK - - - KENTUCKY

MANUFACTURERS OF

*Eureka*  
OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2¼ FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

## Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond

4 L Co.

Brand

**OAK FLOORING**  
A GUARANTEE OF PERFECTION

## Keys-Fannin Lumber Co.

Herndon, W. Va.

Manufacturers and Wholesalers

Poplar, Oak, Bass, Hemlock,  
Chestnut and Lath

Write us for Prices

**THE SUN LUMBER CO.**  
MANUFACTURERS OF  
ROUGH AND DRESSED  
LUMBER

Weston, W. Va.



# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

**Hardwood and Hemlock Lumber,  
Lath, and Cedar Shingles**

**END DRIED WHITE MAPLE A SPECIALTY**

## SALLING, HANSON CO.

MANUFACTURERS OF

**Michigan Hardwoods**

GRAYLING, MICHIGAN

## Briggs & Cooper Co., Ltd.

SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH  
12M FT. 5-4 1'S AND 2'S RED BIRCH  
20M FT. 6-4 1'S AND 2'S RED BIRCH  
15M FT. 7-4 1'S AND 2'S RED BIRCH  
15M FT. 8-4 1'S AND 2'S RED BIRCH  
25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE MAPLE  
30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN. AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
80M FT. 5-4 1'S AND 2'S HARD MAPLE  
70M FT. 6-4 1'S AND 2'S HARD MAPLE  
20M FT. 7-4 1'S AND 2'S HARD MAPLE  
100M FT. 8-4 1'S AND 2'S HARD MAPLE  
20M FT. 9-4 1'S AND 2'S HARD MAPLE  
40M FT. 10-4 1'S AND 2'S HARD MAPLE  
75M FT. 12-4 1'S AND 2'S HARD MAPLE  
60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

## DENNIS BROS. SALT & LUMBER CO.

Manufacturers of

**HARDWOOD LUMBER and  
NATIONAL HARDWOOD FLOORING**

GRAND RAPIDS, MICH.

**4-4 Log Run Soft Maple for Quick Shipment**

## RED BIRCH

Write us for delivered prices on any part of the following choice Upper Peninsula Red Birch. Every piece RED according to National Rules of Inspection.

47,000 feet 4-4 1sts and 2nds  
52,000 feet 4-4 No. 1 Com.  
15,000 feet 5-4 1sts and 2nds  
5,000 feet 5-4 No. 1 Com.  
27,000 feet 6-4 1sts and 2nds

6,000 feet 6-4 No. 1 Com.  
23,000 feet 8-4 1sts and 2nds  
2,000 feet 8-4 No. 1 Com.  
2,000 feet 10-4 1sts and 2nds  
11,000 feet 12-4 1sts and 2nds

**Nichols & Cox Lumber Co.**

GRAND RAPIDS, MICHIGAN

## Manistee Planing Mill Co.

MANISTEE, MICH.

Manufacturers of High-Grade

**Michigan Maple Flooring**

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

## "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## J. S. GOLDIE

CADILLAC, MICH.

Arkansas Yellow Pine  
Michigan Hardwood and HemlockCorrespondence Solicited Especially on  
White MapleMichigan  
Maple

## A. B. KLISE LUMBER CO., STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
Hemlock—Water Shipment Only.1,000,000  $\frac{3}{4}$  No. 1 & No. 2 COMMON HARD MAPLE

## SKILLMAN LUMBER CO.

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Write us for Prices on

PINE and HARDWOOD CRATING

## S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

## MAPLE FLOORING

SAGINAW, MICH.

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Manufacturers and Wholesalers of

Michigan Hardwoods and Hemlock

## THE WOLF-LOCKWOOD LUMBER CO.

Grand Rapids, Mich.

Manufacturers and Wholesalers

NORTHERN HARDWOODS AND CRATING STOCK

## VAN KEULEN & WILKINSON LUMBER CO., Grand Rapids, Mich.

100 M 8-4 No. 1 C. & B. Maple	For	20 M 6-4 No. 2 C. & B. Basswood
50 M 10-4 No. 1 C. & B. Maple	Sale	500 M 4-4 No. 2 C. & B. Beech
30 M 16-4 No. 1 C. & B. Maple		100 M 6-4 No. 2 C. & B. Beech
150 M 4-4 No. 2 C. & B. Basswood		200 M 4-4 No. 2 C. & B. Beech
35 M 8-4 No. 1. Com. and No. 2 Com. Soft Elm		
25 M 4-4 No. 1. Com. and No. 2 Com. Soft Elm		

ALSO ALL KINDS OF CRATING STOCK

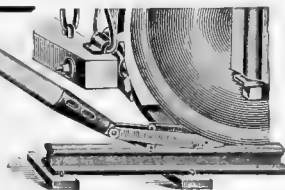
## Wilmarth & Morman (Nelson Patent) Loose Pulleys

SILENT STRONG SIMPLE DURABLE

Durability proven by ten  
years of continued satisfactory  
service.Saves oil, belts, time and  
expense of repairs. Sent on  
thirty days' trial to those who  
want to be shown. The cheap-  
est loose pulley to use ever  
placed on the market.Descriptive booklet and  
price list is yours for the  
asking.Wilmarth & Morman Co., 594 Canal Street,  
Grand Rapids, Mich.

## THE "ATLAS" CAR-MOVER

THE BEST DEVICE EVER MADE FOR

MOVING RAILWAY LOGGING CARS  
BY HAND POWERAPPLETON CAR-MOVER CO.  
APPLETON, WIS., U. S. A.

## HARDWOOD RECORD

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but the BEST LUMBER PAPER published

## Quigley Lumber Company

NORTHERN AND SOUTHERN  
HARDWOODS

CRATING STOCK

Grand Rapids, Mich.

## SOMO RIVER LUMBER CO.

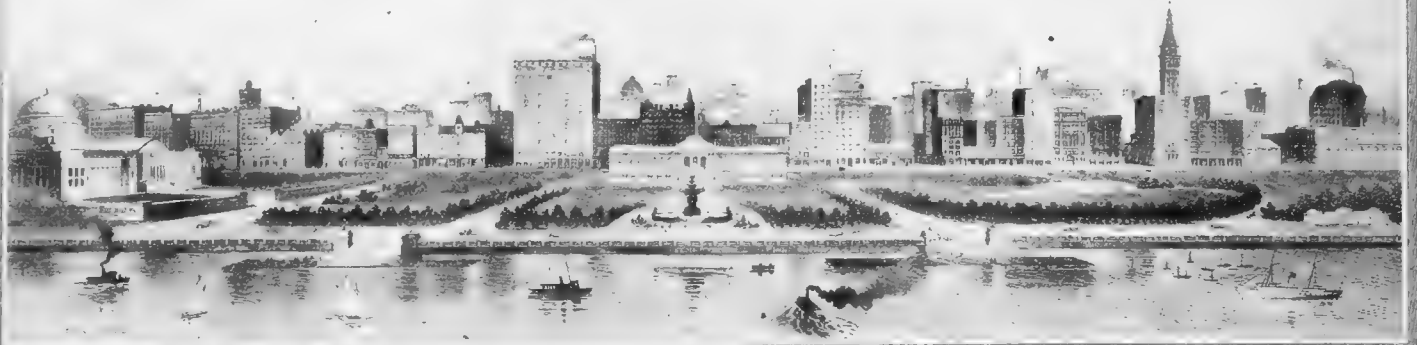
TOMAHAWK, WIS.

## WE WANT TO MOVE

100M feet  $1\frac{1}{2}$  in. No. 1 Common & Better Soft Elm  
50M feet  $1\frac{1}{4}$  in. No. 1 Common & Better Rock Elm  
100M feet 1 in. No. 2 Common Basswood  
75M feet 1 in. No. 2 Common & Better Black Ash

Birch and Basswood our Specialty

## CHICAGO



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**FRED D. SMITH****HARDWOOD LUMBER**

1337-1343 North Branch St. CHICAGO

**Frederick Gustorf & Co.****Wholesale Hardwood Lumber**

Southern Oak a Specialty

108 LA SALLE STREET

Telephone Canal 1355

Q. Y. Hamilton, Manager

**The Lumber Shippers' Storage and  
Commission Co.**  
(Not Incorporated)

**SHIPPERS' AGENTS**Office and Yard:  
Throop St. South of 22d St.

CHICAGO

**Maisey & Dion**

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**Hardwoods**

**The Columbia Hardwood Lumber Co.**  
Wholesale and Retail

**HARDWOOD LUMBER**

Southern Hardwoods a Specialty

2048-2084 Dominick Street, CHICAGO

Nashville Yard: Foster St. & L. & N. R.R. Track,  
Nashville, Tenn.**E. A. THORNTON LUMBER CO.**

1103 Chamber of Commerce

**NORTHERN & SOUTHERN HARDWOODS**

WRITE

**Hardwood Record**

for information about

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Cypress and other Hardwoods

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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

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# Hardwoods and Yellow Pine

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1206-7 Fullerton Building,

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## LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

30 cars of 4-4 Log Run Gum  
Plenty cars of 4-4 Graded Red Gum  
80 cars of 4-4 and 5-4 Yellow Cottonwood, all grades  
3 cars of 4-4 Panel 18 in. to 22 in. Yellow Cottonwood  
15 cars of 4-4 to 8-4 Quartered White Oak, all grades  
3 cars of 4-4 to 12-4 Plain Red Oak  
10 cars of 4-4 to 16-4 Plain White Oak  
6 cars of 8-4 1s and 2s Cottonwood  
10 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

# THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri



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Will quote attractive prices on

## 2 in. Sound Wormy Chestnut

250,000 feet band sawn, running good per cent 14 and  
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Also 80,000 feet 2 in. MILL CULL CHESTNUT

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FINE STOCK OF

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DESIRES YOUR INQUIRIES FOR HARDWOODS AND  
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## THE POWELL LUMBER CO.

6"x6" up to 24"x24" **TIMBERS** 10' to 70'

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A Full Line of Hardwood Lumber  
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Pine Hemlock Cypress

Will contract mill cuts for cash

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## Thompson, Thayer & McCowen

**Hardwood Lumber**  
EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.  
No. 2 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

We manufacture Quartered, Plain Oak & Poplar Lumber

## BARGAINS

We Want to Move Quick

1 car 4-4 in. No. 1 Com. Poplar.  
2 cars 4-4 in. Log Run Poplar.  
1 car 4-4 in. No. 1 Com. & Bet. Plain Red Oak.

Get Our Prices on the Above Cars

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OUR SPECIALTY

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Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

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Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

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Everything from Toothpicks to Timbers

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Write for Catalogue, please.

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Straight or mixed cars

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**ON A GUARANTEE** of a "square deal" and prompt service the following Buffalo dealers solicit your patronage.

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All Kinds

**HARDWOODS**

Good Grades

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**WANTS TO BUY**

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All Kinds

All Thicknesses

**HARDWOOD LUMBER**

Good Grades Prompt Shipments

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We are in the market for all kinds of Hardwoods. Those desiring to buy **CHERRY** will do well to write us

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**HARDWOODS**

Let Us Figure On Your Wants

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50 ARTHUR STREET

**WE WANT TO SELL**

120,000 ft. 1 in. No. 2 Common Brown Ash  
50,000 ft. 1 1/4 in. Common Brown Ash  
50,000 ft. 1 in. No. 3 Common Brown Ash  
500,000 ft. 1 in. log-run Chestnut  
Full assortment 1 in. to 3 in. Gray Elm.  
300,000 ft. 1 in. Maple 1sts and 2nds and No. 1 Common

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886 ELLICOTT SQUARE

Well Assorted Stock of Dry Hardwood Lumber Always on Hand

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Have 6 Million Feet Dry Stock  
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We are now offering special prices on such thicknesses

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and grades as we have a surplus of. Write us.

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All Varieties of Hardwood. Quartered White Oak Our Specialty

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**We Want to Sell**

DRY STOCK PILED ON MEMPHIS YARD FOR PROMPT SHIPMENT  
300,000 ft. of Ash from 1 in. to 4 in. thick  
1,200,000 ft. Plain White and Red Oak, 1 in. to 4 in. thick  
950,000 ft. Cypress, from 1 in. to 2 in. thick

# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
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5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

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THREE BAND MILLS:

OUR SPECIALTIES:

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Vehicle Stock and Box Shooks

# Three States Lumber Co.

BAND-SAWN STOCK

in all thicknesses

Plain and Quartered Oak, Ash, Gum, Cottonwood, Cypress, Elm  
Car Timbers and Bridge Planking. Gum and Cottonwood Siding

GENERAL OFFICES

Tennessee Trust Building MEMPHIS, TENN.

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MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
**DRY** 5-8, 4-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

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# LUMBER CO.

# Aardwood Record

Fifteenth Year. }  
Semi-monthly. }

CHICAGO, JANUARY 10, 1910

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**HARDWOODS**

CHERRY A SPECIALTY

**S. E. SLAYMAKER & CO.**

Representing  
WEST VIRGINIA SPRUCE LUMBER CO.,  
Cass, West Virginia

Fifth Ave. Bldg.,  
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**A GOOD HABIT  
TO FORM**

IT WILL REQUIRE NO  
"SWEARING OFF"

**PLACE YOUR NEXT INSURANCE**

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*"The Best Lumber"*

**LUMBER INSURERS' GENERAL AGENCY**

Managers of the Leading Stock Fire In-  
surance Companies making a specialty  
of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.

Dept. H., Hancock and Somerset Sts.  
Philadelphia, Pennsylvania



Get an order in early for quartered

### White Oak

We only have 2 cars of 5-4 No. 1 Common and Better.

Ask us about our Log Run

### Bass

We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

You can get a good price on this Common and Better

### Ash

2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4; also 1 car 5-4 No. 1 and No. 2 white containing about 20% or more 12 in. and over wide—good tough stock.

How are you fixed on

### Red Oak

We have about 6 cars each 6-4 and 8-4 No. 1 Common and Better and 100 M feet 8-4 No. 2 Common and Better—all dry and good lengths and widths.

### There is a lot of Yellow Poplar

at one of our outside points.

5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 and Better  
100 M feet 4-4 No. 2 Common

If you are in the market for

### Cherry

get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

Another chance on Heart Rived

### Cypress Shingles

300 M each 6x20 and 7x24. Can ship immediately.

If you are in the market for

### Chestnut

get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common; 200 M feet each 6-4 and 8-4 No. 2 Common and Better; we also have 2 cars Common and Better.

Get prices on this

### Soft Yellow Tennessee Poplar

good widths and lengths. One to two cars each of 10-4, 12-4 and 16-4 No. 1 Common and Better.

What about

### No. 3 Common Poplar and Bass

mixed? We have five to ten cars of 6-4 and 8-4.

We can make prompt shipment of the following. This lumber is cut at mills located in the Adirondacks and Canada. It is thoroughly dry; and the Birch is very choice, running largely to Red.

### BIRCH

175,000 feet 4-4, 45 to 50 per cent. 1's and 2's; largely 12 feet.  
30,000 feet 5-4. Good clean stock, good widths; 50 per cent. 10 inch and up.  
30,000 feet 6-4. Wide lumber. 65 to 75 per cent. 1's and 2's.  
10,000 to 12,000 feet 12-4 and 8,000 to 10,000 feet 16-4. No hearts. 6 inch and up.  
6,153 feet 4 inch; 22,360 feet 2 inch; 18,700 feet 3 inch; and 14,000 feet 3½ inch.

### BROWN ASH

Two to three cars 4-4 Log Run. Mill culls out.

### DRY WHITE ASH

200,000 feet 2 to 3 inch Log Run.

*"We Have It If It's Hardwood"*

## J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

## The Kneeland-Bigelow Co.

Bay City, Michigan

### OFFER FOR SALE

20,000 ft. 8-4 No. 2 Common and Better Birch.  
20,000 " 5-4 " " "  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.  
100,000 " 5-4 No. 3 Common Basswood.

We make a specialty of furnishing promptly bill stuff and timbers, 20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

## W. D. YOUNG & CO.

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## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY

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MICHIGAN

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CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

Lumber and Broom Handles  
Cadillac, Michigan

Have the following well manufactured stock for sale:

2 cars 6-4 Soft Maple No. 1 Com. and Bet.  
2 cars 4-4 Basswood No. 1 and No. 2 Com.  
Part car 4-4 Basswood 1s and 2s  
1 car 4-4 Cherry No. 3 Com. and Bet.  
1 car 4-4 White Ash No. 2 Com. and Bet., full log run  
3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.  
4 cars 4-4 Beech No. 2 Com. and Bet.  
2 cars 6-4 Birch No. 1 Com. & Bet.

## Michigan Hard Maple Cadillac Quality

1 x 9	1s and 2s	4M
1 x 10 to 14	1s and 2s	14M
8-4	1s and 2s	15M
10-4	1s and 2s	6M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	16M

Order Now while we have dry stock.  
No additional stock will be dry until  
next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

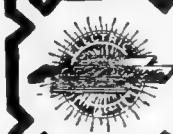
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WHEN YOU WANT

### LUMBER OF CADILLAC QUALITY,

Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition,

SEND US YOUR INQUIRIES



**COBBS & MITCHELL**  
(INCORPORATED)  
CADILLAC, MICHIGAN



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Manufacturers of

## "CUMMER" BRAND MAPLE and BEECH FLOORING

**Excelled by None**

In Quality of Material Used,  
Workmanship or Manufacture.

A Large Stock Enables Us to Fill Orders  
Without Delay.

WRITE US FOR PRICES

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

PLAIN RED OAK		COTTONWOOD		SAP GUM		TUPELO GUM	
3/8 Nos. 1 & 2	30,000	4/4 x6 to 12" Nos. 1 & 2	288,000	3/8x 6 & up Nos. 1 & 2	20,000	5/4 Nos. 1 & 2	9,700
1/2 Nos. 1 & 2	107,000	4/4x13 to 17" Nos. 1 & 2	52,300	1/2x 6 & up Nos. 1 & 2	35,700	<b>RED GUM</b>	
3/4 Nos. 1 & 2	63,700	4/4x18 to 21" Nos. 1 & 2	95,600	5/8x 6 & up Nos. 1 & 2	72,500	3/4x 6 & up Nos. 1 & 2	27,800
6/4 Nos. 1 & 2	42,000	4/4x22 & up Nos. 1 & 2	74,100	5/8x15 & up Nos. 1 & 2	27,000	3/8x 6 & up Nos. 1 & 2	44,000
8/4 Nos. 1 & 2	32,000	5/4x 6 to 12" Nos. 1 & 2	135,200	4/4x 6 & up Nos. 1 & 2	158,800	1/2x 6 & up Nos. 1 & 2	7,500
3/8 No. 1 Com.	14,800	6/4x 6 & up Nos. 1 & 2	11,800	4/4x13 to 15" Nos. 1 & 2	102,100	5/8x 6 & up Nos. 1 & 2	50,000
1/2 No. 1 Com.	30,000	8/4x 6 & up Nos. 1 & 2	22,100	4/4x13 to 16" Nos. 1 & 2	13,700	4/4x 6 & up Nos. 1 & 2	71,000
3/4 No. 1 Com.	9,200	4/4x 4 & up No. 1 Com.	518,000	4/4x17 to 21" Nos. 1 & 2	49,000	5/4x 6 & up Nos. 1 & 2	30,300
4/4 No. 1 Com.	94,000	5/4x 4 & up No. 1 Com.	70,800	4/4x22 & up Nos. 1 & 2	76,100	6/4x 6 & up Nos. 1 & 2	21,100
6/4 No. 1 Com.	73,500	6/4x 4 & up No. 1 Com.	52,400	5/4x 6 & up Nos. 1 & 2	131,700	8/4x 6 & up Nos. 1 & 2	11,300
8/4 No. 1 Com.	59,700	4/4x 3 & up No. 3 Com.	156,000	6/4x 6 & up Nos. 1 & 2	25,100	4/4 No. 1 Com.	98,000
12/4 No. 1 Com.	3,000			4/4x13 to 17" B-B Nos. 1 & 2	53,400		
4/4 No. 2 Com.	143,000						
4/4 No. 3 Com.	122,000						

## STOCK AT VICKSBURG YARDS:

SOUND WORMY		QUARTERED WHITE OAK		COTTONWOOD		COTTONWOOD B-B.	
4/4	97,000	6/4 Nos. 1 & 2	18,000	4/4x 6 to 12" Nos. 1 & 2	247,000	4/4x 8 to 12"	71,000
<b>ASH</b>		5/4 No. 1 Com.	9,800	4/4x13 & up Nos. 1 & 2	119,000	4/4x13 to 17"	46,300
4/4 Nos. 1 & 2	22,000	5/4 Nos. 1 & 2 Sycamore	17,000	5/4 x6 to 12" Nos. 1 & 2	434,000		
5/4 Nos. 1 & 2	19,200	5/4 L-R Maple	37,400	5/4x13 & up Nos. 1 & 2	121,000		
6/4 Nos. 1 & 2	43,000			6/4x 6 & up Nos. 1 & 2	93,000		
8/4 Nos. 1 & 2	36,000			4/4x 8 to 12" B-B Nos. 1 & 2	42,000		
5/8 No. 1 Com.	30,000			4/4x13 to 17" B-B Nos. 1 & 2	63,000		
4/4 No. 1 Com.	140,000			4/4 x4 & up No. 1 Com.	192,000		
5/4 No. 1 Com.	11,200			4/4x13 & up No. 1 Com.	98,000		
6/4 No. 1 Com.	26,000			4/4 No. 3 Com.	117,000		
8/4 No. 1 Com.	13,400						
12/4 No. 1 Com.	1,200						
4/4 No. 2 Com.	48,900						
<b>CYPRESS</b>							
4/4 Shop	74,000						

Let us quote you prices on anything you may want in the above list.

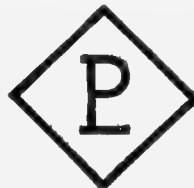
We'll make it worth your while.

# PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

CHICAGO, ILL.

# HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

## HARDWOODS

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

## WHITE PINE

### WE WANT TO BUY

60 M. ft. 1 x 10 inches—14 feet 1s and 2s Red Gum, No Sap.  
50 M. ft. 1 x 12 inches 14 feet 1s and 2s Red Gum, No Sap.  
Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.  
50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.  
50 M. ft. 1 1/2 inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.  
1 carload 5-4 x 6 inches and Wider, 14 feet, dry White Oak, 1s and 2s.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

### WE WANT TO SELL

35 M. ft. 5 4 inches  
35 M. ft. 6 4 inches  
50 M. ft. 8 4 inches  
No. 1 Common and Better Hard Maple will saw to order.  
50 M. ft. 4 4 inches No. 1 Common Poplar, dry.  
50 M. ft. 4 4 inches 1s and 2s Poplar, dry.

## YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

## CAR STOCK

## Quartered Oak Flooring

Manufactured for

HIGHEST CLASS of trade only.  
Also Plain Oak, Maple and other Hardwood flooring.  
The name DWIGHT on flooring is a guarantee of its excellence.  
DWIGHT SPECIAL pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

**DWIGHT LUMBER COMPANY**  
DETROIT, MICHIGAN

## Thomas Forman Company DETROIT

MANUFACTURERS OF HIGH GRADE

### MAPLE AND OAK FLOORING

We are making a specialty of

### CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1 1/2, 2, 2 1/2 and 2 3/4 inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

# HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

GENERAL OFFICES: GRAND RAPIDS, MICH.

RIGHT NOW  
We Want to  
TALK TO YOU ABOUT



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

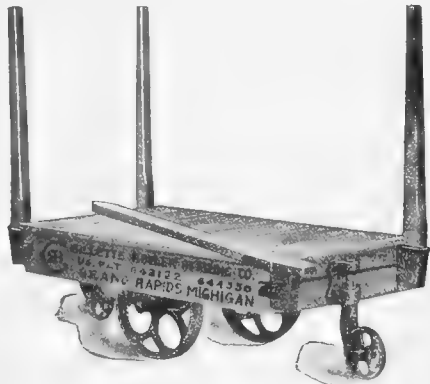
veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

# 100% LABOR EFFICIENCY

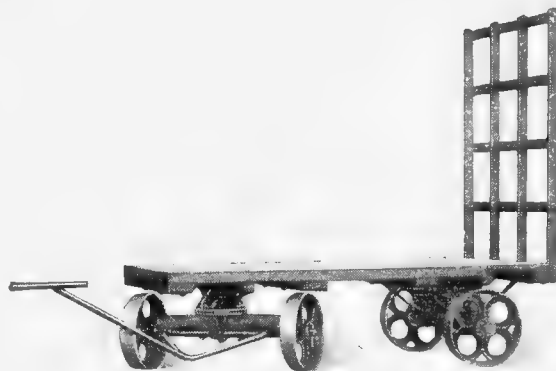


The Gillette Roller Bearing Box Factory Truck, No. 1

Can be had as easily as 25 per cent, 50 per cent or 75 per cent.

One way to get it is to furnish your men strong and durable vehicles—the kind rarely laid up for repairs, and good for years of hard service.

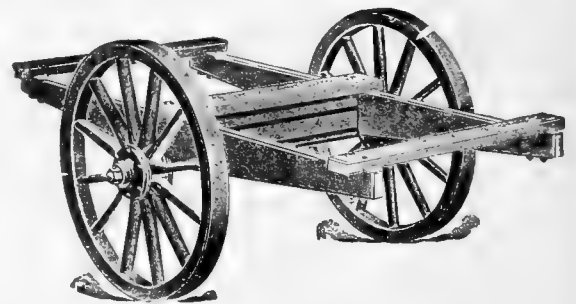
Another way is to provide easy running trucks—the Gillette Roller Bearing kind. The strength your men now waste on friction can then be used in moving bigger loads.



The Gillette Roller Bearing Factory Truck, No. 7

Gillette Roller Bearing trucks in factory, mill yard or warehouse, run one-half easier than others and last twice as long. That's why reorders are the rule in our business.

That's why the cheapest trucks made are Gillette Roller Bearing Trucks—the lightest running, longest lasting kind. If you would reduce labor costs, address



The Gillette Roller Bearing Lumber Cart, Style "A."

## The Gillette Roller Bearing Co.

Patentees and Sole Manufacturers

Grand Rapids, Michigan, U. S. A.



# LOUISVILLE

## FOR

# HARDWOODS

**Plain Oak**  
**Quartered Oak**  
**Chestnut**  
**Ash**

**Walnut**  
**Hickory**  
**Poplar**  
**Mahogany**

## BIG DRY STOCKS

# RIGHT

In Louisville

In the Producing Territory

In the Consuming Territory

In Every Way

# US

 Today

**Norman Lumber Co.**  
**Louisville Point Lbr. Co.**  
**E. B. Norman & Co.**

**W.P. Brown & Sons Lbr. Co.**  
**Edw. L. Davis Lbr. Co.**  
**Ohio River Saw Mill Co.**

**C. C. Mengel & Bro. Co.** have the largest stock of  
 Mahogany in the United States right in Louisville.

# PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES:

218 FRANKLIN BANK BUILDING, PHILADELPHIA

## J. A. SPALDING LUMBER

Pacific Coast Stock a Specialty. Correspondence Solicited  
328 Witherspoon Bldg., PHILADELPHIA

## WRITE RICHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum  
4-4 Com. and Better Red Gum

4-4 to 12-4 Log Run Maple  
5-4 Nos. 1 and 2 Com. Mountain Oak

### RICHTER LUMBER CO.

Sole Agents Seminole Brand Cypress Shingles

Land Title Bldg., PHILADELPHIA

## JOHN W. COLES

WHOLESALE

## HARDWOODS

Hemlock  
White Pine  
Spruce

Yellow Pine  
North Carolina Pine

Real Estate Trust Building

Philadelphia

## HORACE G. HAZARD & CO.

WILL BUY

OAK SQUARES  
ASH SQUARES  
OAK TIMBER AND PLANK  
25 to 35 feet long  
PLAIN AND QTD. OAK  
All Thicknesses

Drexel  
Building  
PHILADELPHIA  
PA.

## WM. A. REED, WHOLESALE LUMBER HARDWOODS, CYPRESS AND OTHER WOODS

1115 Stephen Girard Bldg. PHILADELPHIA, PA.

## TOMB LUMBER COMPANY

Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

WHOLESALE

## HARDWOODS WHITE PINE, YELLOW PINE, SPRUCE AND HEMLOCK

Would appreciate offerings of well manufactured Hardwoods suitable for  
Eastern Markets.

## DANIEL B. CURLL, Real Estate Trust Bldg., PHILADELPHIA, - PA.

RED OAK

POPLAR

MAPLE

ASH

WHITE OAK

CHESTNUT

BASSWOOD

BIRCH

MILLS AT GLENRAY, W. VA.

Capacity 60M Feet—10 Hours

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

## QUARTERED WHITE OAK

NICE FLAKY STUFF

S. B. VROOMAN CO., Ltd.

## Mahogany, Teak and Domestic Hardwoods

1135 Beach St., Philadelphia, Pa.

Mills:

Fenwick, W. Va.

Edgewood, N. Y.

Cadosia, N. Y.

Forkston, Pa.

## Fenwick Lumber Company

Manufacturers

## Hemlock, Spruce, Hardwoods

General Offices:

Bennett Building  
Wilkesbarre, Pa.

Sales Offices:

Real Estate Trust Bldg.  
Philadelphia, Pa.

# THE EAST

LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

**Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum**

Also Have Other Mills Under Contract

**SALES OFFICES:**

**1019-20 PENNSYLVANIA BUILDING, PHILA.**

**74 CORTLANDT STREET, NEW YORK**

**H. D. WIGGIN** 89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

Band Mills, Complete Planing Mills and Dry Kilns  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.  
Daily Capacity, 150,000

## No. 1 Common Oak Flooring

In the past ninety days we have shipped to New York and Baltimore alone upwards of 800,000 ft. of No. 1 Common Oak Flooring for Apartment Houses.

Address all Correspondence

**WHITING LUMBER CO.**

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

**PALMER & PARKER CO.**

TEAK	<b>MAHOGANY</b>	EBONY
ENGLISH OAK	<b>veneers</b>	DOMESTIC
CIRCASSIAN WALNUT		HARDWOODS

103 Medford Street, Charlestown Dist.  
BOSTON, MASS.

**WM. E. LITCHFIELD**

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

**ELY BROTHERS, Inc.**

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

Address, 210 Beacon St., Hartford, Conn. 120 West Silver St., Westfield, Mass.

**JOHN L. ALCOCK & CO.**

BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of shipment. Spot cash.

Baltimore, Md.

**CHARLES HOLYOKE**

141 MILK STREET, BOSTON, MASS.

**HARDWOODS**

**ROBERT W. HIGBIE COMPANY**  
**HARDWOODS—BIRCH, MAPLE, BEECH**

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

**R.S. CORYELL LUMBER CO.**

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

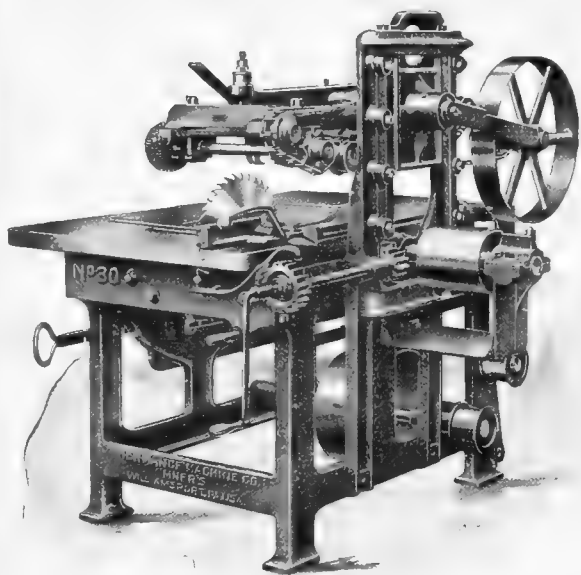
**CHAS. K. PARRY & CO.**

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

**WE WANT:**

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood



## A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances without adjustment. It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.

# HERMANCENCE MACHINE COMPANY

WILLIAMSPORT, PA.

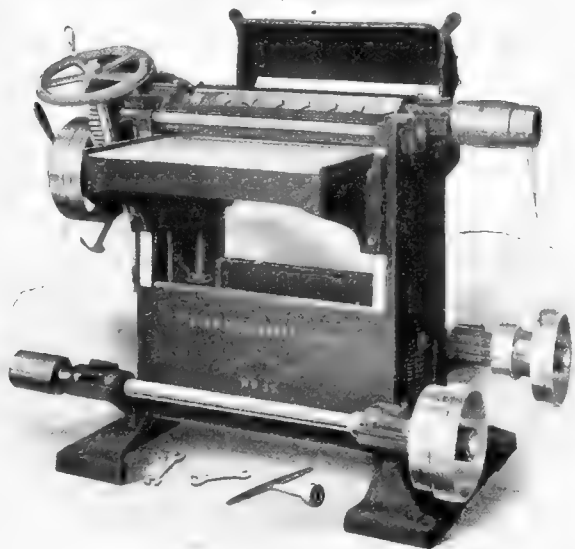
CHICAGO REPRESENTATIVES:

Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

## Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS  
CHICAGO, ILLINOIS



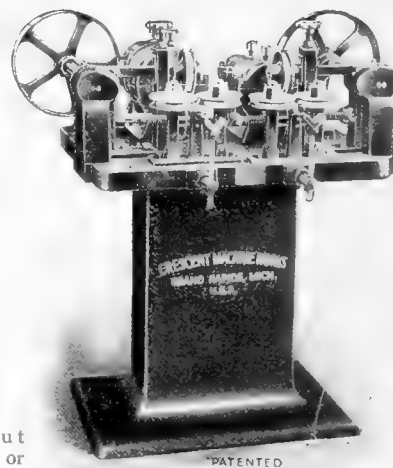
No. 35 SINGLE SURFACE PONY PLANER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

## MOST PERFECT

## DOUBLE HEAD DOWEL MACHINE

These machines have two spindles running side by side, both spindles operated at the same time and by the same operator. Double No. 1 cuts from ¼-in. to 1-in. diameter; double No. 2 cuts up to 2-in. in diameter; double No. 3 cuts up to 3-in. in diameter. These machines are designed for the rapid production of round rods for all purposes, and have a capacity of 7,000 feet per hour and larger when required. Waste stock and every grade of stock may be turned without danger of it twisting off or clogging in the cutter head.



Write for Circular describing these machines in detail

## CRESCENT MACHINE WORKS

Manufacturers Patented and Improved Woodworking Machinery  
Grand Rapids, Michigan

# CHICAGO MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

159-161 N. Canal St.

REPRESENTING EXCLUSIVELY

Chicago, Ill.

BAXTER D. WHITNEY & SON,  
HERMANCENCE MACHINE CO.,

GREAVES, KLUSMAN & CO.,  
McDONOUGH MFG. CO.,

PORTER MACHINERY CO.,  
BEACH MFG. CO.,

CRESCENT MACHINE WORKS,  
of Grand Rapids,

WEST SIDE IRON WORKS,  
New Chicago Line.



## **“Welcome to Our City”**

- ★ ★ ★ Just come across the bridge, or any other way to get here.
- ★ ★ ★ All roads lead to this, the Great Lumber Market.
- ★ ★ ★ We will give you the “Glad Hand” and a “Square Deal.”
- ★ ★ ★ Call on us; write us; wire us; or telephone us.
- ★ ★ ★ Be friendly.
- ★ ★ ★ It's worth your while to get acquainted.
- ★ ★ ★ Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbermen on following pages; and let us do some business with you.



# CINCINNATI

THE GATEWAY OF THE SOUTH

We are Specialists in

## RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

## John Dulweber & Co.

**HARDWOOD LUMBER**

Mills  
In Ohio, Kentucky, Missis-  
sippi, Tennessee

Office: S. W. Cor. Findlay & McLean Sts.

**Cincinnati**

Distributing Yards  
McLean Ave., from Findlay  
to Poplar Streets

Following is list of special stock which we are anxious  
to move promptly.

- 2 cars 5-8 in., 1s and 2s Quartered White Oak
- 2 cars 5-8 in., Clear Strips Quartered White Oak, 2½ in.  
to 5½ in.
- 1 car 10-4 in., 1s and 2s Quartered White Oak
- 1 car 12-4 in., 1s and 2s Quartered White Oak
- 1 car 4-4 in., 1s and 2s Plain White Oak, 12 in. and up
- 1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

THE T. B. STONE LUMBER CO.  
Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

## Ask For Our January Prices

100 M. ft.	4 = 4 1s and 2s Red Gum
50 "	" 4 = 4 No. 1 Com. " "
100 "	" 4 = 4x13-17 " Bd. Bds. "
300 "	" 4 = 4 1s and 2s Sap. "
300 "	" 4 = 4 No. 1 Com. " "
100 "	" 4 = 4 No. 2 Com. " "
700 "	" 6 = 4 1s and 2s " "
300 "	" 6 = 4 No. 1 Com. " "
50 "	" 6 = 4 L. R. Elm, "
100 "	" 4 = 4 No. 1 Com. Tupelo "
50 "	" 4 = 4 No. 2 " " "
100 "	" 4 = 4 1s and 2s Pl. Red Oak "
300 "	" 4 = 4 No. 1 Com. " " "
50 "	" 4 = 4 No. 2 " " " "
30 "	" 4 = 4 1s and 2s " W. "
500 "	" 4 = 4 No. 1 Com. " W. "
300 "	" 4 = 4 No. 1 Com. Poplar "
200 "	" 5 = 4x8-4 No. 1 Com. "
500 "	" 4 = 4 Cull " "
500 "	" 5 = 4x8-4 Cull " "

## Kentucky Lumber Co.

CINCINNATI, OHIO

## The M. B. Farrin Lumber Co.

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI  
Saw Mills: VALLEY VIEW, KY.

**THE MALEY, THOMPSON  
& MOFFETT CO.**

**Veneers, Mahogany and  
Hardwood Lumber**

Largest Stocks

Best Selections

CINCINNATI, OHIO

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

**THE GRAHAM LUMBER CO., LTD.**

41 East Fourth Street

Manufacturers and Dealers in General Hard-  
wood Lumber, especially Poplar, Basswood,  
Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

# CINCINNATI

THE GATEWAY OF THE SOUTH

# BANNING

for dry stock  
for quality  
for low prices

**Inquiries for HARDWOODS**

ADDRESS

**LELAND G. BANNING,** 5th and Main Sts., **Cincinnati, O.**

## BENNETT & WITTE

### MANUFACTURERS OF LUMBER

**Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress**

We cater to the trade of those who inspect and Measure  
their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport  
of the world. Cable address Bennett

Wire or Write to either

Branch  
**Memphis, Tenn.**

Main Office  
**Cincinnati, Ohio**  
222 W. 4th St.

## SWANN-DAY LUMBER COMPANY

**Rough and Dressed Lumber - Ties, Staves and Box Shooks**

**OUR SPECIALTIES:**

### POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

**GENERAL OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO**

**SHIPPING OFFICES: Clay City, Kentucky**

**MILLS IN KENTUCKY: Jackson, Beattyville and Clay City**

## GALLOWAY-PEASE COMPANY, CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

**TENNESSEE MOUNTAIN OAK  
ST. FRANCIS BASIN RED OAK**

We offer the following thoroughly dry stock ready for immediate shipment:

8000 feet 4-4 1s and 2s Mountain Oak	50000 feet 5-4 No. 1 Com. Mountain Oak
9000 feet 5-4 1s " 2s " "	50000 feet 6-4 " " " "
10000 feet 6-4 1s " 2s " "	15000 feet 8-4 " " " "
15000 feet 8-4 1s " 2s " "	40000 feet 4-4 " " White Oak
55000 feet 4-4 No. 1 Com. " "	14000 feet 4-4 Log Run Cherry Choice

**At Poplar Bluff, Mo.**

200,000 feet No. 1 Common St. Francis Basin Red Oak  
70,000 feet No. 2

**At Johnson City,**

A full stock of Sound Worthy Chestnut in 4-4, 5-4, 6-4 and 8-4.

## C. C. BOYD & CO.

Manufacturers of

### Hardwood Lumber and Veneers

**MILLS: { North Bend, O.  
Lambert, Miss.**

**OFFICES:  
40 Glenn Building**

**CINCINNATI, OHIO**

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

**SOUTHERN LUMBER**

**PLAIN and QUARTERED OAK**

**YELLOW POPLAR**

**CHESTNUT MAPLE**

**BASSWOOD**

**BAND SAWED, WIDE AND GOOD LENGTHS**

**OLD FASHIONED GRADES OUR SPECIALTY**

## L. W. RADINA & CO.

DEALERS IN

### POPLAR AND HARDWOODS

CINCINNATI

:

:

OHIO

# CINCINNATI

THE GATEWAY OF THE SOUTH

## DUHLMEIER BROS.

### SOUTHERN HARDWOODS

CINCINNATI, - OHIO

"We make a specialty of 1-20, 1-12, 1-16, 1-8 and 3-16 Mahogany, Oak and Walnut, Thin Lumber and Veneers and carry everything in stock in Laguna Mahogany, Quartered Ohio White Oak and Walnut."

### THE FREIBERG LUMBER COMPANY

Manufacturers  
POPLAR, FINDLAY, McLEAN AND DALTON STS.  
CINCINNATI, OHIO

### WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Basswood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

THE HARDWOOD LUMBER CO., CINCINNATI, OHIO  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## The Asher Lumber Company

Manufacturers and Wholesalers

### HARDWOODS

POPLAR A SPECIALTY

Bank and McLean, CINCINNATI, O.

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CINCINNATI, OHIO

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Mixed Cars a Specialty

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UNIFORM GRADES — PROMPT SHIPMENTS

# CINCINNATI

THE GATEWAY OF THE SOUTH

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Producers of

### HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS: Norma, Tenn.  
New River, Tenn.

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CINCINNATI

## OAK—CYPRESS—GUM

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

### THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



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HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
PARQUETRY OAK—5-16

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN  
CINCINNATI

Annual Capacity, 100,000,000 Ft.

## Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

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VENEERS AND THIN LUMBER

Importers of Mahogany and Foreign Woods

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CINCINNATI, OHIO

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### A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards	Cottonwood, 18 to 21 inches wide
5 "—4-4 1s and 2s	" 13 to 17 " "
3 "—5-4 1s and 2s	" 6 to 12 " "
5 "—4-4 No. 1 Common	" 13 inches and up "
1 car—4-4 Clear One Face	" 4 inches to 7 inches "

COTTONWOOD AND RED GUM OUR SPECIALTY

Write us for any items YOU NEED

WE HANDLE DRY

## HARDWOODS

For

Domestic and Foreign Markets

Correspondence Solicited

### FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## St. James Cedar Company

HARDWOOD DEPARTMENT

### Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

#### SPECIALS FOR SALE

4 cars 4-4 1 and 2 Poplar 7-17 inch.	10 cars 4-4 No. 1 Common and Better Poplar.
2 cars 8-4 1 and 2 Poplar 18-23 inch.	5 cars 4-4 No. 2 Common Poplar.
2 cars 10-4 1 and 2 Poplar 18-23 inch.	10 cars 4-4 No. 3 Common Poplar.
3 cars 4-4 Clear Sap Poplar.	10 cars 5-4 Plain Red Oak.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## RED CEDAR

Let us know when you need any,  
we handle the best that grows

also

## HARDWOODS

of all kinds

GEORGE LITTLEFORD,  
CINCINNATI

The Wm. H. Perry Lumber Co.

## Hardwood Manufacturers

Oak, Chestnut, Poplar,  
Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

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CINCINNATI

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WE SELL

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STATION P. CINCINNATI, OHIO

THIN WALNUT

and

QUARTERED OAK

a SPECIALTY

WE BUY

WALNUT

EXPORT

LOGS

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Machinery, you will find it advantageous  
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## Wisconsin Land & Lumber Co.

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POLISHED



ROCK MAPLE

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Our slow method of air-seasoning and kiln-drying enables us to  
offer you a superior product—one which has stood the test for nearly a  
quarter of a century.

Write today for prices and booklet.

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HARDNESS

COLOR



FIGURE

The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and  
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Veneers

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YARDS, Astoria, L. I.

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Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock  
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We own our own stumpage and operate our own mills.

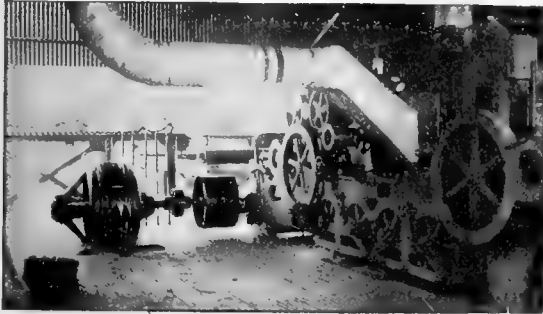
Correspondence solicited and inquiries promptly answered.

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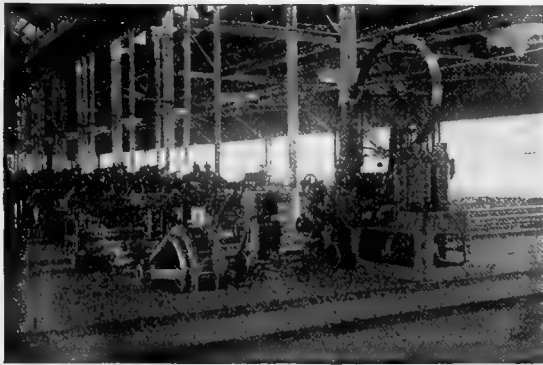
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# General Electric Motors Will Increase Your Profits



GENERAL ELECTRIC MOTOR DRIVING TIMBER SIZER



GENERAL ELECTRIC MOTOR DRIVING BAND RESAW

## Bigger Output

Whether all the shop, or only a few machines are working, each machine is doing its best. The speed of every one is under full control of its operator.

## Lower Expenses

Every machine makes the most of its power. The motor is attached direct to the shaft of the machine instead of turning it through belts and long lines of shafting.

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The one speed best for each kind of work can be found and kept. There are no belts to look after. The operator can give his whole attention to the work. Best results are easily obtained.

## Your Woodworking Shop Needs Electric Motor Drive

There is a kind of motor for every type of machine and a size for every capacity. Electric Motors are as useful to small shops as to larger ones. Expert machinists are not needed to care for them. With slight attention from the man at the machine these motors are always in condition.

# General Electric Company

The Largest Manufacturer of Electrical Apparatus in the World

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F. G. EBERHART, Pres.

Incorporated, 1902

Capital Stock, \$120,000

R. G. PAGE, Sec'y &amp; Treas.

"FROM TREE TO CUSTOMER"



# LICKING RIVER LUMBER COMPANY.

MANUFACTURERS  
COLONIAL BRAND-OAK FLOORING

HUNTINGTON, W. VA.

## HEADQUARTERS

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## Lumber Fire Insurance

66 BROADWAY, NEW YORK

*Reduced Rates  
Standard Policy*

## LUMBER UNDERWRITERS

FOR LUMBERMEN

BY LUMBERMEN

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# MAPLE FLOORING

WE GUARANTEE OUR GRADES AND  
MANUFACTURE ARE UNEXCELLED

## OAK FLOORING

Kiln=  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## Band Sawn and Equalized Quartered White Oak

$\frac{3}{8}$ inch.	75,000 feet	1sts and 2nds	15,000 feet	No. 1 Common
$\frac{1}{2}$ inch.	35,000 feet	" "	250,000 feet	" "
$\frac{5}{8}$ inch.	75,000 feet	" "	12,000 feet	" "
$\frac{3}{4}$ inch.	100,000 feet	" "	17,000 feet	" "
4-4 inch.	250,000 feet	" "	300,000 feet	" "

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED

Memphis, Tennessee

## "Ideal" Steel Burn-ished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

## The I. Stephenson Company

WELLS, MICHIGAN

## CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

50,000 Feet	1 inch	No. 1 Com. Pl. Red Oak
40,000 Feet	1 $\frac{1}{2}$ inch	do
30,000 Feet	1 $\frac{3}{8}$ inch	do
25,000 Feet	2 inch	No. 1 Com. Pl. Red & White Oak
20,000 Feet	2 $\frac{1}{2}$ inch	do
25,000 Feet	3 inch	do
10,000 Feet	4 inch	do

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

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No. 6.

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## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

LOUIS L. JACQUES, Secretary

6th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill.

Telephones Harrison 8086-8087-8088

### REPRESENTATIVES

Eastern Territory - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.  
Northern Territory - C. F. Dedekam, 355 Dearborn St., Chicago  
Southern Territory - E. W. Meeker, 355 Dearborn St., Chicago

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## Coming Association Meetings

### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The next annual meeting of this association will be held at Indianapolis, on Thursday, January, 13, 1910.

C. H. KRAMER,

JOHN M. PRITCHARD,

Secretary.

President.

### AMERICAN FORESTRY ASSOCIATION

The annual meeting of the American Forestry Association will be held at Washington, D. C., on Tuesday and Wednesday, January 18 and 19.

EDWIN A. START,

HON. CURTIS GUILD, JR.,

Executive Secretary.

President.

### HARDWOOD LUMBER MANUFACTURERS OF WISCONSIN

The annual meeting of this association will be held at the Pfister Hotel, Milwaukee, on Friday, January 21. It is earnestly requested that not only members of the association but every Wisconsin hardwood manufacturer be present.

GEORGE H. CHAPMAN,

C. A. GOODMAN,

Secretary.

President.

### HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The eighth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, February, 1, 2 and 3, 1910.

LEWIS DOSTER,

R. M. CARRIER,

Secretary.

President.

### NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The next annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Wednesday and Thursday, March 2 and 3, 1910.

E. F. PERRY,

GEORGE F. CRAIG,

Secretary.

President.

## General Market Conditions

During the last fortnight a storm of almost unprecedented severity and unusual length has prevailed from the Atlantic seaboard to the Rocky Mountains, in all the territory north of the Ohio river. It has interfered very seriously with the movement of freight on the railroads and has precluded the possibility of handling lumber. While orders of large volume in the aggregate have been placed during this time, little or no hardwood has been loaded or is in transit.

There is an insistent and increasing call for wide, good poplar, especially in the automobile trade. Values on this class of stock have gone as high as \$150 per thousand feet in several of the important automobile manufacturing centers.

Oak of all varieties, in both plain and quartered, of high grade is daily securing an increased price. Stocks in first hands in shipping condition are undeniably short and there is no telling what price either good poplar or oak will reach before new dry stock goes on to the market. This state of affairs is inducing substitution to a marked degree, and the good end of cottonwood and red gum is having a reflected increased value.

Red birch and hard maple are growing scarcer day by day with slightly increased values.

Basswood and the other northern hardwoods are doing very well. Miscellaneous southern woods are in fair call at good prices.

With the country released from the clutches of zero weather, there is going to be a demand for hardwoods that will tax the facilities of the entire manufacturing and jobbing trade, as well as the capacity of the railroads to carry the business.

Interior trim, door and flooring factories are fairly busy to busy, and there is an expectation of an excellent trade in these lines for months to come.

The veneer and panel manufacturers report increased inquiries and the placing of a considerable volume of new business.

The trend of the times seems to be toward an increased capacity for the production of hardwoods and hardwood flooring.

## Chicago the Greatest Lumber Market

The magnitude of Chicago's interests as a lumber distributing center as compared with those of any other city in the country is demonstrated by the statistics of the past year. The total receipts for 1909 were 2,584,512,000 feet, against 2,053,639,000 feet for 1908, an increase of 530,873,000 feet. Chicago shipments for last year were about 2,000,000 feet greater than those of 1908.

Receipts by lake last year were heavier than for the last three years and amounted to 381,444,000 feet. The Illinois Central leads in the list of railroads delivering car shipments, bringing in 580,838,000 feet of lumber to this market; the Chicago & Eastern Illinois brought in 562,675,000 feet; Chicago & Northwestern, 295,262,000 feet; Chicago, Milwaukee & St. Paul, 284,414,000 feet, and the Chicago, Burlington & Quincy, 180,332,000. The remainder of the receipts were divided among the other roads.

Eastern lines carried out of Chicago about fifty per cent of the lumber shipped in or passing through the city. There is no record to show the proportion of building woods and hardwoods involved in these receipts and shipments, but possibly a fair estimate of the hardwood receipts would be approximately 1,000,000,000 feet.

## Evolution of Hardwood Merchandizing

HARDWOOD RECORD is in receipt of a letter from a leading hardwood jobbing house which says: "We have read with a great deal of interest your editorial entitled 'Tertium Quid' in HARDWOOD RECORD of December 25, which involves a new and conflicting element in hardwood grading affairs, i. e.: that the re-manufacturer or consumer of hardwood lumber shall participate in the formation of rules of inspection under which hardwoods should be classified. What we want to know is this: What position will the jobber be in if this proposal should take effect? Are we not in difficulties enough now without letting the consumer have a hand in grade-making? I believe that Palmer is right when he says that 'any attempt to draw the consumer into the grade-making business will muss things up.' Year by year it is getting more difficult for the hardwood jobber to make a reasonable profit in his business, and this new departure if it should come about would, to my mind, put him on the shelf entirely."

The editorial referred to recited:

First: That when the hardwood business assumed importance the jobbing element took control of inspection matters and dominated the classification of hardwood lumber for some years thereafter.

Second: That about ten years ago hardwood manufacturers interested themselves in the subject and with or without the jobbing element have had considerable to do with the making of inspection rules since that time.

Third: That latterly remanufacturers of hardwood lumber, people making furniture, wagons, automobile bodies, coffins and kindred lines, are insisting that the present and somewhat conflicting rules of hardwood inspection do not provide for grades that best suit their requirements, and are quite generally demanding that they shall have a hand in basic grade-making.

Fourth: There were recited the opinions of Earl Palmer of Paducah, Ky., R. H. Vasant of Ashland, Ky., and W. A. Bennett of Cincinnati, O., on this subject.

Fifth: It is the contention of the RECORD that the specific rules covering the inspection of hardwood lumber are of minor importance to all elements of the trade if these rules reasonably accommodate themselves to the present output of hardwood logs, and the grades reasonably fulfil the requirements for the eventual use to which the lumber is put; and further that hardwood lumber should be divided into grades to best suit the requirements of the eventual user; that based on modern business methods, present hardwood inspection is crude, involved, out-of-date and illy adapted to present-day economical utilization.

Sixth: A system of grading was suggested that should multiply the grades to a considerable extent, and better suit the specific requirements of eventual utilization.

The RECORD was very glad to receive the letter above referred to, and just now it may be pertinent to analyze more fully the history and present status of hardwood inspection matters. Formerly lumber exchanges, in the chief commercial centers of the country, formulated sundry rules for the inspection of hardwood lumber. These rules were made almost exclusively by the merchandising element of the trade and differed in details in as many ways as there were exchanges.

The first concerted attempt to make a set of universal hardwood rules came about in Chicago some thirteen years ago when the National

Hardwood Lumber Association was formed. This was a new organization made up primarily of the jobbing element, and was dominated by Chicago dealers.

The original idea of the inspection rules of this association was to establish a system of inspection to standardize transactions between manufacturers and jobbers, and it was distinctly not the intention that the rules should govern the finer manipulation of lumber into yard grades sold to consumers. Gradually, such a turmoil was raised over the allegation that jobbers bought on one grade and sold to consumers on another, that by general consent and understanding the rules were made to apply to all lumber transactions.

As the years have gone by, this development placed the hardwood merchants in rather an unenviable position. The large manufacturers who formerly sold their lumber as "good, common and cull" to the jobbers went into the finer manipulation of stock as provided for by the rules, and sold direct to the wholesale consuming trade. Thus it is that the jobbing element has been obliged to fight for trade that formerly was entirely their own against manufacturing concerns of large capital who found it quite as easy to make specific grades and market their product direct as to do so through the jobbers. It has come about that the jobbing element has been wedged in between the "devil and the deep sea."

The strong competition of manufacturers selling lumber in carload, and often less than carload lots, to concerns who were formerly considered customers only of the merchants, has played havoc with a large proportion of the jobbing trade.

This system of doing business has worked around to a condition where the profits of the merchants have been cut to a point that has left little margin in their transactions. In some instances a certain element in the jobbing trade has succeeded in making fair profits by dint of evasions of the inspection rules, and in some isolated cases by short measurement and other irregular practices, but beyond question the profits of the jobbers on an "up-and-up" and square business

basis have been reduced to very small margins. The people who have been making any considerable money in the jobbing trade for some years have resorted to the making of "special grades" in order to provide lumber at a price and of a quality that would suit the eventual user. They have been obliged to evade the specific grading systems supposed to be in general use. This is the truth covering the situation.

There can be no logical argument presented against manufacturers of hardwood lumber becoming merchants as well as manufacturers if they choose to assort lumber into many specific grades and to pay the added cost of establishing and maintaining competent sales departments of their business to handle the wholesale consuming trade. On the other hand, there is a feeling on the part of many competent and financially responsible hardwood merchants that the manufacturers are not at all times playing the game fairly. The jobbers feel that they have an established trade. They invest their money in stocks of lumber, and they should be protected in their trade, especially when in many cases it is a demonstrable fact that manufacturers can secure better financial results by dealing through the jobber than by selling direct to a scattered and small trade with which they are not familiar.

In the minds of many intelligent hardwood lumbermen the time

### For the New Year

*RESOLVED, That I will not lie to myself: I will not call revenge justice, nor sin weakness, when I hug them to my heart.*

*RESOLVED, That I will not steal from anyone his confidence and faith in others, nor from myself my self-respect.*

*RESOLVED, That I will covet no one's happiness, for I know that love and hate will be mine in just the proportion I mete them out to others.*

*RESOLVED, That I will not murder the pleasant passing hours by useless regret over the past that even Omnipotence cannot change.*

*RESOLVED, That I will keep holy every day, because I will devote it to work and to truth.*

—THE WOMAN BEAUTIFUL.

is now ripe when there should be a revolution in hardwood affairs. There is no good reason to believe that the merchant in hardwood lumber is not an essential and valuable element if his status in the trade be clearly defined, and he have a chance of securing a reasonable profit on his investment, time and labor in the prosecution of his business.

This desideratum can only be brought about by going back to pretty nearly first principles in the sale of forest products. For many years in the white pine trade of this country lumber was largely marketed on the basis of mill run or "good, common and cull," and sold to jobbers at Chicago, St. Louis, Cleveland, Toledo, Buffalo, Tonawanda, and other points for manipulation into a multiplicity of grades to suit the requirements of the eventual user. In a general way this system of selling hardwoods was also quite extensively employed. There would be no general trouble in transactions between manufacturers and jobbers on the basis of the grades of firsts and seconds, No. 1 common, shipping culls and mill culls, or in many purchases on a straight mill run basis. This system surely would clarify the atmosphere and give merchants a reasonable chance to do business on a fairly profitable basis.

Again, there is no good reason why merchants and such manufacturers as make sufficient quantities of stock to enable them to go into the finer manipulation of lumber should not establish a series of grades as outlined in the last issue of the RECORD to suit the exact requirements of the eventual consumer. If the big manufacturer wants to make these numerous grades and sell direct to the wholesale consumer he has the right to do so, if he is willing to pay the cost of doing it. The great mass of minor hardwood manufacturers would not and could not, by reason of the limited quantity of stock produced and their deficiency of knowledge of the subject, enter into this trade. They would sell their lumber *en bloc*, or under the grades of firsts and seconds, common, culls and mill culls, to the jobber, and let him group lumber at advantageous points and assort it to these exact specifications.

This system of doing business would work no hardship on any division of the industry. The big manufacturer could, if he chose, be a merchant and do business in hardwoods in exactly the same way as the Edward Hines Lumber Company, for example, does it in building woods. They could assort their lumber to the twenty or more grades necessary to cover the exact requirements of and sell direct to the factory. The small hardwood manufacturer would find it to his manifest advantage to market his lumber to the jobbing trade. The hardwood jobber could make this same multiplicity of grades now masquerading under the title of "special grades," and could secure a reasonable profit.

The wholesale consumer could also have what he is seeking—established grades made exactly to his requirements for the most advantageous cutting.

This plan would put the manufacturers on a better footing, would put the jobber in better shape, and would be advantageous to the wholesale consumer. It would mean going back to first principles—selling lumber at wholesale and in a wholesale way, and selling in carlots in a carlot way.

Furthermore, it would put out of business the undesirable and piratical element of the hardwood trade—men who sell lumber at any old price—and then make a grade to suit the price, not forgetting a "reasonable" profit for themselves.

The RECORD thinks this subject is worth the earnest consideration of every element of the trade, and it believes that this is the only logical solution to the present hardwood grade embroglio.

### Association Meetings

It is hoped that lumbermen will not fail to attend the association meetings in which they are interested.

On Thursday, January 13, the invariably interesting annual of the Indiana Hardwood Lumbermen's Association will be held at Indianapolis. This meeting usually brings out the full attendance of the Indiana contingent and their friends from neighboring states. This year's meeting should be no exception.

On Friday, January 21, occurs the annual meeting of the Hardwood Manufacturers of Wisconsin at Hotel Pfister, Milwaukee. This is an unusually important meeting and it is desired that all the Wisconsin hardwood fraternity be present.

On Tuesday, Wednesday and Thursday, February 1, 2 and 3, will be held the big annual meeting of the Hardwood Manufacturers' Association of the United States at Hotel Sinton, Cincinnati. A lot of enthusiasm has been aroused over this meeting, as, for the first time in lumber history, the wholesale consumers of hardwoods will take an active part in grade making. It is expected that fully five hundred manufacturers and jobbers will be present at this meeting, and an equal number of leaders in the remanufacture of hardwood lumber into furniture, wagons, automobile bodies, coffins, caskets, etc. Matters of the greatest importance to the trade will be discussed at this meeting, and undoubtedly the legislation will be of great moment to the future of the industry. The entertainment features provided for the function are elaborate and interesting.

The daily "doings" of this convention will be recounted in three special issues of HARDWOOD RECORD, which will not only be distributed at the convention, but more than two thousand extra copies daily will be mailed to prominent manufacturers and wholesale consumers throughout the country.

The American Forestry Association holds its annual meeting at Washington, on Tuesday and Wednesday, January 18 and 19, which should be attended by such of the lumber fraternity as are interested in forest conservation.

On Wednesday and Thursday, March 2 and 3, at the Sinton Hotel, Cincinnati, will be held the annual meeting of the National Wholesale Lumber Dealers' Association. This meeting should not only call out the larger number of eastern wholesalers in both building woods and hardwoods, but also include the attendance of large delegations from all the important trade centers of the Middle West and South.

### Technical Publicity Association

The Technical Publicity Association is the name of an organization made up of the advertising managers of a good many of the leading machinery manufacturing houses of the country. The president of this organization is Chas. S. Redfield of the Yale & Towne Manufacturing Company, and the headquarters of the institution are at 202 E. Twenty-third street, New York, at the office of the secretary, H. Harrison Kress, of the A. S. Cameron Steam Pump Works, of New York. Affiliated as members are quite a number of the advertising managers of manufacturers of electrical, logging and woodworking machinery.

The Technical Publicity Association is attempting to work out logical means of insuring the best possible advertising results for the houses they represent. It is giving considerable attention to the trade press, and while working in perfect harmony with publishers, is in a measure insisting that trade newspapers shall supply them with definite information covering the quantity and character of circulation, the distribution of this circulation and other facts. The association is working on the theory that if they spend money in advertising in the trade press they should know what they are buying.

The HARDWOOD RECORD is entirely in accord with the tenets of this business organization, and can see no more reason why a publisher should not supply an advertiser with definite information covering breadth and character of circulation than should a machinery man refuse to tell a prospective buyer something of the character and capacity of the machine he proposes to sell.

Members of the Technical Publicity Association are not foolish enough to demand a vast volume of miscellaneous circulation from trade publications. What they do expect is a circulation among a class that are probable buyers of the tools they wish to sell, and that this circulation shall cover with reasonable fidelity the majority of this special class.

The trouble with the average trade paper publisher is that he is ashamed of his circulation, and is afraid to turn loose facts about it for fear that it will be compared with the million circulation of the Ladies' Home Journal, to his disadvantage. This is illogical



reasoning, for an advertising announcement in a logically circulated trade paper of five thousand circulation is worth more to the average machinery man than the same advertisement would be in a publication having a million miscellaneous readers.

The Technical Publicity Association has frequent meetings and invites to these gatherings representatives of the leading trade journals, at which time opportunity is given for a free discussion of all phases of trade paper publicity. The association is a good thing, and the RECORD wishes it the greatest possible success.

## The Trouble of the Railroads

The demands being made upon the railroads by their operators for more wages based on the plea of increased living expenses is still an important topic in the railroad world. The claims of the organized switchmen's union against the railroads by mutual agreement with the road managers has been referred to arbitration. It is to be hoped that the affair can in this manner be settled amicably, and also that claims of other railroad operators can be handled in the same way and an impending strike avoided.

Railroad managers are doing everything in their power to conciliate their employees. With the demand for higher wages on one hand and legislation forbidding an increase of freight rates on the other, they are really "between the devil and the deep sea." On top of their other troubles the snow and sleet storms prevailing over a large area of the country during the last two weeks have played havoc with railroad business. Nearly every passenger train between the Atlantic seaboard and the Rocky Mountains is running hours late and a great many freight trains are at a standstill. In some cases there is a paucity of available food and fuel supplies and prices on the necessities of life have been boosted in Chicago, New York and other cities. The extreme cold that has accompanied the recent storms has entailed an immense amount of suffering not only on the part of railroad employees but on the poor over a wide range of country.

## Pinchot and the President

Gifford Pinchot, chief of the Forestry Division of the United States, is a very patient man. For years he has been assailed by lumbermen, by coal men, by waterpower trusts and everybody else who wanted to grab chunks of Uncle Sam's property without paying a just equivalent for it, and heretofore he has held his peace.

Mr. Pinchot, in the light of recent events, is more deeply interested in conserving, for the benefit of the general mass of citizens of the United States, their equity in the public domain than he is to hold his job and continue to be a football for sundry politicians and the grafters a good many of them represent.

A few days ago in New York, in discussing the conservation question as a moral issue, Mr. Pinchot suggested that steps be taken to restrict the tactics of monopolies. He declared the people had been the victims of a system of plunder and that special interests have made repeated attacks on the United States Forest Service, and these attacks have increased in violence just in proportion as the service has offered effective opposition to predatory wealth. He believes that the American people have made up their minds that the natural resources of the country must be conserved, but this settles only half the question. He asks: "For whose benefit shall they be conserved—for the benefit of the many or for the use and profit of the few?"

Mr. Pinchot continued:

The conservation issue is a moral issue. When a few men get possession of one of the necessities of life, either through ownership of a natural resource or through unfair business methods, and use that control to extort undue profits, as in the recent cases of the sugar trust and the beef packers, they injure the average man without good reason, and they are guilty of a moral wrong.

I believe in one form of government and I believe in the golden rule. But we must face the truth that monopoly of the sources of production makes it impossible for vast numbers of men and women to earn a fair living. Right here the conservation question touches the daily life of the great body of our people, who pay the cost of special privilege. And the price is heavy.

The people of this country have lost vastly more than they can ever regain by gifts of public property, forever and without charge, to men who gave nothing in return. It is true that we have made superb material progress under this system, but it is not well for us to rejoice too freely in the slices the special interests have given us from the great loaf of the property of all the people.

The people of the United States have been the complacent victims of a system of plunder often perpetrated by men who would have been surprised beyond measure to be accused of wrongdoing, and many of whom in their private lives were model citizens. But they have suffered from a curious moral perversion by which it becomes praiseworthy to do for a corporation things which they would refuse with the loftiest scorn to do for themselves. Fortunately for us all, that delusion is passing rapidly away.

It is the honorable distinction of the forest service that it has been more constantly, more violently and more bitterly attacked by the representatives of the special interests in recent years than any other government bureau. These attacks have increased in violence and bitterness just in proportion as the service has offered effective opposition to predatory wealth. The more successful we have been in preventing land grabbing and the absorption of water power by the special interests, the more ingenious, the more devious and the more dangerous these attacks have become. A favorite one is to assert that the forest service, in its zeal for the public welfare, has played ducks and drakes with the acts of Congress.

The fact is, on the contrary, that the service has had warrant of law for everything it has done. Not once since it was created has any charge of illegality, despite the most searching investigation and the bitterest attack, ever led to reversal or reproof by either house of Congress or by any congressional committee.

Another, and unusually plausible, form of attack is to demand that all land not now bearing trees shall be thrown out of the national forests.

Still another attack, nearly successful two years ago, was an attempt to prevent the forest service from telling the people, through the press, what it is accomplishing for them, and how much this nation needs the forest.

Since the forest service called public attention to the rapid absorption of the water power sites and the threatening growth of a great water power monopoly, the attacks upon it have increased with marked rapidity. I anticipate that they will continue to do so. Still greater opposition is promised in the near future. There is but one protection—an awakened public opinion. That is why I give you the facts.

Secretary Ballinger believes that Gifford Pinchot has been instrumental in throwing the lime-light on sundry transactions of his department, and has reached a point of peevishness and has demanded a congressional investigation. It has therefore transpired that a committee of the Senate and House has been appointed to investigate (?) and tell the story of Mr. Ballinger's transactions. As the committee is made up, it is very easy to assume in advance that Mr. Ballinger will come out of the mixup with a clean bill of health; in fact, he will make the Apostle Paul look like the star member of the Black Hand fraternity.

Gifford Pinchot is on the level, and the RECORD is with him first, last and all the time. It sincerely trusts that he will keep on telling the truth and thus keep up the fight that has been inaugurated for the conservation of the public domain for the benefit of the people and not for the individual.

It is a mighty sure thing that Pinchot is not going to desert under fire. He will probably "get fired," but this will be only another nail in the coffin of the present administration.

Just wait until Teddy gets back on the job!

[Editors' Note: The foregoing article was written early last week, and the prophecy it contains has been fulfilled, for President Taft requested the resignation of Gifford Pinchot on Friday last.

To the mind of every intelligent and fair-thinking man who has kept in touch with the splendid work of Mr. Pinchot in connection with the Forest Service, the action of the president is the culminating blunder of his administration.

I used to think I had some grudges against Theodore Roosevelt, but they are all wiped out now save his one monumental offense, the selection he made for the Republican presidential candidate in the last campaign.

[I again repeat, "Just wait until Taddy gets back on the job."]

## The Forestry Situation.

It is perhaps ironical to start in this issue of HARDWOOD RECORD a series of articles on the subject of the Status of Forestry in the United States. As a matter of fact, under conditions as they are today forestry has no status of any sort in the United States.

## Pert, Pertinent and Impertinent

### Perfectly Proper

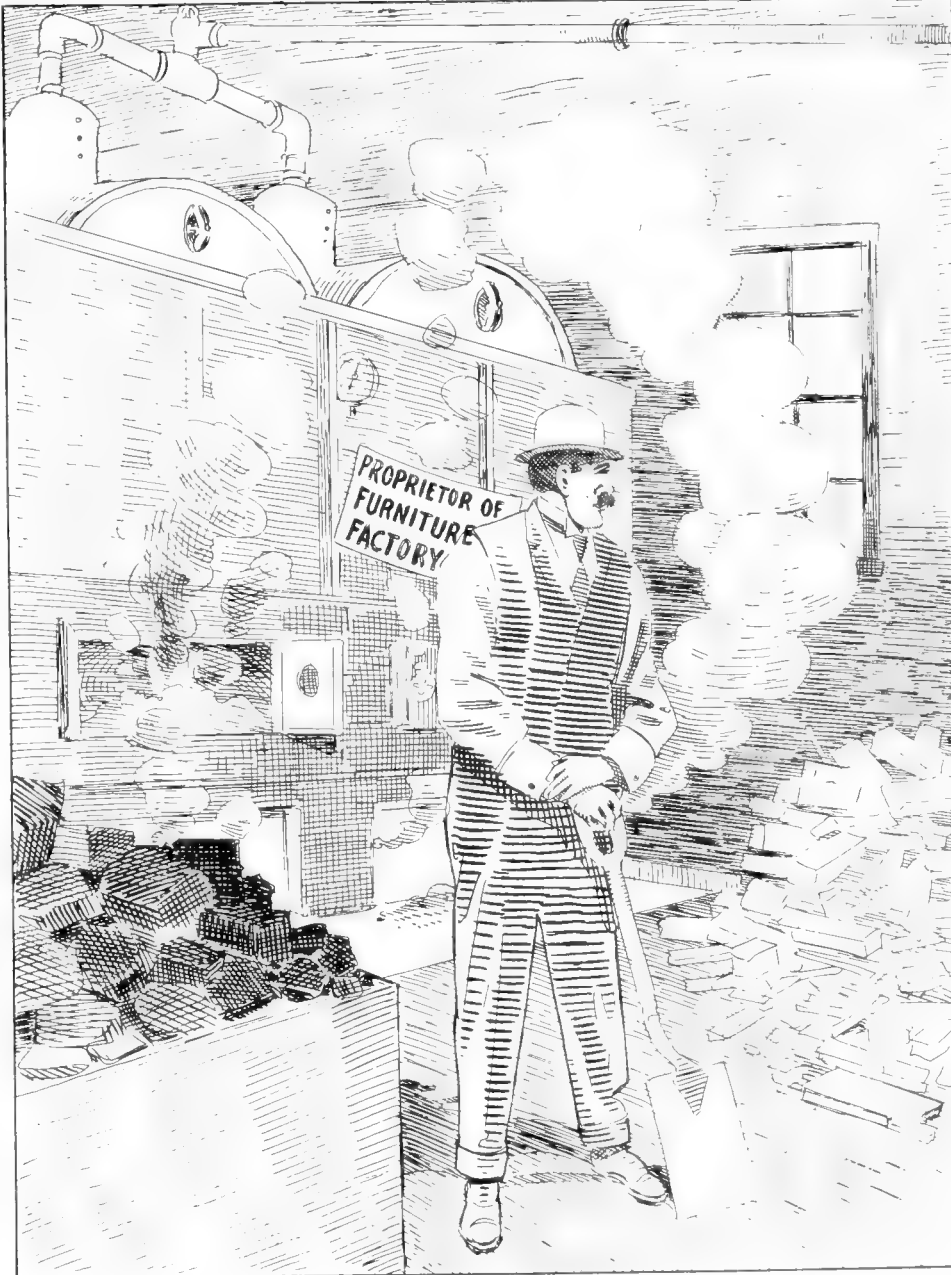
She lit a cigarette  
I don't approve of smoking  
Not for ladies, no! and yet  
I shall never forget  
And I could not but admire  
As she lit that cigarette.  
How she set the thing afire

First she hunted high and low,  
'Till she found a box of matches  
Then she set one all aglow  
Does she smoke? My goodness, no!  
Certainly, you must divine,  
Though she lit a cigarette,  
That the cigarette was mine!

### Just Facts

If you're sailing pretty fast,  
That you can't use as a "chaser"  
The water that is past.  
And then again you'll notice, if  
You're drifting down the stream,  
That the milk of human kindness  
Generates but little cream.

## Which is the Cheaper Fuel



Coal at \$4.50 a ton or Hardwood Cuttings at \$45.00 a thousand feet?

### My Real Life

Resistance my religion is,  
Repression is my creed;  
My real life is that which I  
Have never dared to lead.  
—Harold Susman, in *The Smart Set*.

### Often Miffed

Even one's wife,  
"Light of his life,"  
Is without doubt  
Often "put out."

—Kansas City Times

### The Humble Optimist

When the whole dern world has gone to pot,  
And business is on the bum—  
A twig in a rim and a lifted chin  
Helps some, my boy, helps some.

ANNA LEWIS

A woman is never as  
hard to understand as  
she thinks a man thinks  
she is.

The man who isn't  
afraid of work can al-  
ways find plenty of it  
to do.

Many a man imag-  
ines he is wielding a  
big stick when in real-  
ity he is only using a  
small hammer.

We might do more  
work for posterity if it  
wasn't such slow pay.

A woman seldom has  
any time to be thank-  
ful for the things she  
has because of the many  
other things she wants.

Even sensible men  
talk nonsense to women.

Youth is the spring-  
time of hope; but when  
a man gets a little  
older he stops hoping  
and begins to reach out  
for anything he can get  
his hands on.

The landlady goes to  
extremes when she feeds  
her boarder's headcheese  
and pigs' feet.

Money talks, but it  
doesn't always make  
a satisfactory financial  
statement.

Lot's wife probably  
turned around to see  
what another woman  
had on.

The man who can  
tell you just how a  
thing ought to be done  
is seldom busy.

# Builders of Lumber History

NUMBER LXXXVII

EDWARD E. SKEELE

(See Portrait Supplement)

One of the best known and most forceful individuals engaged in the lumber business in Chicago is Edward E. Skeele, vice-president of the Estabrook-Skeele Lumber Company, whose portrait appears as supplement to this issue of **HARDWOOD RECORD**.

Mr. Skeele was born September 7, 1863, at Kenosha, Wis. He is of English ancestry, his forebears having settled in New England before the Revolution. Mr. Skeele's father was J. H. Skeele, an old-time Chicago lumberman of the house of J. H. Skeele & Co., which operated in this market from 1875 to 1880, inclusive.

Edward Skeele came to Chicago as a lad with his parents in 1869. He attended the public schools, from which he was graduated, and completed his education at Amherst College, from which he was graduated in 1885. When he was but fourteen years of age he gained his first knowledge of the lumber industry working for his father during school vacation, until the latter went out of business.

Afterwards Mr. Skeele was employed by the Michigan Lumber Company of Chicago, a white pine house, for about a year, and for five or six years he was engaged with the A. F. Fisher Lumber Company, another white pine institution of this city. Later during a like period he was associated with S. R. Fuller & Co. of Chicago. Four years, or until 1904, he spent buying and selling lumber for the big Paepcke-Leicht Lumber Company, whose headquarters are in Chicago. Mr. Skeele observes that it was under the tutelage of Herman Paepcke, president of that institution, that he had his best training as a lumberman.

In 1904, together with T. S. Estabrook, the Estabrook-Skeele Lumber Company was organized, which has become one of the dominant factors in the hardwood jobbing business of Chicago, and an important factor in the manufacture of lumber as well. The Estabrook-Skeele Lumber Company handles from forty to fifty million feet of lumber annually, specializing in northern hardwoods, but it also markets a considerable quantity of southern hardwoods, white pine and hemlock.

Mr. Skeele is a director in the allied manufacturing institution, the Newhouse Mill & Lumber Company at Gould, Ark., which makes a specialty of gum and oak. He is a director in a second allied house, the Turtle Lumber Company of Columbus, Miss., which manufactures oak, hickory, gum, ash and cottonwood, and he is also a director in the Gould-Southwestern Railroad, in which he and his associates are prominently interested. This is a standard-gauge road running from Gould on the Iron Mountain road to Star City, the county seat of Lincoln county, and is an important line some thirty miles in length, penetrating a rich section of the state,

Mr. Skeele is married and has two children, a boy and a girl. He lives in the handsome Chicago suburb of Beverly Hills.

It goes without saying that to build up a business of the importance of the Estabrook-Skeele Lumber Company and its allied institutions, in the growth of which Mr. Skeele has been so prominently identified, that there must needs be something in the man's make-up considerably above the average. He has the reputation among his associates in business, as well as in the trade at large, of strict integrity and an ability to analyze very carefully the commercial possibility of every undertaking. One friend describes him as a "born merchant." He has the happy faculty of giving little attention to minor details, but focusing his entire energies on important matters. A one, two, three or half dozen car purchase or sale is not of much moment to him, but a deal that involves one to three or four million feet of lumber arouses his interest, and to such trade he devotes his best energies.

With his extensive acquaintance with lumber producers and with the chief buyers of lumber *en bloc*, he has a close alliance, and their confidence to that extent, that he makes a good many purchases and sales involving large sums of money.

Mr. Skeele has but few fads. To a moderate extent he is interested in golf, but much more so in his home and family. He is a close student of association affairs and is a valued member of the Chicago Hardwood Lumber Exchange, in which he at all times advocates clean business and progressive methods. In the trade he is equally distinguished as a buyer and a salesman, which largely makes for his success in lumber merchandising.

It is with a good deal of pleasure that the **RECORD** prints this brief sketch of Mr. Skeele, that those who are not acquainted with him may be able to better judge of the character and worth of this upright and successful Chicago lumberman.

## Utilization of Hardwoods

ARTICLE XXXIV  
WOOD CARVING

The wood carving art is centuries old; indeed, it is said that wood was the sculptor's first material. Many intricate and beautiful examples of the art are to be found among highly esteemed relics in various old museums. The products of the sixteenth century, during which period the art was at its height, are interesting as showing the development of the art.

The reason wood was early used as a material for the sculptor was because its texture and warmth, as one famous carver stated, "was preëminently the comfortable material for architectural furniture." It gives variation to the object besides grace and beauty.

Marble and metal, in the early part of the last century, replaced wood more because they afforded a quicker and more economical means of construction than for any other reason. This has been particularly true in the United States during the past thirty-five years, because of the rapid development of the country. There is a gradual change apparent in this particular, however, in the better grades of art. Metal always will be used in the cheaper grades.

There are many varieties of wood that can

be, and have been, carved, but for general purposes only about twenty kinds are now used. These twenty are favorites because they cut with a clean, sharp line and because their grain is so straight as to enable them to be worked with less trouble and risk of splitting than other woods. Among these woods are oak, bog-oak, walnut, lime or linden, holly, pearwood, chestnut, mahogany, pine, fir, American whitewood or basswood, cherry, sycamore, satinwood, boxwood, ebony and cedar.

Seasoning is of the greatest importance in wood to be used for hand carving and wood for this purpose is kept for a year or two to insure its being thoroughly dry. Oak, so far as is known, has been used for carving longer than any other wood. It is hard, firm and compact, glossy and smooth, with an even surface. However, it requires a skilled workman because of its hardness. Most of the carvings of the Middle Ages, many of which are still to be found in the churches and abbeys of the older countries, were wrought from true British oak. Bog-oak is often used for carving, particularly in Ireland, where, among the peasantry, it is an important industry. This wood is hard, close-grained and brittle and finished with a smooth, glossy surface. When finished it closely resembles ebony. Walnut is also a favorite wood for this handicraft. Carving is usually left in the natural tone of the wood; varnish and stains are rarely if ever used.

All carvings are made from special designs, pencil drawings. The designs cover all articles of furniture, figures for churches, pedes-



EDWARD E. SKEELE

CHICAGO, ILL.





tals, column bases, newell posts and ceiling and woodwork decorations.

Each piece of carving is composed of but one kind of hardwood. On fine grades of furniture carvings of handsome design in expensive and rare woods are growing in popularity, and the public is gradually being educated to appreciate the beauty of hand work as compared with the ornate and over-decorated articles made by machine. However, there is no danger that hand carving will ever interfere with machine-turned decorations to any serious extent, as no army of hand carvers could ever supply the demand for the vast amount of turned goods used nowadays.

The work of the carver requires most painstaking attention to details. No carver ever has less than eighteen tools, which are used on every piece of work he turns out. At his bench he has a round, movable table that permits him to take any position desired before

his design. Several kinds of bench screws, vises and the like are also important elements in the work. Joints, such as making a small part fit into another, are glued. There are, however, any number of designs that are not made up of parts, but are carved out of a solid piece of wood. This is true, as it was centuries ago, of figure carving and animal and pictorial designs at present used quite extensively on buffets and cabinets and other high grade furniture, and for the interior decoration of churches. The famous carving of St. John the Baptist was carved of one massive piece of mahogany.

Modern carving, while not as intricate and elaborate as that of the old masters, is quite as effective and artistic. Many pieces of carving by the old masters are wonderful examples of handiwork, every inch of space being worked out with carefully manipulated designs.



HAND-CARVED FROM SOLID MAHOGANY

The large half-tone of the ebony cabinet is typical of the carving of the old masters. Every inch of space is carved, and the accuracy with which the intricate designs are worked out of hard and unyielding ebony is remarkable. The work is a wonderful monument to the patience and skill of these old wood carvers. The cabinet now forms part of the royal collection at Windsor Castle.

The small illustration of the stool is of modern French design. It was carved in



MODERN FRENCH WORK IN PEARWOOD

pearwood and was the work of a young French artist, E. Bagnès. It was shown at the Paris Exhibition in 1900. The other cuts accompanying this article show carving in solid mahogany done at the factories of W. K. Cowan & Co., Chicago, to whose kindness the RECORD is indebted for their use here. This concern makes most exquisite mahogany furniture, much of it with hand-carved decoration.



INTERESTING SPECIMEN OF OLD CARVING. FLEMISH WORK IN EBONY

# THE STORY OF YELLOW POPLAR

Illustrations from Photographs by Editor Hardwood Record

In November last the editor of *HARDWOOD RECORD* received an invitation from C. M. Crawford, secretary and treasurer of the Yellow Poplar Lumber Company of Coal Grove, O., to visit himself and Leon Isaacson, vice-president of the company. The invitation was accepted. As a result of the conference, Messrs. Isaacson and Crawford, accompanied by the writer and several other guests, left Ashland, Ky., on the morning of Monday, November 15, for a trip to the company's timber and logging operations in Dickenson county, Virginia. On this tour it was arranged that the editor of *HARDWOOD RECORD* should prepare and write a series of illustrated stories telling of poplar timber growth, the history and development of the poplar industry up to the present time, and specifically recite the details of the operations of this foremost yellow poplar manufacturing house—the Yellow Poplar Lumber Company.

The trip was an intensely interesting one, and a series of articles reciting not only the details of this trip, but giving also a general history and analysis of the poplar industry, in which special reference will be made to the wonderful operations of the Yellow Poplar Lumber Company will appear in this publication.—  
[EDITOR]

## CHAPTER I

Yellow poplar, or whitewood as it is commonly called in the eastern sections of the United States, is the most esteemed and the highest priced American hardwood. From a physical viewpoint it is not a hardwood, but it is among the broad-leaved trees and is commercially classed with the hardwoods and is manufactured and marketed by that branch of the lumber trade.

Yellow poplar has been recognized as a high class wood for many purposes since the earliest days of lumbering in this country. It has continued to advance in value following the extinction of high grade white pine timber of large size, owing to the fact that it is adaptable to nearly every purpose for which white pine was formerly employed and for many uses where white pine was not regarded as valuable. Commercially, yellow poplar is the natural successor of high-grade cork pine lumber.

The original growth of this wood extended from southern Ontario to Rhode Island and west to Lake Michigan; throughout Michigan as far north as the Grand river; south to Florida, southern Alabama and Mississippi, and west of the Mississippi river in southeastern Missouri and adjacent Arkansas.

The physical characteristics of the wood are as follows: Weight,  $26\frac{1}{2}$  to  $38\frac{1}{2}$  pounds to the cubic foot. It is without smell or taste. The grain is very fine, but spongy; it splits with a clean edge; the surface is dull, the little luster being due to the shining pores.

The bark is very thick, often as much as one inch, and is in two layers. The inner layer is much like the sapwood and is about one-quarter of an inch in thickness in old growth, and nearly white in color. The outer bark is of a dull gray color; is corky and deeply fissured. The heartwood of poplar in its highest development is canary-color, running to white, greenish, gray or brown, in various environments, in different localities.

and upon varying soil. The highest and most esteemed quality of poplar is canary colored, the thin sapwood of which is white to brownish in tone.

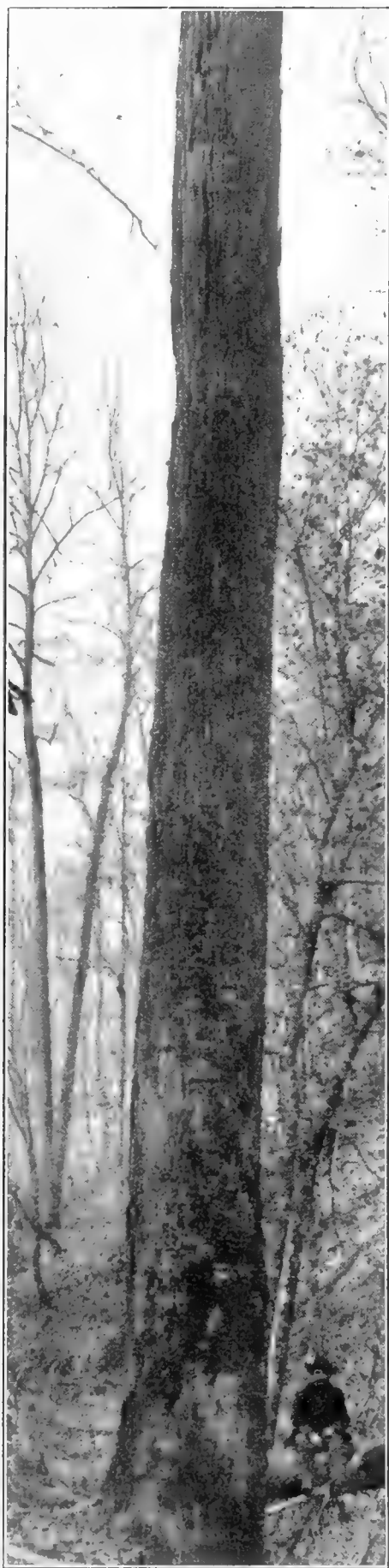
The rings of growth of poplar are clear on account of the very fine boundary line of autumn wood. The contour of the tree is round and somewhat undulating, and there is a slight difference in the color of the spring and autumn wood.

The leaves of the poplar tree are of marked shape, and once identified can never be mistaken. The flower is also unusual and very beautiful. The leaves vary from three to eight inches in length. In the springtime, when the tulip-like flowers of this tree are in bloom, it is truly a beautiful sight.

Botanically, poplar is of the family *Magnoliaceae*, genus *Liriodendron* and species *tulipifera*. The tree is a native of America and the sole surviving species of its genus. In shape it is dull and round, with spreading branches. In height it ranges from sixty to one hundred ninety feet. It blooms from April to May. The fruit ripens in September and October, these features depending on the latitude or compensating altitude of its growth.

In size the trees vary from the sapling to five, six, seven, eight, up to as high as nine feet in diameter at the base and are the largest trees that grow in the United States east of the Rocky Mountains. The wood is therefore obtainable in large-sized planks. It is comparatively free from tree diseases, and hence boards of extreme width, from seventeen inches to often even as high as sixty inches are obtainable in the process of manufacture.

Poplar never grows in a pure stand, that is it never constitutes a comprehensive forest growth. Ordinarily one tree to an acre is regarded as a good stand in what is known as poplar timber area. In long years of woods cruising, the greatest number of poplars ever encountered by the writer in a single



A FULLY MATURE YELLOW POPLAR.

group was seven, which were contained in an area of a quarter of an acre. The poplar ordinarily stands alone in a forest and seems a veritable monarch among the surrounding trees. The finest specimens of poplar are found in the deep coves of the mountain regions of Virginia, West Virginia, Kentucky, Tennessee and North Carolina. The best growth is found in heavy and rich soil.

The heaviest and richest growth of poplar in the United States undoubtedly is that of the Big Sandy river region of Kentucky, West Virginia and Virginia. The yellow poplar of this section has become famous in the annals of poplar production as of the very highest type in texture, in color, and in all the qualities that make up a high-class lumber product.

The Big Sandy river, for a stretch of one hundred and fifty miles, is the dividing line between eastern Kentucky and western West Virginia. The river has a multitude of branches in Virginia, in Wise, Dickenson and Buchanan counties, three of the four extreme western counties of the state that border on Kentucky.

Big Sandy poplar has made the wood famous, but the region tributary to the river for a distance of one hundred and fifty miles above its mouth has been exploited ever since poplar manufacture commenced, and is now practically exhausted of this timber. The same, or even a higher type of the wood, exists on the tributaries of the upper reaches of the stream, and in Dickinson county, Va., is found the very highest type of poplar growth that ever existed. In quantity of stand per acre the Big Sandy region is far in excess of ordinary poplar areas. It often shows an average of twenty-five hundred feet per acre, and is usually intermingled with a high type of white oak. In fact, the stand of white oak per acre is considerably in excess of that of poplar. There is also intermingled other woods, red oak, chestnut and beech, but from a commercial viewpoint the growth is essentially poplar and white oak. The same observations in regard to Big Sandy poplar being the highest type that exists is equally true of white oak growth of this section. Both of these woods to reach their highest development require good soil, and such obtains along the entire watershed of the Big Sandy river and its tributaries.

It is in Dickinson country, Va., that the present and final yellow poplar timber holdings of the Yellow Poplar Lumber Company are located. In this county the company has yet remaining after this year's cut more than one hundred million feet of virgin growth. The present season's output will approximate forty million feet. This timber has already been felled and transported to the gorge of Russell Fork, one of the main branches of the Big Sandy river, and is now being splashed out to the lower river, where it is being rafted and floated down the Big Sandy to Catlettsburg, and thence will be transferred across the Ohio river to the Yellow Poplar Lumber Company's log harbor at its big sawmills at Coal Grove, O.



NOT EXCEPTIONAL BUT TYPICAL OF YELLOW POPLAR LUMBER COMPANY'S TIMBER

## Veneer Production During 1908

Following is the annual federal report on veneer production for 1908, compiled through the coöperation of the Bureau of the Census in the Department of Commerce and Labor, and the Forest Service in the Department of Agriculture. The work was conducted under the direct supervision of a committee of four, consisting of W. M. Steuart, chief statistician for manufactures, and J. E. Wheelchel, expert chief of division, representing the Bureau of the Census, and R. S. Kellogg, assistant forester, and A. H. Pierson, forest assistant, representing the Forest Service.

The growth of the veneer industry during 1908 was rapid, as it had been during the preceding few years. Returns for the year 1908 were received from 402 establishments in operation in 34 states as compared with 370 establishments in 30 states in 1907. The development of this industry follows logically the growing scarcity and increasing cost of timber, as a result of which, economy in the use of wood is being practiced in numerous ways, one way being the substitution of thin lumber for thick. Formerly veneers were manufactured from the cabinet woods exclusively, and their use confined to the covering of inferior woods. While this class of veneers still forms an important part of the total product of the industry, by far the larger and more rapidly increasing part is made up of veneers manufactured from inferior hardwoods

and a few of the conifers, and utilized as material in the manufacture of "built up" lumber, packing boxes, crates, barrels, baskets, etc.

Of the veneers prepared by the three processes—rotary cutting, sawing and slicing—the first-named process is much the more extensively used, especially in the case of the cheaper woods, while sawing and slicing are the methods generally employed in manufacturing veneers from the more expensive cabinet woods. In the case of bird's-eye maple and curly birch, however, the peculiar figure in the grain is best shown in tangential section, and rotary cutting is the process usually employed.

The quantity of timber consumed in the manufacture of veneers during 1908 exceeded the quantity so consumed during the preceding year by 34,019,000 feet, log scale, or 9.8 per cent. Increases are shown for both the domestic and the imported woods. The relative increase was much greater for the imported than for the domestic woods, the rates being 71.9 per cent and 7.6 per cent, respectively. Of the twenty-three domestic woods reported separately in both 1908 and 1907, all but eight showed increases in quantity, the increases ranging from 0.8 per cent for elm to 270 per cent for Douglas fir. Comparisons for individual species of the imported woods consumed can be made only for mahogany and

Spanish cedar, as these were the only kinds shown separately in both years. The consumption of mahogany was 70.9 per cent greater in 1908 than in 1907, and the increase in the quantity of Spanish cedar used was 67.2 per cent.

The largest actual increases in the consumption of domestic woods occurred for red gum, yellow pine, beech, sycamore, tupelo and walnut, while the largest actual decreases are shown for yellow poplar, white oak and basswood.

The quantity and cost of material used in the manufacture of veneers in 1908 are shown, by kinds of wood, in the accompanying table.

While domestic woods supplied 94.8 per cent of the total quantity of wood consumed during 1908 in the production of veneers, their cost formed only 70.7 per cent of the total cost of the cut of all woods for that year. The average cost per thousand feet, log scale, for all woods utilized in veneer manufacture increased from \$18.47 in 1907 to \$20.63 in 1908, the gain being \$2.16, or 11.7 per cent. This increase, however, was due entirely to the fact that the proportion of the high-priced imported woods in the total quantity used was larger in the latter than in the former year, and the average cost per thousand of these woods advanced from \$103.38 in 1907 to \$115.67 in 1908. Of the imported woods, Spanish cedar had the largest increase in average cost per thousand feet, the average advancing from \$72.44 to \$121.52. While increases occurred in the average cost per thousand feet in the case of nine domestic woods, the average for all domestic woods decreased from \$15.53 to \$15.38. Among the woods for which important changes in price were reported were white oak, with an increase from \$35.56 per thousand feet to \$47.44, and sycamore, with an increase from \$9.96 to \$13.44. On the other hand, the average cost of walnut decreased from \$70.39 to \$60.53 and that of magnolia from \$15.46 to \$8.31. Smaller actual decreases occurred in the case of eleven other domestic woods.

In 1904 plants manufacturing veneers were reported from only twenty states, and the industry was, in the main, confined to four North Central states, namely, Illinois, Indiana, Michigan and Wisconsin. In 1908 plants were reported from thirty-four states, and the four mentioned, though still important in the industry, had ceased to monopolize it. The extent to which the industry is becoming distributed is indicated by the fact that in 1908 the four leading states in the production of veneers were Florida, Illinois, Indiana and Tennessee.

Naturally the industry is, in general, confined to sections where suitable timber abounds, and the kind of timber most used in each state depends, in a measure, upon the prevailing species there. Thus red gum is the principal timber used in Arkansas, Illinois, Kentucky, Missouri, Tennessee and Texas, where this wood is plentiful; yellow

KIND OF WOOD.	MATERIAL USED.		
	Quantity (thousand feet, log scale).	Cost.	Average cost per thousand feet, log scale.
Total.....	382,542	\$7,891,431	\$20.63
Domestic:			
Red gum.....	119,485	1,253,411	10.49
Yellow pine.....	42,342	314,008	7.42
Cottonwood.....	33,904	464,608	13.70
Maple.....	27,886	413,811	14.84
Yellow poplar.....	22,898	472,533	20.64
White oak.....	20,700	982,018	47.44
Birch.....	17,769	255,036	14.35
Tupelo.....	16,442	150,759	9.17
Elm.....	12,714	205,602	16.17
Basswood.....	11,609	233,983	20.16
Beech.....	8,515	119,763	14.06
Spruce.....	5,413	74,477	13.76
Sycamore.....	5,279	70,944	13.44
Walnut.....	5,176	313,291	60.53
Red oak.....	4,449	127,354	28.63
Ash.....	2,490	47,729	19.17
Chestnut.....	1,138	14,182	12.46
Sugar pine.....	942	17,898	19.00
Tamarack.....	551	4,410	8.00
Western pine.....	423	8,037	19.00
Hemlock.....	349	4,148	11.89
Douglas fir.....	333	5,192	15.59
Magnolia.....	315	2,618	8.31
White pine.....	232	3,709	15.99
Buckeye.....	225	2,250	10.00
Balsam fir.....	200	2,000	10.00
Hickory.....	192	1,920	10.00
Cypress.....	153	1,522	9.95
Cedar.....	104	1,059	10.18
Larch.....	101	1,414	14.00
Holly.....	60	3,600	60.00
Cherry.....	94	1,219	22.57
All other.....	81	1,472	18.17
Imported:			
Mahogany.....	11,487	1,478,364	128.70
Spanish cedar.....	6,558	796,940	121.52
Maple.....	1,000	14,000	14.00
Birch.....	500	7,000	14.00
Beech.....	300	3,600	12.00
Circassian walnut.....	170	15,250	89.71
Satinwood.....	3	300	100.00

QUANTITY AND COST OF VARIOUS WOODS USED IN VENEER PRODUCTION IN 1908



pine is the material principally used in Florida and Georgia; maple in Michigan, New York and Pennsylvania; birch in Vermont and Wisconsin, and oak in Indiana.

Several of the states, noticeably Indiana, Michigan, New York and Ohio, reported a wide range of woods used in the manufacture of veneers. This is largely due, especially in the case of New York, to the utilization of timber from other states and of imported woods.

In former reports upon the veneer industry, statistics of the quantity in square or superficial measure of veneer produced have been presented. The attempt to give such information was abandoned in the case of the

present report, however, because it was found that accurate records covering this point were not kept by all establishments. Statistics as to the thickness of the veneers manufactured and the amount of material used in the production of veneers of each thickness are generally kept, and from these data the square measure of the stock produced may be estimated. The number of square feet of veneers yielded by a given amount of timber depends upon the thickness of the veneers and the amount of waste. The latter varies widely, and depends upon the quality of the material and the method of manufacture. If the percentage of waste is known, the amount of veneers produced per thousand feet of timber

may be approximated by deducting the waste and multiplying the remainder by the number of thicknesses of veneers per inch.

The thicknesses of most of the rotary-cut veneers are multiples of one-sixteenth of an inch. The amount of timber used for veneers one-eighth and three-sixteenths inch in thickness formed 37.1 per cent of the total amount reported for this process. In general, the sawed or sliced veneers are thinner than the rotary-cut veneers. This is shown by the fact that in the case of the last-named process the largest amount of material used in making any one thickness was for the  $\frac{1}{8}$ -inch stock, while for the other two processes the greatest amount was used for 1,20-inch stock.

## A Forestry Student's Letters to His Father

### SECOND SERIES

DARMSTADT, GERMANY, NOV. 28.

My Dear Father:—

Well, at last, I am settled, and I sure am glad. My trunk arrived yesterday and to my dismay I found that my typewriter was broken in transit and I will not be able to use it until I return to America, as I do not believe they have a foreign agency.

Jones and I are located in a good place, with a fine old German Frau as a landlady. She cannot speak a word of English, nor can anyone else in Darmstadt, I believe, and we have a hard job making ourselves understood at times. However, I find that my German is not so bad, and as a rule, I get along all right.

I had the greatest experience of my life yesterday. Jonesie, Jerry and I were eating in a Rathskeller, and at a table nearby sat a German "Student Corps" (fraternity), such as you saw with Mansfield in "Old Heidelberg." They had their colors above their table, which is always reserved for them. All wore the little caps which are shown on the postal I am sending. Finally, one fellow passed me and I asked him, "agreeable?" and put out my hand. He was a fine fellow, and while it is not their custom to shake hands he took mine and introduced us all to his friends. We had quite a hard time talking to them, but finally got on all right. Then the young fellow who introduced himself invited me to a "kneipe" that evening. I did not know what that was, but I said I was game and he said he would call for us at eight o'clock. I got another forester, named Sanderhagen, who speaks German, to come with us and we were all ready here in my room when Lehner, the young student, arrived. He led us to their club house, which is extravagantly furnished, and introduced us to the rest of the Corps Franconia. A fine crowd of fellows they were, and they entertained us in great style. A "kneipe" is a beer drinking party among students. I am sending you a postal of the house, and you will notice where it was held.

On next Friday, the students of this corps fight the students of another corps, and I am invited to the duel. They fight with swords and every man in a corps must fight three times. All of these fellows are cut up. One man had about seven cuts on the top of his head, and you see fellows on the street every day with their faces bound up. They are proud of their wounds and to make them look big they often rub cigar ashes in the cut when it is made. They were very impressive last night and they drank our health with a long toast from the president.

The affair opened with a lengthy speech by the president about the Grand Duke of Hesse, their state. His birthday occurred Thursday and after the speech everyone arose and yelled "Hoch" three times, and clinked their steins. It was very interesting, as well as a great honor to us. I learned today that they seldom invite strangers or any guests to these affairs.

I never saw such politeness as is exhibited here. Men do not shake hands. They tip their hats very low and bow almost to the ground. If you enter a door with a German, he will say "Bitte schön" and bow to the ground, and absolutely make you go first.

In drinking, if you say "Prosit" to a man, you must drink all your beer, or it is an insult, while he only takes a swallow. However, if he wants to be real polite to you, he will also drain his glass. That is a compliment, indeed.

After having met a man, one must always pass to his left on the street, otherwise you have been impolite.

In a rathskeller, if you leave the top of your beer mug open while it has beer in it, you are liable to have seven or eight empty steins put on top of it by others around the table, and then you get stung for the drinks. That is the only time you can treat. They never drink water here. I am so sick of beer that I cannot go it any more, so I always order mineral water with my meals. I pay twenty-five marks per month for my room and breakfast, without light or heat, which is extra. Twenty-five marks are about seven dollars in American money.

The woods here are great. Trees grow so close together that they utilize every bit of sunlight, so that the woods are always dark. Fires never occur here, as the whole affair is covered by a network of fire lanes and roads, making them easily accessible. As a result of no forest fires, the ground is wet and porous always, so that one sinks in over his shoe tops when walking. It is very interesting, this forestry work over here, and I think I will learn a lot which will be of value to me in the future. We have a fine German forester as an assistant, and he sure does know his business.

Now that the Doctor gives us all of his time we find it requires a little more of ours. Lectures last from 8:30 to 12:30 every morning; one hour is given for eating and then it's to the woods until dark. Field work consists of estimating timber and sylviculture trips through these immense tracts which can be seen surrounding the city of Darmstadt.

Timber here consists chiefly of beech and

white oak for hardwood, while Scotch pine and Norway spruce (*Picea excelsa*) are the leading conifers. The stands are very dense.

Absolutely no forest litter exists on the ground. Dead or fallen trees are not seen because they are immediately disposed of by the excellent means of transportation existing in the woods. Even fallen branches are picked up by the peasants who twice a week swarm through the woods like bees in search of firewood. Underbrush is unknown here because of an absence of light underneath and because the trees take all the nourishment from the ground.

Lumbering is done in the most economic manner possible. When a tree is felled it is uprooted by a clever felling device which simply pushes it over by means of props forced upward against the bole. Roots and fagots are worked up as well as lumber and cordwood. The felled trees are sold by auction in the woods. They are not dissected but are left to be cut up at the discretion of the highest bidder.

In working up lumber the logs are individually "bastard sawn" and the boards then piled in the same position as they occupied in the log. This is a good plan, for then wood of the same texture and color (factors varying with the individual tree) can be worked up into one desired piece of furniture, finish or flooring.

We visited a furniture factory the other day and were surprised to find that only veneered furniture is made here, and the finished product far surpasses that of our own manufacture.

For the past three weeks Dr. Schenck has had us estimating the various stands in proximity to Darmstadt. Our work consists of estimating by the "strip method" and in making "form factors" for the various species in order to ascertain the stand per acre. The work continues every day, rain or shine, so that now the good folk of Darmstadt are no longer astonished when a gang of forty American lumber Jacks clad in Mackinaw coats, flannel shirts, riding breeches and hob-nailed boots, go tramping through the streets on their way to the woods, headed by "the man who looks like the Kaiser."

We have been very well received here and everyone is so enthusiastic that we feel sure that B. F. S. will pass safely this critical stage of her career.

December 2.

Dear Father:—

Here goes for a short letter before supper. I have been out in the woods all afternoon estimating timber and am pretty tired tonight. Things are going nicely. I wish you could see how comfortably we are fixed here. Jones and



I have the best rooms of all the fellows. Our sitting room is very light and comfortable, with a stove and a piano, while the bedroom is fixed up nice with "Old Glory" right beside my bed. We sleep with a mattress over as well as under us, a feather one. Our landlady—Frau Keller—is a fine old German woman and as neat as wax. She blacks our shoes for us every night—they all do—and sews on buttons, etc., whenever they are needed. I actually have to hide my high logging boots to keep her from shining those.

Last night I attended one of the best things ever. The President of the University invited us to a grand "kneipe" given in honor of the Grand Duke and including every student in Darmstadt. There were over five hundred German students seated, each with his colors on, etc., and sitting with his fraternity. I never saw so many ribbons, brass buttons and swords in my life.

They toasted the Grand Duke, and finally Doc Schenck and the B. F. S., and America, and just as they finished the band struck up "The Star Spangled Banner," and maybe we didn't get on our feet. That was a great honor, I understand, as here in Germany they are usually careful not to permit national airs other than their own.

Soldiers! Lord, I never saw so many in my life before. About every ten minutes a company of soldiers come tramping through the streets with swords banging, etc., and I believe, really and truly, that one American citizen, not even a soldier, could lick three of them at once. All they do is to march and shoot fake cannons. All day long you see and hear salutes. I am enjoying it all very much. However, this Bohemian life does not appeal to me so much. We eat in cafés, hotels or wherever we are. All the people do that. The school is going fine and you would die to see people eye us when we wear our logging boots, etc. They think we are lunatics.

Doc is busier than a dog killing a snake these days. He's right in with the royalty here, and because of that, all of these fraternities are rushing us around. Jonesie and I are the favored ones, and Doc says the Corps Franconia will invite us to join soon, he thinks. However, nothing doing for the face slashes. I prefer American fraternities, and if it's a fight I want to use my mitts, not a dinky sword. I am going to see a duel soon. The one this week has been postponed because the police found out about it. Oh, yes! I am requested to appear at the police station tomorrow to give them a record of my past life, etc., stating also why I am here. They are always looking for trouble here, it seems. I prefer the U. S. A.

Sunday, December 5.

My Dear Father:—

This is the first Christmas we have been separated, and I hope it will be the last. Am sure it will be, in fact, for I have determined that once having set foot on the soil of good old Uncle Sam's country, your son will keep in close touch with his father and mother hereafter. This idea of separating our small family may be all O. K. during the school year, but now I want to be with you and live happy ever after.

I think I will stay here in Darmstadt for Christmas. I like the place very much. The school is coming fine. We have been doing a lot of estimating, and to show his confidence in my work, Dr. Schenck always appoints me boss of a gang of fellows. We go to the woods every day with him now, and I assure you it is very interesting work. Our lectures are held in the Merck dining-room; it is a beautiful big home, and we appreciate the kindness of Mr. Merck. Doc received a letter from the Grand Duke, inviting the B. F. S. to hold school in the Schloss (castle). That

shows how we stand here. Everybody kowtows to us, and we are invited to everything. I have to refuse invitations from all the German fraternities. They go for Jonesie and me and want us to attend all their stunts. We are going to a "slicing" match next week, when a very good German friend of ours fights a man from another corps. We are going to root for him.

I received the Sunday papers and maybe I didn't whoop it up when I read that Michigan had at last conquered both East and West. The German students have asked us to give them an exhibition of the "manly art of self-defense," so I framed up a go between two of the biggest fellows of the school, and we are going to give them their money's worth at our next Sangerfest.

One thing I learn over here is good manners. The Germans overdo the polite and the Americans do not do enough of it. Here every time you go through a door with a Dutchman you imitate "my dear Alfonso." Everything is "bitte, bitte" (if you please). Jonesie said to me the other day, "If you do not give me your seat, say 'bitte,' or take off your hat to me when we are alone, I'll wallop you." And I told him, if he did not do the same to me I would "knock his block off," so you see we are going to be polite if we have to fight for it.

I am taking German lessons, one hour every morning before school. I am crazy to see you both, and if I could be home with you tonight I would be the happiest man alive. I want this to reach you before Christmas. Let it wish to you both, as well as all others, a Merry Christmas and Happy New Year.

Wednesday, December 8.

Dear Father:—

Was out estimating spruce all afternoon and had to walk about fifteen miles, so it did seem good to find your letter here when I got back. Everything is going nicely. The school is great and I am learning a lot. Doc has placed me at the head of a gang of fellows, so that now I only direct the running of lines, etc., while the new men do the work. This is good practice for me, as it gives me a chance to see all the phases, and is less mechanical. The B. F. S. is going to be recognized as a wonderful school in the future. We study our botany in the university laboratory, with Dr. Carl Schenck, an authority on tree botany, as teacher.

I must now tell you about a great experience I had yesterday. You remember I wrote that I was invited to attend a German sword bout (monsun). Well yesterday morning at 6:30 Jonesie and I were awakened by three members of Corps Franconia. They were to have their fight then and came to get us. Everything was carried on in secret, because of the police. They led us three miles out of the city, to an old inn. Here were assembled members of the other corps. We saw five bouts, and lastly, one saber bout, and I never want to see anything so brutal again, or to hear people knock American football and prize fighting as being brutal.

In America it is science and an even chance, always, between opponents. Here there is little science, no one is a victor, no one gets excited looking at it, and both contestants get cut up always. The sword bouts were the most bloody and least dangerous. Here the contestants have their breast, neck, arms and eyes protected, but their faces and heads are bare. The first bout was between two freshmen who had not fought before. They were fine looking boys when they began. When they finished one had eleven big cuts on his face, the other had his head split open, so that the top was like the lid of a box, and his mouth was slit, and he had a hole through one cheek.

I saw five bouts like that. There were five

Americans of the school there and we almost fainted, but we had to stick it out, for fear of showing ourselves "yellow." The saber bout was awful. Here the contestants were fighting because one insulted the other, and the other handed him his card, which was torn up. These men had their chests bare, heart and all, and unprotected; faces, heads and arms also were unprotected, even the eyes. Their elbows, shoulders and the arteries of their necks were covered. They were to fight twenty minutes unless one got injured so he could not go on. Result: One fellow got his arm almost cut in two and broken after three minutes fighting, and had to stop.

Two doctors were in attendance; they sewed up the slices on all the men as they finished fighting, and in the cuts they put caustics, etc., to make them look fierce, at the direction of the man wounded. The swords were like razors, and often you could see the hair fly, as they cut hair instead of flesh. Only in the saber match did one man get out free from cuts; everyone else who fought got sliced, and the floor looked like a slaughter pen. I sure was disgusted when I left, and proud of our American style of "the manly art of self-defense." The contestants cannot move when fighting; they must stand still directly opposite each other, looking straight ahead and slash. The man who gets first blood is supposed to win, but it is always a chance.

In the sword bouts they are allowed three strokes at a time; then they must pause, which corresponds to a round in boxing. It sure was awful, but I am glad I saw it, for I learned that few foreigners ever see this, and it is considered a great honor. These Franconia fellows are great chaps, all good looking, except for their wounds. Everyone in a corps must fight at least three times. Nine out of ten business men in Germany are all cut up. Doc Schneck has a cut over his forehead, I learned. However, he "cut it out" after that one and went to America.

We heard today that Mr. Defebaugh, of the American Lumberman, is dead. Doc is all broken up about it, as he was a great friend of his, as well as of the Biltmore Forest School. We sure are all sorry and are awaiting the papers to see if the news is authentic.

Wish I could be with you all at Christmas time. Think I will remain in Darmstadt.

Dec. 15, 1909.

My dear Father:—

I sure was glad when I received two letters from you today. Was just starting for field work when they came and I felt rather lonesome all morning, so they sure did go well.

Today I worked like a horse, estimating pine. Doc had me run a strip with a gang of fellows, and my estimate checked to the dot with that of the German foresters, so I am getting good, I think. We do a lot of estimating over here and that is the very thing I wanted. It is getting cold tonight for the first time this year.

After field work I went with the gang to the swimming pool (it is a peach), and after a good swim we had a beefsteak supper. Living expenses over here are not much cheaper than in America; eating costs more, for we eat in restaurants and cafés all the time.

Let me advise you not to take the Bankers' Association checks abroad; take American Express but not Bankers', as there is only one bank in town where they will cash these, and at few hotels in Germany. Express checks can be cashed anywhere. I had a deuce of a time getting money in Rotterdam, while all the other fellows came out fine. Christmas day I will stay here. Doc gives us five days' vacation then, and I think

I will leave the day after for a little trip around, visiting some of the told towns, like Heidelberg, Weisbaden, etc. Have been to Frankfort for one afternoon; it is a great city and just twenty minutes ride from here, fare, 24 cents, third class.

I think I will go to grand opera next Saturday. Am getting quite "nuts" about it. Do not like their singing, but the music (harmony) is great. Am working like a fool here. All the school is. Doc keeps us busy, from early morn until night, and the only time we have to ourselves is after supper, and then we must write our diaries.

Dec. 19. 1909.

My dear Father:—

This will be a short letter tonight, as I am pretty tired and I want to get a good night's sleep. Things are going nicely. I

## Hardwood Record Mail Bag

[In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.]

### Wants an Iron Lathe

BLOOMSBURY, N. J., November 12.—Editor HARDWOOD RECORD: I am looking for a second-hand iron lathe with 16" swing and full equipment. Can you put me in touch with anyone who has a lathe of this sort for sale?

Anyone who has a second-hand iron lathe that answers above description that they wish to market, can secure the address of this correspondent by addressing this office.—EDITOR.

### Mill Cost in Hickory Handle Manufacture

JACKSON, TENN., December 28.—Editor HARDWOOD RECORD: For comparison, we would like to hear from some of the hickory handle manufacturers and from you, as to the cost per thousand feet of logs, also per cord when cut in short lengths to saw rough dimension hickory. Would like to have the information include flitching, ripping to proper sizes, equalizing lengths, grading and piling in the warehouse for seasoning. What we mean by dimension stock is from 1 to 2½ and 3" squares, and 14 to 48" lengths. We are very much interested in the average cost of handle production and would thank you for such information as you can furnish.

ANCHOR BLOCK MILLS CO.

With the information at hand, the editor of the RECORD does not feel competent to give this inquirer the cost schedule that he asks for. Therefore he would be very much gratified if readers who are handle manufacturers would communicate to him for publication their analysis of the cost items referred to.—EDITOR.

### Cost Accounting

G. O. Worland of Thompson, Thayer & McCowen, the well-known hardwood manufacturers of Evansville, Ind., has addressed the following interesting letter to all members of the Indiana Hardwood Lumbermen's Association. Mr. Worland has been interested for a long time in the subject of cost accounting in connection with lumber manufacturing enterprises, and it is to be hoped that his communication to the members of the Indiana association will bring out a discussion involving facts pertaining to cost accounting in the lumber trade that will be of great value not

have not heard from you for several days, and mother's letters are always late, because she puts only 2 cents on them, thus making them come by slow boats. Please tell her to spend 3 cents more after this.

This is to be quite a busy week in Darmstadt, and in fact all Germany. The Germans are preparing to celebrate in fine style "Dechnachten Abend." Our landlady has been baking cakes and cookies for a week, and she prepares for it so religiously that it seems funny. She and her daughters are the only ones in the family, yet they make as big a fuss over their own entertainment then as mother does for thirty people.

I will be ever so lonely on Christmas day. I feel it coming, but am looking forward to meeting you in Genoa on the 3rd of March so much that it will not be so bad.

only to the members of the association, but to the trade at large.—EDITOR.

EVANSVILLE, IND., Dec. 30.

To Members Indiana Hardwood Lumbermen's Association:

We would be very much pleased to have brought up for discussion before the next meeting of the Indiana Hardwood Lumbermen's Association, the cost of producing lumber, and as we are all just closing our year's business, will be prepared to get together figures.

We will be pleased to have you come to the meeting prepared to enter into a discussion, as to What is your labor cost per M. feet, from log yard to sorting slip?

What is your cost per M. feet for distributing on yard?

What is your cost of sticking, loading, re-handling, covering and uncovering?

Also, what is your cost for selling your product?

In order to bring the discussion along parallel lines, we would suggest that you prepare your data as to the cost of manufacture, as follows:

Labor, (mill employees only).

Interest on investment.

Insurance on mill.

Taxes on mill.

Maintenance and repairs, (oil, waste, belts, supplies, repairs, etc.).

Overhead expense, (proportion of office, and general expense).

Depreciation, (what percentage of mill cost).

Take these items for a stated period, and the amount of lumber sawn would give the average cost of the manufacture of lumber, from unloading the logs off the wagon or car, into mill, sawing and distributing on yard.

We would also be pleased to have your idea of cost of yardage:

Inspection and handling.

Re-handling outs.

Covering and uncovering

Carrying expenses, (interest, insurance, and taxes).

Shrinkage and depreciation.

Will say, that we have figured this matter all out in our own way, and from our own experience, but we would like very much to have the experience of others in the same line of business and we believe that there are a great many others who would be glad to have this information, and that we will be able to mutually benefit each other.

Another matter that we would be pleased to have discussed, is the cost of producing *Quartered Red Oak*. In order to facilitate discussion, would thank you to prepare figures on this product, as follows:

What percent, 1st and 2ds, @ . . . . . \$ . . . . .

What percent, No. 1 Com., @ . . . . . \$ . . . . .

What percent, No. 2 com., @ . . . . . \$ . . . . .

What percent, Strips, @ . . . . . \$ . . . . .

Cost of logs delivered at mill

Cost of manufacture

Cost of yardage.

Cost of selling, (including selling expenses, commissions, percentage of general expense, and discounts).

It is within our knowledge that the manufacture of quartered red oak is not profitable, at present prices, and it is our opinion that with concerted action which can follow an intelligent discussion as to costs of production, that better values for this product can be obtained.

In our own experience we find that quartered red oak is the scarcest article on the cabinet wood list, and the demand constantly increasing out of proportion to its possible production.

We are not asking that you send in any information, but simply that we all be prepared with figures along the same lines, that a profitable discussion may follow at the Indianapolis meeting on January 13th.

Hoping that you will see your way clear to assist in this matter, we are,

Yours truly,

THOMPSON, THAYER & McCOWEN.

G. O. Worland.

### Thanks from the Philadelphia Bourse

PHILADELPHIA, December 30. Editor HARDWOOD RECORD: We take this occasion to tender you the thanks of the Bourse for sending HARDWOOD RECORD to the News Department of the Bourse, where it is kept on file.

We take pleasure in handing you herewith a complimentary ticket entitling any representative of your paper to the privilege of the Bourse for the year 1910.

Wishing you happiness and prosperity for the New Year.

Emil P. Albrecht, Secretary.

### Likes the Story

CINCINNATI, December 27.—Editor HARDWOOD RECORD: The forestry student's letters to his father in last issue of RECORD is certainly good reading. Its story value far eclipses anything a jaded old globe trotter could possibly write. Give us some more.

E. D. GALLOWAY.

### Wants to Know About Catalpa

CINCINNATI, January 1.—Editor HARDWOOD RECORD: What can you tell us about catalpa? A customer of one of the members of our association is desirous of information as to whether sufficient quantities can be obtained to justify him in making a line of furniture from such wood. Would very much like to know in what section of the country catalpa grows, and whether it can be obtained in commercial quantities.

HARDWOOD MANUFACTURERS' ASSOCIATION.

Lewis Doster, Secretary.

This correspondent has been advised that the variety of catalpa having good commercial qualities in *Catalpa speciosa*, which has been planted quite extensively by the railroads and also by individuals in supplementing their timber growth in various parts of Ohio, Indiana, Illinois and the middle west. The correspondent has been referred to John P. Brown, of Bay Minette, Ala., who is an authority on catalpa growth and its value as a lumber material.—EDITOR.

### Look Out For Him

SAGINAW, MICH., Jan. 4, 1910.—Editor HARDWOOD RECORD: There is a young fellow calling upon lumbermen, generally acquaintances of mine, representing at times that he is W. B. Mershon, Jr., and other times C. K. Eddy, Jr., of Saginaw. His usual procedure is to show by his conversation great familiarity with Saginaw affairs and especially those relating to the Eddys and Mershons. Quite often he succeeds in either getting a bogus check cashed or getting a loan.

He has worked several in Chicago, tried it in Louisville, Ky., and elsewhere.

This is to warn those to whom he is liable to apply at any time that he is a fraud, and that I should like very much to get him in the clutches of the law. A warrant is now out for his arrest for obtaining money under false pretenses in Chicago. He is described as about 30 years of age, small dark moustache, large mouth, prominent separated teeth, weight about 150 pounds and about 5 feet 7 inches in height, darkish complexion, apparently well educated and smokes cigarettes.

I send you this notice, for he surely will keep trying this on lumbermen who either know me or the concerns with which I am connected. Yours truly, W. B. MERSHON.

### Wants a Wood Scraper and a Router

MCHENRY, ILL., December 24.—Editor HARDWOOD RECORD: We are interested in securing a wood scraper and a router similar to the Kelley machine if we can pick them up at a reasonable price.

Any reader of the RECORD having equipment noted above for sale can have the address of this inquirer by addressing this office.—EDITOR.

### A Slight Correction

MILWAUKEE, WIS., December 30.—Editor HARDWOOD RECORD: We note in the issue of

HARDWOOD RECORD of December 25 an article which calls for some correction. We wish to state that the Cooper & Maxson Company is dissolving by mutual consent of the principal stockholders, and it is not a matter of retiring on the part of anyone connected with the company. We are simply dissolving, and out of this dissolution will spring a lumber business conducted by W. E. Cooper, former president of the Cooper & Maxson Lumber Company, and also a lumber business conducted by Geo. M. Maxson, former secretary of the Cooper & Maxson Lumber Company. Relative to these lines of business you will no doubt receive announcements from the proper sources.

COOPER & MAXSON LUMBER Co.,  
Geo. M. Maxson, Secretary.

## Making A Business Organization of the National Lumber Manufacturers' Association

The National Lumber Manufacturers' Association is an organization made up of sundry lumber manufacturing associations, including the Northern Pine Manufacturers' Association, Northwestern Hemlock Manufacturers' Association, Wisconsin Hardwood Lumbermen's Association, Yellow Pine Manufacturers' Association, North Carolina Pine Association (Inc.), Georgia-Florida Saw Mill Association (Inc.), Hardwood Manufacturers' Association of the United States, Southwestern Washington Lumber Manufacturers' Association, Pacific Coast Lumber Manufacturers' Association, Southern Cypress Manufacturers' Association, Western Pine Manufacturers'

twelve of the most distinguished lumbermen in the United States. At the last annual meeting of the National Lumber Manufacturers' Association, held at Seattle, the employment of a manager was authorized, and the choice of the Board of Governors fell on Leonard Bronson of Chicago to fill this most important position. Mr. Bronson has been the leading editorial writer of the American Lumberman for many years, and is thoroughly equipped with a specific knowledge of lumber affairs, and with brains and energy to carry on very forceful and intelligent work on behalf of the affiliated manufacturing lumbermen embraced in the National Association.

Mr. Bronson's duties will be to represent the association on every national question, and to promote its interests in a national way. One of his duties will be to attempt a campaign of publicity and education, so that the general public may be thoroughly informed on lumber affairs. This work is intended to counteract the idea that a lumber trust exists and to change public sentiment from hostility to friendliness. Within the province of the association work to be handled by Mr. Bronson will be uniform state legislation so far as it affects the lumber industry, forest conservation, forest taxation, general law matters like the uniform bill of lading, uniform state corporation laws, collection laws, insurance matters, etc. Very likely uniform terms of sale will also be handled by the association. It will be the purpose of this new business management to work for the common interests of all lumber manufacturers in all sections of the country, and to assist any particular section in matters that do not conflict with general subjects, or which are not countervailing in their territory.

It is undeniable that this great alliance of lumbermen has just begun to realize its dormant powers, and in the future it will be conducted along lines that are very beneficial to the industry. Problems affecting the lumber trade can surely be worked out through its efforts. The coalition of corporate interests in other lines has been forced by the law of self-preservation and more economical operation, and is desirable and necessary in lumber affairs.

It will readily be seen that Mr. Bronson has a big task before him, but as before noted in this article, he is entirely capable of handling the work to the manifest advantage of the National Lumber Manufacturers' Association, and the trade at large.

### A New Seal of Chicago Hardwood Lumber Exchange

The publicity committee of the Chicago Hardwood Lumber Exchange has had prepared several hundred thousand seal stickers, which members of the organization will employ on their letterheads, envelopes and circular matter to advertise Chicago as the greatest hardwood market in the world. A black and white drawing of this seal is shown in connection with this paragraph. However, the original sticker has a width of only 1 3/4 inches with a gold back-



LEONARD BRONSON, MANAGER NATIONAL LUMBER MANUFACTURERS' ASSN.

Association and The Oregon and Washington Lumber Manufacturers' Association.

Of this association Edward Hines, the eminent lumberman of Chicago, is president; E. G. Griggs of Tacoma, Wash., first vice-president; Wm. B. Stillwell, Savannah, Ga., second vice-president; G. A. Freeman, St. Louis, Mo., treasurer; George K. Smith, St. Louis, Mo., secretary, and just appointed Leonard Bronson, with headquarters in the Fisher Building, Chicago, manager.

The Board of Governors is made up of



ground, the remainder of the design worked up in crimson and blue. It is a very attractive seal and was executed by the well-known Chicago engraving and printing concern, the Rose-now Company.

Of the 4,000 trees Washington planted last year, 353 were elms, 848 pin oaks, 637 Norway maples, 447 sycamores, 291 lindens, 275 sugar maples, 352 silver maples and 104 ginkgos, showing that Washington does not fear that these choice hardwood trees will grow too slowly for enjoyment. Washington's Carolina poplars, willows, cottonwoods and box elders, of which the city once had a large number, are being replaced by these better trees. The ginkgo or maidenhair tree is a native of Japan. It may be seen growing on the streets in Boston, Washington and Pittsburg. It grows very slowly and prefers sandy or gravelly soil.

## Obituary

During the first few days of the New Year, death invaded the ranks of hardwood lumbermen to an appalling extent. On Christmas day, Wellington W. Cummer, the millionaire lumber manufacturer of Jacksonville, Fla., and Cadillac, Mich., passed to the Great Beyond.

On January 5, death overtook the foremost Nashville lumberman, John B. Ransom, and on the morning of the same day F. S. Hendrickson, one of the best known lumbermen of Chicago, passed away.

### W. W. Cummer

One of the strongest men that the lumber industry of this country has ever produced was Wellington W. Cummer, who died at his home

the houses of Jacob Cummer & Son, Blodgett, Cummer & Diggins, Cummer Lumber Company, and later the present corporation of the Cummer-Diggins Company, which includes in its make-up W. W. Cummer, F. A. Diggins, the Estate of Delos F. Diggins and Wm. L. Saunders.

Early in the nineties Mr. Cummer made extensive purchases of yellow pine timberlands about 125 miles southwest of Jacksonville, built a standard gauge railroad line to connect the timber with a big sawmill plant which he built at Jacksonville. This mill was burned in 1897 and was rebuilt on even a larger scale than the first one. Associated with Mr. Cummer in his Florida enterprises were his sons, Arthur G. and Waldo E. Cummer, who undoubtedly will continue the big enterprise.

Mr. Cummer was a very modest man and never sought political preferment. However, the mayoralty of Cadillac was forced on him for one term, and he also was alderman and a member of the school board for several years. In 1888 he was presidential elector from the ninth Michigan congressional district, and he has held sundry offices in connection with public interests of Cadillac and Jacksonville for some years, in places where he could work advantageously for the betterment of the cities in which he was interested in developing.

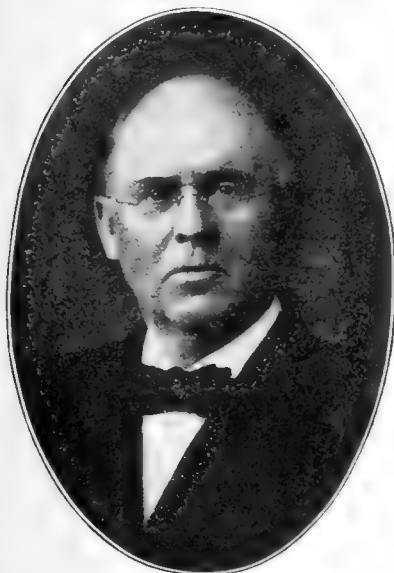
The death of Mr. Cummer brings to an end one of the most forceful and useful lives of the generation. He was a man of strong mentality, strict integrity and broad charity. His death is a distinct loss not only to the lumber trade but to the country at large.

### John B. Ransom

It is with extreme regret that the RECORD announces the death of Nashville's foremost lumberman, John B. Ransom. He was cut off at the very meridian of life on the morning of Wednesday, January 5. Mr. Ransom was the son of a Rutherford county farmer and lumber dealer. He started in the lumber business in the little town of Murfreesboro, in the heart of the Tennessee cedar belt, some thirty years ago.

cluded timberlands, a large sawmill, planing mill and box factory at Nashville, and the immense plant of the Nashville Hardwood Flooring Company. He was recognized as one of the foremost factors in the poplar industry as well as in the oak flooring business. He was also allied with numerous other enterprises in Tennessee, and especially in Nashville, and he has done a great deal for the industrial history of that great southern city.

John W. Love, of Love, Boyd & Co., was at one time associated in business with Mr. Ransom. At the time of his death Mr. Ransom was a stockholder in the Gayoso Lumber Company of Memphis. He was not only a large manufacturer of lumber, but purchased immense quantities from other manufacturers as well, which he manipulated through his several Nashville factories. Mr. Ransom was also financially interested in the Nashville Transportation Company, owner of a line of tow boats and barges



THE LATE W. W. CUMMER.

at Jacksonville, Fla., on Christmas day. He was at the head of the Jacksonville yellow pine manufacturing house, the Cummer Lumber Company, and was president of the even better known lumber institution, the Cummer-Diggins Company of Cadillac, Mich.

Mr. Cummer had been in poor health for some time. He spent last summer at one of the German baths and for some weeks this fall was under medical treatment at a Chicago hospital. Death was caused by aneurism. He leaves a wife and three children, Mrs. Mable Roe, Arthur G. Cummer and Waldo E. Cummer; a sister, Mrs. Fred A. Diggins of Cadillac, and his mother, Mrs. Jacob Cummer of Cadillac. The funeral was held on December 28 at Jacksonville, and at the same hour memorial services were held at the Congregational Church of Cadillac, where there were gathered old friends and former business associates, in addition to the working men from all the camps and mills of the Cummer-Diggins Company.

Mr. Cummer was born near Toronto, Ontario, October 21, 1846. In 1860 his parents moved to Newaygo, Mich., where he grew up. He attended the common schools and later was graduated from a business college in Toronto. He commenced his business career in his father's grist mill at Newaygo. This routine developed into the lumber business and gradually extended northward from Newaygo along the lines of the Grand Rapids & Indiana Railroad to Cadillac. Mr. Cummer was one of the chief builders of the city of Cadillac and its diversified interests, but his attention was principally devoted to lumber operations involving at various times



THE LATE JOHN B. RANSOM

His beginning was as modest and unostentatious as has been his demeanor up to the time of his death, yet this self-made man, less than fifty years old, became the head of the foremost lumber business in Nashville, and one of the greatest in the country. His lumber interests in



THE LATE F. S. HENDRICKSON

in the Cumberland River. He was allied with the American National Bank of Nashville, and the Nashville Tie & Cedar Company. He was an ex-president of the Hardwood Manufacturers' Association of the United States, in which capacity he served this organization two terms. He was a member of the book committee of the Methodist Episcopal Church South, and of the Board of Stewards of the West End Methodist Church of Nashville.

Mr. Ransom was a man of indomitable energy, untiring zeal, good business judgment, with ever-present nerve to back his judgment, of unusual executive ability, quickness of decision and fairness in dealings. These attributes enabled him to spell "success" with capital letters while he was still a young man.

Mr. Ransom was ill just a week. Up to that time he seemed in good health and spirits. He was taken violently ill and soon thereafter lapsed into a comatose condition, from which he never emerged. During the first few days of his illness, physicians announced the trouble to be acute indigestion. On last Monday he showed an alarming turn for the worse, and a consultation of physicians was held. The news of this beloved man's death caused a pall of gloom to be cast over the entire city of Nashville, for he was regarded in the capital city of Tennessee as the foremost man who had assisted in its upbuilding in every material way. There was never an enterprise proposed or launched in which his unerring judgment and alert brain saw good that it did not receive his hearty advice and cooperation.

The life this man had led, the success in

land back upon the community, the friends he had won, the hearts he had conquered, were manifested in the splendid testimonials to his revered memory in the great outpouring that attended his funeral in blizzard weather at the West End church on Thursday last. He was a devout member of this church. The structure was crowded to overflowing.

As a specimen of the testimonials representing the love and respect in which Mr. Ransom was held by every religious, social and business body with which he was associated, the following resolutions adopted by the Nashville Lumbermen's Association, of which he was president at the time of his death, is printed below:

Whereas, In the death of John B. Ransom the entire lumber trade of America has sustained a great loss, the hardwood manufacturing business of the South an irreparable loss, and the lumber interests of Nashville the greatest loss in its history, it is proper that the members of the Nashville Lumbermen's Association, of which Mr. Ransom was a member from its organization, of which he was president at the time of his death and for many years preceding, and the members of which have been closely associated with him, most of them for many years, should express their deep sense of loss and their appreciation of his noble qualities. Therefore, be it

Resolved, That this body has recognized in John B. Ransom a man of the highest type of character. A self-made man in the truest sense, he was one of nature's noblemen. He attained to an exceptional commercial and financial success solely as the result of native ability and force. Ambitious to succeed, he was yet always considerate of his associates and competitors, and deeply interested in the success and welfare of all his friends. John B. Ransom was a singularly modest man, free from vainglory, and really undervaluing his own great abilities. He never spoke of his own achievements, but was always quick to give full credit and to speak in admiration of the accomplishments of others.

John B. Ransom was a public-spirited man. In recent years particularly he has interested himself as few men have in the building up of his home city and state. Brought into close connection, through the ramifications of the great business he had built up, with most of the interests of the city and state, he strove to advance them all. At the time of his death he was prominently identified with the erection of the new buildings of the Young Women's Christian Association, the Young Men's Christian Association, and with many other public enterprises, to all of which he gave his unremitting personal attention.

Mr. Ransom was a man of deep affections, and his home life was beautiful. He was to his immediate family, and to his large connection, the soul of generosity and tender consideration. Democratic in his tastes, he shunned all ostentation. He treated rich and poor, the powerful and the humble, with equal consideration and kindness.

"His life was gentle, and the elements

So mix'd in him, that Nature might stand up  
And say to all the world, 'This was a man!'"

Resolved, further, That these expressions be spread upon the minutes of this special called meeting of the Nashville Lumbermen's Association, and that a copy be sent to the family and to the daily and lumber newspaper press.

#### F. S. Hendrickson

The hardwood fraternity will learn with sincere sorrow of the death of Forman Spencer Hendrickson, president and general manager of the F. S. Hendrickson Lumber Company of the Masonic Temple, Chicago, handler of southern hardwoods.

Mr. Hendrickson died on January 5 of cerebral malaria. He was taken ill in the South about a week before Christmas, and returned to this city about two weeks ago, in a critical condition. He leaves a widow and three daughters, and was the first of a family of five children to pass away.

Mr. Hendrickson was born at New Buffalo, Mich., fifty-two years ago. After completing his preparatory school work he entered the University of Michigan, from which he was graduated in the class of 1880. He first went into the grocery business with his father, but soon after obtained a position as stenographer in the Insane Asylum at Pontiac, Mich. After coming to Chicago he started with the old Chicago Lumber

Company, but in 1893 he went into partnership with A. J. Howard, with which firm he continued until 1902, when he organized the F. S. Hendrickson Lumber Company. This concern was incorporated in 1908 and has so continued up to the present time. The F. S. Hendrickson Lumber Company will be continued by his associates.

The funeral services were conducted at Mr. Hendrickson's late residence, 5748 Kimbark avenue, at four o'clock in the afternoon of January 6. The remains were shipped to Ann Arbor for interment.

Mr. Hendrickson's standing in the Chicago trade was enviable. He was a man who did business on a high plane of morality, and he achieved a reputation for upright dealing that has placed his house as one of the foremost handlers of southern hardwoods in this market. His untimely taking-off is much to be deplored.

At a special meeting of the Chicago Hardwood Lumber Exchange, called for the purpose of taking action relative to the death of Mr. Hendrickson, the following resolutions were adopted:

Whereas, The members of the Chicago Hardwood Lumber Exchange learn with profound sorrow of the death of Mr. Foreman S. Hendrickson, who has, for many years, been a valued friend of all members of the lumber trade; and

Whereas, We all hold the memory of his conduct and honorable life both as a citizen and member of our organization with the highest respect and commend the emulation of his honesty and uprightness; therefore, be it

Resolved, That we express our deep sense of loss in the death of one standing so highly in the lumber trade, and commend his efforts to promote a high standard of business and civic life.

Resolved, That we extend our deepest sympathy to the afflicted family, and be it further

Resolved, That the secretary forward a copy

of these resolutions to the bereaved family and the lumber trade journals.

F. L. Brown, president of the exchange; J. H. Dion, secretary; J. S. Trainer, Fred D. Smith, Edward Skeeel, H. S. Hayden, A. W. Wylie, Park Richmond, C. L. Cross, Theo. Fathauer, A. R. Vinnedge and George Thamer attended Mr. Hendrickson's funeral as representatives of the exchange.

#### John H. Lidgerwood

On January 1 at his home in Morristown, N. J., occurred the death of John H. Lidgerwood, president and treasurer of the Lidgerwood Manufacturing Company, the largest manufacturers of logging machinery in the world. Mr. Lidgerwood was eighty years old; he had lived a life of great usefulness and was generally recognized by lumbermen all over the country, as well as by the entire machinery trade, as a man of upright and forceful character and a strong figure in his special field.

Mr. Lidgerwood was born in New York, but went to Morristown when he was only sixteen years old. He married a daughter of the late Judge Stephen Vail, who started the Speedwell Iron Works in 1812. When he began to learn the machinery business Professor Morse was working on the telegraph, and the building in which the experiments were carried on is only a few feet from the house in Speedwell avenue occupied by Mr. Lidgerwood at the time of his death. Mr. Lidgerwood was a prominent and widely beloved figure in Morristown. He was one of the organizers of the Church of the Redeemer in that city and was a member of the Morristown Club and also of the New York Yacht Club.

## Tales About Live Ones and Dead Ones.

By the Editor.

#### It Happened on Broadway

Joe Linehan of the Linehan Lumber Company of Pittsburg, who has a parquet flooring plant in New York City and an oak flooring factory at Catlettsburg, Ky., rotates between these three points. Joe tells a story about meeting a Pittsburg man on Broadway a few nights ago with his electric lights all agoing and adorned with an evening suit that was not only ill-fitting but unmistakably of ancient vintage. At home this man is one of the quiet and well-behaved sort, and belongs to the strictly good and virtuous class of the community.

Joe shook hands with the Pittsburger and passing up the subject of his unmistakable inebriety, said to him: "Where in the mischief did you get those clothes?"

The individual beamed on Joe benignly and replied: "Joe, this is a great town, and it has great hotels. Shay, Joe, do you know I am stopping at the finest hotel on Broadway. Even the bellboys there will do anything for me. A bellboy got me this suit of clothes."

#### Where He Kept His Overdraft

F. A. Kirby, salesmanager of the Cherry River Boom & Lumber Company of Scranton, Pa., has this anecdote to relate about a Columbus lumberman:

The cashier of a Columbus bank with which the individual in question did business accosted him one day with the observation:

"Where do you keep your money?"

The man hesitated at the query, but eventually observed: "Why I do business here at your bank."

"Yes, I know you do business here, but what I want to find out is where you deposit your money. All you ever have here is an overdraft."

#### Opened By Mistake

Jas. A. Cheyne of the Pennsylvania Door & Sash Company of Pittsburg, tells how he got back at a southern shipper some time ago. The institution had an order, which had been held up for months, for a carload of tupelo gum mouldings. Mr. Cheyne wrote the concern that the delivery of the goods was months past due and insisted that prompt shipment be made.

A reply to his communication materialized in the form of a long-winded and discursive letter explaining that Mr. Cheyne did not understand conditions that prevailed in the south country. The company recited the trouble with labor, the floods that had prevailed in the woods, the necessity of overhauling and repairing dry-kilns and planing mills, but failed entirely to give him any satisfaction about the delivery of his moulding order. Mr. Cheyne read the letter carefully and re-enclosed it in the envelope, which he endorsed, "Opened by mistake," and returned it to the writer.

Jim says the people are real "peevish" about it, and insist they have been insulted.



### A Man of Strong Prejudices

I knew the late W. W. Cummer of Cadillac and Jacksonville for many years, and while he was a man of remarkable acumen, forcefulness and integrity, he had one marked peculiarity, and that was the violence of his prejudices. He might forgive an injury, but he never could forget one.

Years and years ago, in the early days of the Northwestern Lumberman, a little news item crept into that paper which Mr. Cummer imagined reflected on his attitude in a suit in which he was involved. The item was of no particular moment and entirely escaped both the attention of W. B. Judson, the owner of the publication, and the copy editor, but from that time on for a period of a quarter of a century, Mr. Cummer absolutely refused to do any business with the Northwestern Lumberman or its successor. It was only about ten years ago that he permitted the resumption of business relations with the American Lumberman, and still that three-line paragraph rankled in his mind.

Years ago a brother of Mr. Cummer's became entangled in the gear works of a Shay locomotive, and was so badly injured that he died as a result. Mr. Cummer immediately "scrapped" every Shay locomotive in his operations, and would never knowingly permit the use of one of them in his works. Some years ago, unbeknown to him, his associates in the Cadillac operation purchased and used several locomotives of this type, but they were kept carefully out of his sight when Mr. Cummer visited Cadillac.

The Lidgerwood Manufacturing Company had a similar experience long years ago with Mr. Cummer. Some friends of the eminent deceased lumberman had a controversy with this company and he considered that his friends' position was right, and although at that time the Lidgerwood logging equipment was the only one manufactured that had any particular value, he got along with make-shift skidding appliances of one sort and another for years. It has only been of recent date that he again became a patron of the Lidgerwood company.

When Mr. Cummer built his big sawmill at Jacksonville he made a tentative arrangement with one of the leading trunk lines to build a branch road connecting their lines with his timber in Alachua county, Florida. The company dilly-dallied along with the proposition to such an extent that Mr. Cummer eventually became annoyed at its delay in fulfilling its obligations, and in an interview with an officer of the road expressed himself quite forcibly on this subject.

The railroad magnate evidently did not know Mr. Cummer very well, or he wouldn't have had the temerity to do what he did, for he reached over and patted Mr. Cummer on his semi-bald head with the observation, "Don't get sweaty, sonny!"

Mr. Cummer left the railroad man's office in no enviable frame of mind, and within the hour put plans under way for securing a right of way for an independent railroad line run-

ning for a distance of something like one hundred and twenty-five miles to connect his timber with the Jacksonville plant. The result was the building within a few months of the Jacksonville & Southwestern Railroad.

The big railroad system treated the matter as a joke at first, but eventually becoming convinced that Mr. Cummer was going to attempt to build the line, bethought themselves of a scheme to balk the enterprise. Cabals against the enterprise were put out in financial circles of New York, which advised against the purchase of any bonds on the property, on the ground that the road could never earn its dividends. As time progressed it was found that the entire road was being paid for in cash and no bonds were ever issued. It was this same system that eventually took over the Jacksonville & Southwestern Railroad, paying Mr. Cummer its entire cost and interest, together with a bonus of more than \$400,000 in prepaid freight receipts, applicable to his log freights.

### A Good Story if Not True

I don't want to vouch for the following story, but it is being told about a lumber inspector who buys stock for a northern house among the small hardwood mills of Tennessee. One day in a little town down in the mountains, a half-witted and more or less whiskey-befuddled mesmerist encountered the inspector among a group of friends and discoursed on his ability to perform wonderful feats of mesmerism. He alleged that he could mesmerize the inspector. The lumberman was a good-natured chap, and so he professed his willingness to pose as a subject.

The mesmerist made sundry passes with his hands over the lumber buyer's face and said to him: "Now you are mesmerized. You will believe anything I say to you. Now you are fully under my control."

The inspector fell in with the humor of the situation and said, "Yes, that's true."

"You are a hardwood lumber inspector."

"Yes," assented the victim.

"You are a good and honest lumber inspector."

"Yes," again came the assent.

"When you buy lumber of these little millmen in this country you always give them full measurement and a straight grade."

"Yes," still acknowledged the subject.

Thereupon the mesmerist straightened up, and said to the buyer, "Now if I didn't snap my finger and wake you up, wouldn't I leave you in a h——l of a fix?"

### Maligned Chicago

I found a story in an English periodical a short time ago which is a base slander on Chicago. Supposedly, it was told to illustrate a type of American humor.

It happened, so the story ran, in Chicago. The man who had lived there, no better and no worse than any others, soon after his death woke up to a new life in the other world. Within a short time he met a man from his

own city, who took him around for his first walk in his new surroundings and showed him all there was to be seen. After a while the new arrival said:

"Yes, all this is not to be underrated, and at any rate, it is ten times better than Chicago. But I can't deny that I expected something still better in heaven."

His companion's eyes grew larger as he looked at him in astonishment and exclaimed: "What do you say? Do you think this place is heaven? We are in hell. Don't you know it?"

### The Old Woodpecker Story

About once in so long the lay press revamps an old woodpecker story of bird's-eye wood being produced by the aid of sapsuckers. The latest is an alleged telegraph dispatch printed in the Chicago Inter Ocean from Bangor, Maine, and recites that after spending more than sixty years and more than \$10,000 in hunting bears and studying the ways of wild creatures, Greenleaf Davis of Mount Katahdin has begun to raise tame woodpeckers for the purpose of using them to convert ordinary rock maples into the rare and costly woods known as bird's-eye maple.

The dispatch alleges that Mr. Davis is employing redheaded sapsuckers which pick round holes in the bark of the maple, and thus produce the scars that eventually heal and produce the bird's-eye marks. There is a lot more "rot" mixed up with the article which is indicative of the paucity of real news and the fertility of the imagination of the associated press correspondent "down Bangor way."

### The Great Success of Big Splash Dam

In last issue of RECORD were related the details of the construction of the big splash dam of the Yellow Poplar Lumber Company erected above the "breaks" of the Big Sandy river, built to drive the company's logs through the five miles of rocky and tortuous channel of the cleft of the Cumberland mountains, which it passes. Even to the minds of the investors in this very expensive concrete dam, the result of this venture was considered conjectural. Therefore the RECORD is very glad to receive a communication from C. H. Crawford, secretary of the company, stating that at 4:30 on last Friday morning the fifth splash of this dam was let off with a twenty-two-foot head over the toemill, accompanied by a large number of logs.

The river is now clear of logs to Elkhorn City, although about 6,000 sticks are lodged in Elkhorn ford. It is estimated that about 30,000 logs have passed below Elkhorn City, and that there is about three and one-half feet of water in the river at that point.

On Friday, Mr. Crawford did not know how far down the Sandy the splash has taken the logs, but he judges quite a distance. The result means that 36,000 of the Yellow Poplar company's logs are being rafted in floating water and will come out to its harbor at Coal Grove on small rises in the river. Naturally he feels very jubilant over this. The dam has done even more than was expected, and seems to have solved the problem of getting out timber above the breaks of the Sandy.

Mr. Crawford and his associates are to be heartily congratulated.

# The Status of Forestry in the United States

[The following article is taken from a circular entitled "The Status of Forestry in the United States," by Treadwell Cleveland, Jr., recently issued by the Forest Service. In this issue is considered merely what the federal government is doing in forestry, as related by Mr. Cleveland; in a future number state and private forestry will be covered. This circular treats of present conditions in forestry matters so thoroughly that these articles should be of interest to every timber land owner in the country. Editor.]

## The Forest Situation

A very few years ago "forest conservation" was little more than a phrase; to-day it is a vital issue in our national development. In connection with the general plan to conserve all natural resources, it is the most important and far-reaching economic policy ever adopted and pursued by any nation.

These things are bound up with the practice of forestry because the forest is one of the chief supports of the whole material fabric of our civilization. The forest means not only a permanent supply of wood and the life of all the industries which depend upon it, but also the control of the waters for human use. There is only barrenness in the future of the nation which has lost the use of wood and the control of water.

The sort of use that was made of natural resources during the pioneering stage, while right enough at the time, is far too wasteful to be carried on into the new industrial era. In order to know how to use a thing, however, it is necessary first to find out how much of it there is to use, and taking stock of our forest resources has led to startling results.

It has shown that we are still destroying the forest as we use it; that we are taking from it every year three and a half times as much wood as is added by the new growth. It has shown that less than one-third of the growing tree felled by the lumberman is ever used at all, so that two-thirds of all the timber cut is simply destroyed. It has shown that one-eleventh of all the forests are swept by fires every year, and that on the average since 1870 forest fires have yearly cost \$50,000,000 in timber and 50 lives. It has shown that over 99 per cent of the forests in private hands—which comprise three-fourths of all the forest land and four-fifths of all the wood—is thus devastated by destructive use and the scourge of unchecked fires, while less than 1 per cent is properly handled for successive crops or effectively protected from fire. The forest as a resource is rapidly being obliterated.

It is not use which destroys the forests, but waste. Not use as such, but destructive use, combined with inexcusable neglect, is causing the forests to dwindle under our progressive demands upon them. The problem, therefore, is not to be solved by disuse, but by wise use and protection. These together will so stimulate forest growth that the needed wood may be harvested without depleting the stock on hand, and will keep

intact the protective cover at the stream sources.

In waste alone we reject more than two-thirds of the lumber that might be taken from the standing trees. At least half of this waste is unnecessary. In the first place, we waste the forest by refusing to take advantage of its full capacity for growth. Protected and properly managed, our forests will produce far more wood than they do at present. But while it is wasteful to cripple the forest by a violent lumbering which destroys young growth—the promise of the future forest—it is doubly wasteful to lock up the forest and let the ripe timber die and decay, for in the former case the forest at least contributes a temporary supply of wood, whereas in the latter case it contributes no wood at all.

## What the Nation Is Doing

### THE NATIONAL FORESTS

Congress authorized the President to establish National Forests in 1891. They were called "forest reserves" then, and in fact they were "reserves," for Congress did not at that time make provision for the use of their great resources, which are estimated to be worth over \$2,000,000,000. A law was passed in 1897, however, which made it possible to use and to protect their resources. To give them a name in better accord with their object, the "reserves" were renamed "National Forests" by Congress in 1907. Now there are nearly 195,000,000 acres of National Forests, including about 27,000,000 acres in Alaska and Porto Rico.

The object of the administration of the National Forests is to use them in such a way that they will yield all their resources to the fullest extent without exhausting them, for the benefit primarily of the home builder. The controlling policy is serving the public while conserving the forests.

The administration of the forests by men actually on the ground is secured by grouping the 150 forests in 6 districts, with headquarters, in the districts, at Missoula, Denver, Albuquerque, Ogden, San Francisco, and Portland. This arrangement also guarantees dispatch in business and prompt payments. Only matters of exceptional importance are referred to the Forester, in Washington.

### DISTRICT OFFICES

Each of the district offices has at its head a district forester and an assistant district forester. A chief of grazing has charge of range matters. A chief of products handles the preservative treatment and strength tests of timber, and studies market conditions. A chief of silviculture has charge of timber sales, planting, and silvical experiments. A chief of operation supervises the personnel of the forests; the permanent improvement work, through an engineer in charge; the accounts of the district; and the routine business. The Forest Service never passes

on the land titles themselves; this matter rests always with the General Land Office of the Department of the Interior.

Each of the chiefs and assistant chiefs of office spends about half of his time in the field on forest work.

Following is the number of forest officers on duty on December 31, 1908:

Supervisors .....	106
Deputy forest supervisors .....	70
Forest assistants .....	117
Forest planting assistants .....	11
Lumbermen .....	17
Forest rangers .....	188
Deputy forest rangers .....	420
Assistant forest rangers .....	413
Forest guards .....	151

Total ..... 1,493

### NATIONAL FOREST BUSINESS

The growth of the timber sale and grazing business of the National Forests during 1908 was remarkable.

During that year timber to the amount of 386,384,000 board feet was sold in 5,062 separate sales. Of these sales 4,584 were made for timber valued at \$100 or less.

The uses to which the resources of the forests are put are classified as follows:

(1) Timber sales, (2) free use of timber, (3) grazing, and (4) special uses, the most important of which is the development of water.

### TIMBER SALES

All timber within the National Forests which can be cut safely, and for which there is actual need, is for sale. Green timber may be sold except where its removal would make a second crop doubtful, reduce the timber supply below the point of safety, or injure the streams. The limited supply on some forests prevents sales except for local use. All dead timber is for sale.

### FREE USE OF TIMBER

Forest officers are authorized to grant permits without charge for \$20 worth of timber during any one year to persons who may not reasonably be required to purchase. This amount may be increased in cases of great and unusual need, or to assist enterprises of a public or benevolent character. Under these regulations timber is taken from every National Forest for fuel, fencing, and building material required by settlers, for mining timbers needed in developing mineral claims, and for such community uses as the construction and maintenance of schools, churches, and bridges. More than 30,714 free-use permits were issued in 1908, in which year about one-fourth of all the timber cut from the National Forests was under free-use permits.

### GRAZING

In the National Forests grazing is regulated in the interest of the stockmen, who pay for permits. The leading objects of the grazing regulations are: (1) The protection and conservative use of all National Forest land adapted for grazing; (2) the permanent

good of the live-stock industry through proper care and improvement of the grazing lands; and (3) the protection of the settler and home builder against unfair competition in the use of the range.

During the season of 1908 permits were issued to 24,000 different owners, allowing 1,380,000 cattle and horses and 7,000,000 sheep and goats to be grazed upon the National Forests. The revenue derived from grazing this stock was \$960,000.

#### SPECIAL USES

All uses of National Forest lands and resources, except those which relate to timber and grazing, are known as "special uses," among which are included the following: Residences, farms, pastures, drift fences, corrals, dairies, schools, churches, roads, trails, telephone and telegraph lines, stores, mills, factories, wharves, tanks, dams, reservoirs, etc.

For such permits a reasonable charge may be made. This charge is based chiefly upon the value of that which is actually furnished to the permittee by the Forest Service, including advantageous location and other indirect benefits, and not directly upon the profits or the magnitude of the business which is to be carried on.

#### PERMANENT IMPROVEMENTS

Permanent improvements have during the past two fiscal years been provided for by special appropriations from Congress. Roads, trails, and bridges for readier travel and transportation and the protection of the forests; telephone lines—one the greatest aids in reporting fires and getting together a fire-fighting crew, as well as in the transaction of ordinary forest business; drift and pasture fences for the control of stock, and watering places for their use; houses, barns, and corrals for various purposes, are transforming the forests and insuring the safety and convenience of settlers and users. During the year 1909, \$554,435 was expended for permanent improvement.

#### THE PROTECTION OF FORESTS FROM FIRE.

The methods of controlling forest fires on National Forests consist in:

(a) Constant patrol of the areas included within the National Forest boundaries by a picked force of rangers and guards. The present summer force of rangers and guards whose main duty is fire patrol is 1,351 men; the average area that each is required to protect is 121,506 acres.

(b) The construction of roads and trails in order to provide rapid means of travel between the various parts of the National Forests and to facilitate the massing of large forces of men to fight fire, as well as to furnish vantage points from which fire may be fought successfully; and of telephone lines connecting ranger stations with the headquarters of the forest in order that fires may be quickly reported and effective measures taken promptly to extinguish them. During the fiscal year ending June 30, 1908, 160 miles of road, 3,300 miles of trail, and

3,500 miles of telephone lines were constructed in the National Forests. In several cases also fire breaks from 16 to 100 feet in width have been constructed, from which all timber and inflammable material are removed. These check the spread of fire and afford lines of defense in fire fighting. Several miles of such fire breaks have been constructed on the National Forests in southern California, where it is especially important that the forest cover on the watersheds of important irrigation streams be protected.

(c) The equipment of the National Forest with fire-fighting tools, canteens, and other supplies necessary for fire-fighting crews. Just as rapidly as possible each National Forest will be fully supplied with shovels, axes, and other tools, which will be distributed over the forests and in cabins and tool boxes placed at points where there is the greatest danger of fire and where they can be most easily reached by road or trail.

The Forest Service has been most successful in securing the cooperation of local residents in the vicinity of National Forests, and especially of the stockmen and others who use the forests under permits of the various classes. Every permittee is required to assist the forest officers in the suppression of fire, and this assistance has been of the utmost value.

#### OTHER FOREST WORK OF THE GOVERNMENT

In addition to administering the National Forests, the Forest Service carries on many lines of forest work; in the investigation of forest problems; cooperation with other departments of the national government, with states, and with private owners; the dissemination of information, and various kinds of educational work.

#### STATE CO-OPERATION

The Forest Service cooperates with states in making examinations of their forest conditions and outlining forest policies necessary to protect and maintain the timber supply. Preliminary examinations are often followed by more comprehensive studies, which include, among other things, a detailed forest map and an estimate of the timber, plans

for systematic management of the timberlands, and a general forest policy for the state. The cost of such examinations is shared equally by the Forest Service and the state. In addition, experiments in nursery practice and field planting are conducted in cooperation with state educational institutions and state forest commissions.

#### PRIVATE CO-OPERATION

Private owners of timberland, large or small, may secure the aid of the Service in the care of their timberlands and in planting. Forest Service Circular 165 outlines the plan of cooperation with owners of timberlands. Any owner who wishes to learn whether forestry might be profitable to him may apply to the Service for an examination by one of its experts. A preliminary examination is made on the ground and a report in all cases is submitted to the owner. If the tract is large and the owner desires a working plan afterwards, a party is sent to collect the necessary data. The investigation is conducted from both the forester's and the lumberman's point of view. When the field data have been collected, a working plan is made which takes into account the special needs or purposes of the owner. The recommendations in the plan enable the owner to derive from the forest the fullest and most permanent revenue which is consistent with his special requirements. Applications for assistance of this character have been received from the owners of about 10,000,000 acres of forest.

The Forest Service provides two forms of assistance to prospective tree planters: (1) Advice for forest planting in all the principal planting regions, which can usually be given free of cost by means of publications and an advisory letter, together with lists of dealers who sell plant material of the species recommended; (2) examinations of tracts in regions where a detailed study has not been made, and which present problems of great economic importance and high experimental or educational value. As a result of such examinations, planting plans are usually prepared.

## News Miscellany

### Oklahoma Hardwood House

The Pioneer Hardwood Company, with general offices at Wagoner, Okla., announces that its new mills and finishing factory at Durant, Okla., are almost finished. With this factory completed the Pioneer Hardwood Company will have two thoroughly equipped, modern wagon-wood plants located in the heart of various timber sections. For competitive delivery the company is well located, having outlets over the St. Louis & San Francisco, the Missouri Pacific, the Missouri, Kansas & Texas and the Missouri-Oklahoma and the Gulf railroads. The policy of the company will be continued as in the past to manufacture a strictly high-grade line of hardwood lumber and vehicle woods, and to maintain complete assortments.

At the Wagoner, Okla., plant, where the company's general offices are located, the Pioneer Hardwood Company has a sawmill, storage

yards and finishing plants, and a duplicate of this equipment at its plant No. 2 at Durant, Okla.

### Incorporate to Centralize Interests

S. E. Slaymaker & Co., the big West Virginia spruce, hemlock and hardwood house, with headquarters Fifth Avenue building, New York, who are sales agents of the large lumber output of the West Virginia Pulp & Paper Company, have, in line with the centralization of all those interests as recently instituted, incorporated under the laws of West Virginia, under the style of S. E. Slaymaker & Co., Inc. The stock of the new corporation is but nominal and will be owned by Mr. Slaymaker and the Messrs. Luke and their associates in the West Virginia pulp and paper institution, and is the last step in the centralization of all those interests under the latter named style. S. E. Slaymaker & Co., Inc., will

continue the selling agency of the lumber output as above noted, in addition to which their charter is broad enough to permit them to acquire other properties and to do such general business as they may desire.

### Building in Chicago During 1909

Permits for Chicago buildings aggregating in value nearly \$90,000,000 were issued by the building department during 1909. This is the high water mark in the history of the city and shows an increase of nearly \$22,000,000 over the building total of 1908, which was a record-breaker itself.

From January 1 to December 30 permits were taken out for the construction of 11,228 buildings, with a total frontage of 311,477 feet and involving a cost of \$89,833,480, against 10,771 buildings, 291,655 feet of frontage, and \$68,204,080 in cost for 1908.

The 1909 figures in detail follow:

1909—	No. bldgs.	No. ft. frontage.	Cost.
January .....	669	18,873	\$ 8,227,700
February .....	828	22,873	5,159,000
March .....	1,254	32,831	8,145,800
April .....	1,082	30,129	8,047,900
May .....	1,054	31,332	12,609,480
June .....	1,182	29,468	7,786,300
July .....	954	27,024	6,856,250
August .....	894	22,083	4,801,650
September .....	957	26,880	7,720,500
October .....	986	28,701	7,603,400
November .....	891	25,624	6,825,700
December .....	477	13,659	6,001,000
Totals .....	11,228	311,477	\$89,833,480

The first high water mark in Chicago building was set in 1890, when the boom which preceded the world's fair started. During that year, building to the extent of \$47,322,100 was done in the city. The following year the amount was \$54,000,000, and in 1892 it was \$63,000,000. This mark held the record until 1905, when it was equaled. In 1906 a record of \$64,298,335 was set.

### Interests Consolidated

William D. Mershon of 9076 Metropolitan Life building, New York City, engaged in wholesale lumber and manufactured wood goods trade, has merged his business with that of his brother, the John D. Mershon Lumber Company of Saginaw, Mich. Offices will be maintained at both New York and Saginaw, and the future business of the house will involve the handling of Michigan, west coast and southern lumber products of all varieties.

The Messrs. Mershon have had a wide experience in nearly every detail of lumber purchases and sales, are strictly honorable in all their dealings, and the new house should meet with success. At the present time John D. Mershon is in California concluding arrangements with the Pacific Lumber Company for the handling of its redwood output in the territory east of the Mississippi and north of the Ohio rivers.

### Committees of National Veneer & Panel Manufacturers' Association

The following is a roster of the committees that have been appointed by the National Veneer & Panel Manufacturers' Association for the ensuing year:

#### NOMINATING COMMITTEE

D. W. Williamson, chairman, Baltimore, Md.  
R. A. Rothermel, Batavia, Ill.  
F. A. Richardson, Alpena, Mich.

#### COMMITTEE ON CONSTITUTION AND BY-LAWS.

S. B. Anderson, chairman, Memphis, Tenn.  
C. T. Crandall, Brockton, N. Y.  
H. M. McCracken, Louisville, Ky.

#### AUDITING COMMITTEE

L. P. Groffman, chairman, St. Louis, Mo.  
R. V. Parsons, Benton Harbor, Mich.  
C. W. Talge, Evansville, Ind.

#### COMMITTEE ON RESOLUTIONS

J. N. Penrod, chairman, Kansas City, Mo.

Haines Ebert, Goshen, Ind.  
J. C. Hill, High Point, N. C.

#### ARBITRATION AND GRIEVANCE COMMITTEE

D. E. Kline, chairman, Louisville, Ky.  
F. E. Hoffman, Ft. Wayne, Ind.  
E. W. Benjamin, Cadillac, Mich.

#### ENTERTAINMENT AND PROGRAM COMMITTEE

E. H. Defebaugh, chairman, Chicago, Ill.  
H. S. Young, Indianapolis, Ind.  
W. C. Calhoun, Sheboygan, Wis.

#### MEMBERSHIP AND CREDENTIALS COMMITTEE

M. C. Dow, Jr., chairman, Goshen, Ind.  
R. C. Dayton, Rhinelander, Wis.  
W. L. Kile, Akron, Ohio.

#### COSTS AND VALUATION COMMITTEE

B. W. Lord, chairman, Burnside, Ky.  
A. E. Gorham, Mt. Pleasant, Mich.  
W. C. Bass, Indianapolis, Ind.

#### CLASSIFICATION AND GRADING COMMITTEE

J. D. Maris, chairman, Indianapolis, Ind.  
J. T. Edwards, Medford, Wis.  
W. S. Walker, Portsmouth, Ohio.

#### RAILROAD CLASSIFICATION AND CLAIMS COMMITTEE

Burdie Anderson, chairman, Munising, Mich.  
D. E. Kline, Louisville, Ky.  
B. W. Lord, Burnside, Ky.

### Holly Lumber Company Succeeds the Crosby & Beckley Company

The Crosby & Beckley Company, the veteran and well-known hardwood jobbing house of New Haven, Conn., announces that it has been dissolved by mutual consent and is succeeded by the



R. L. WALKLEY, PRESIDENT HOLLY LUMBER COMPANY

Holly Lumber Company, which will continue the business of manufacturing and wholesaling, with principal offices at 42 Church street, New Haven, Conn.

The Holly Lumber Company is the name under which the Crosby & Beckley Company has carried on one of its manufacturing institutions for the past ten years. This plant is located at Pickens, W. Va., and the output has been sold in the past by the parent company. For the purpose of simplifying its business affairs, the Holly Lumber Company will hereafter sell its output direct to the trade, and will also handle the wholesale business heretofore carried on by the Crosby & Beckley Company.

Of the Holly Lumber Company, R. L. Walkley is president; W. E. Douglass, vice-president; E. A. Beckley, treasurer, and T. C. Beckley, secretary. The company specializes in poplar, but also handles a good deal of oak and other woods.

### African Timber

In a report on the timber resources of Germany, Consul Thomas H. Norton of Chemnitz says that the Empire is making earnest efforts to become independent of other countries by looking to territories in Africa. He says:

"Germany was one of the first countries to recognize the vital importance of forest conservation and of forestry itself as a branch of applied science, standing on the same level with agriculture and mining. Despite the care that has been taken to protect the forests for over half a century, the supply of native woods is now insufficient to meet the demands for fuel and industrial purposes, so that increasingly large amounts of lumber are imported. Germany's foreign supplies of ordinary lumber come chiefly from Russia, Austria-Hungary, Scandinavia, France and the United States. Choicer and more expensive varieties come from the East and West Indies.

"For some months two experts have been actively engaged in studying the forest conditions in the colonies of western Africa, Togo and Kamerun. Most of the time was spent in the latter territory, which embraces over 200,000 square miles. The examination covered the regions that are easily accessible to the chief streams, the Mungo, Sanaga and Wuri, and to the two railroad lines now in course of construction. Much of the surface is covered by thick forest, and there is a great variety of different woods. Some 600 varieties are represented in the collection of samples brought back to Germany. There seem to be no extensive forests in which any one sort of timber predominates. Lumbering aiming at the gathering of any one variety can not be carried out with any degree of economy.

Hardwoods form the great bulk of the forests, and among these the heavier sorts are most common. About one-half of the available timber is regarded as of distinct industrial value. The exact value of many varieties can not be definitely determined until the large collection of samples has been submitted to technical tests, as the woods have not been introduced industrially in Europe. In order to make lumbering operations profitable, the timber should be sawed in the colony and shipped in the half-manufactured form to Germany. Conditions are favorable for such undertakings. Water power is available, and the refuse of the mills would supply, likewise, fuel for steam purposes. Transport from the interior to the coast by water is easy, and can be supplemented by the use of the railroads in construction. The timber of minor value for export can be utilized largely for charcoal and pulp, as well as for destructive distillation.

"As a result the experts regard the Kamerun colony as capable of contributing a valuable quota to Germany's timber supply. They recommend the prompt introduction of scientific forestry, in order to preserve the wooded regions as constant sources of timber.

"In the smaller colony of Togo, which embraces about 20,000 square miles, the conditions are quite different. It has been ordinarily assumed that this territory was well wooded like Kamerun. This may have been the case once, but a careful estimate now fixes the forests at about 200 square miles, lying in the hills and along the water courses. The practice of systematically burning off the grass on open tracts seems to have been the chief factor in reducing the former area of forests and in preventing its extension. The character of the timber is much as in Kamerun. The experts report that in this remote section of Africa, where natural conditions should favor luxuriant forest growth, there is now actually more need of the application of scientific measures to protect and extend tree growth than in any of the southern countries of Europe, so sadly denuded of forests."



### Opportunity for Sale of American Furniture in Venezuela

Consul Isaac A. Manning of La Guaira, believing that American-made furniture would find greater sale in Venezuela if certain simple points were heeded in packing, etc., makes the following reply to the inquiries of a manufacturer in this country:

"There has been but slight importation of furniture during recent years into Venezuela owing to the unsatisfactory economic conditions.

"Germany leads in amount. Of the wooden furniture from Germany the principal items are imitation Vienna chairs and rockers. These articles are not particularly attractive in appearance nor lasting in quality, yet in default of more attractive articles of equal utility and cheapness they seem to have a demand. The discomfort and instability of the Austrian rocker and light straight chair are so palpable that it seems a sale might easily be established for American chairs. But, of course, one thing must be taken constantly into consideration, and that is cost of goods laid down in Venezuela.

"One thing that militates against cheapness in the American furniture is its weight, and also, usually (and this of itself is almost fatal to the effort to overcome the competition), the excessive weight of the packing, on which not only freight but duty must be paid. Thus our furniture manufacturers must compete with a trade which supplies a line of reasonably neat-looking goods in chairs, round black frames, cane seats, which can be retailed in this country by the set, consisting of a sofa, two rockers, two armchairs, and a dozen straight chairs, for \$60. These are shipped in the flat, baled in burlap, and are sold so. If set up before delivery an extra charge of \$5 is made on the set.

"A very cheap, poorly finished, straight chair is made in the country, there being three establishments in Caracas, none of which is well equipped for the work. These can be bought for from \$2 to \$3.50 each. They are not as attractive and in no wise compare with the cheap maple or beach wood chairs made in the United States and retailed there for one-third the money.

"The United States has the lead in office and house furniture of the better grades, as the convenience of the American product and its finish appeal to the man wanting a handy and good-looking office, etc. Sale of these articles could be greatly enhanced, however, if in some manner the cost of duty and freight could be lowered. In office desks and furniture of that character, if the goods could be shipped in bales, knocked down, cost of importation would be greatly reduced; a minimum freight rate could be demanded, and advantage taken of reduced customs charges. The desire for this sort of furniture is sure to grow, but its becoming a demand must of course be dependent on the cost of the articles as compared to the would-be purchaser's financial ability. Where it is possible to use them, screws and bolts should take the place of glue for the tropics; or where glue must be used, manufacturers should be careful that it is prepared to stand the moist heat of these countries.

"The duty on furniture coming into Venezuela is levied on the gross weight, including the packing, and is as follows, the bolivar equaling \$0.193 and the kilo 2.2 pounds: Furniture of iron and wood, or of common wood, of wicker, of straw, rattan, or rush, 0.75 bolivar plus 55 per cent surcharge per kilo; furniture of fine wood, such as palisander, mahogany, rosewood, walnut, or oak, such as may be upholstered, and of common wood if gilded, 1.50 bolivars plus 55 per cent surcharge per kilo.

The sale of office furniture and appliances should be greatly extended in Venezuela, but demonstration of the use of many new wrinkles in this line is necessary to its fullest development. During the past year the number of typewriters in use has been greatly extended

in this district, principally through the activity of an American agent. He is also taking some interest in showing the merchant and business man some of the benefits of better office equipment, which should naturally include typewriter desks. One man, however, can not do it all in an extended territory like Venezuela. It is thus an open field, and should have greater attention from manufacturers of furniture and appliances than they have given it.

### Building Operations for 1909 and 1908 Compared

Official reports from some fifty building centers throughout the country, as compiled by The American Contractor, Chicago, show a gain in the aggregate of 42 per cent for 1909 as compared with the previous year, only five cities showing losses, and these of little moment. The cities scoring an increase of 50 per cent or over are: Bridgeport, 79; Des Moines, 172; Manchester, 207; Newark, 95; New York, 56; Oklahoma City, 233; Omaha, 56; Philadelphia, 50; Rochester, 86; St. Paul, 58; Scranton, 68; Salt Lake City, 70; Worcester, 79. The details will be found in the following table:

City.	1909. Cost.	1908. Cost.	Per Cent Gain. Loss.
Baltimore .....	\$ 7,913,296	\$ 6,374,703	24 ..
Birmingham .....	2,341,705	2,575,116	.. 9
Bridgeport .....	2,966,559	1,648,490	79 ..
Buffalo .....	9,895,000	6,847,000	47 ..
Chicago .....	90,558,380	68,204,080	32 ..
Cleveland .....	13,028,294	9,761,869	33 ..
Chattanooga .....	1,120,181	1,212,700	.. 7
Cincinnati .....	7,794,529	6,428,988	21 ..
Columbus .....	3,598,601	3,400,275	6 ..
Dallas .....	3,393,683	2,306,098	47 ..
Denver .....	11,554,983	10,098,020	14 ..
Des Moines .....	2,399,758	883,049	172 ..
Detroit .....	14,300,450	10,682,170	34 ..
Duluth .....	3,680,227	2,739,536	34 ..
Grand Rapids .....	2,872,427	2,181,758	31 ..
Hartford .....	3,440,925	3,107,348	10 ..
Indianapolis .....	7,156,560	5,995,928	21 ..
Kansas City .....	13,368,738	10,562,041	26 ..
Louisville .....	3,172,311	2,914,141	9 ..
Manchester .....	1,797,018	585,285	207 ..
Milwaukee .....	11,776,098	10,065,669	16 ..
Minneapolis .....	13,092,410	10,093,915	29 ..
Memphis .....	4,324,377	3,300,508	31 ..
Mobile .....	526,164	710,885	..
New Haven .....	4,226,472	3,091,465	36 ..
Newark .....	14,177,159	7,161,668	95 ..
New Orleans .....	5,165,176	5,744,311	.. 10
Manhattan .....	144,332,212	95,516,127	51 ..
Brooklyn .....	60,150,476	39,828,866	51 ..
Bronx .....	41,715,265	22,303,253	86 ..
New York .....	246,177,953	157,648,248	56 ..
Oakland, Cal. ....	5,318,512	6,325,062	.. 15
Oklahoma City .....	5,893,120	1,734,938	233 ..
Omaha .....	7,204,140	4,590,650	56 ..
Philadelphia .....	42,881,370	28,408,580	50 ..
Paterson .....	2,529,944	2,024,241	24 ..
Pittsburg .....	16,549,526	12,168,496	36 ..
Portland, Ore. ....	13,470,280	10,495,131	29 ..
Rochester .....	9,272,132	4,973,317	86 ..
St. Paul .....	12,089,451	7,625,638	58 ..
St. Louis .....	23,733,272	21,190,369	12 ..
San Antonio .....	3,453,598	2,382,315	44 ..
Scranton .....	3,987,943	2,366,405	68 ..
Seattle .....	19,044,218	13,777,320	38 ..
Spokane .....	8,766,226	5,927,548	47 ..
South Bend .....	718,965	591,822	21 ..
Syracuse .....	4,961,674	3,317,195	49 ..
Salt Lake City .....	8,077,820	4,728,000	70 ..
Toledo .....	3,044,408	2,092,873	45 ..
Washington .....	15,887,478	11,425,274	39 ..
Wilkes Barre .....	2,121,234	1,690,986	27 ..
Worcester .....	4,304,435	2,434,571	79 ..
Total .....	\$719,189,175	\$506,388,005	42 ..

### A Live Concern

"And he gave it for his opinion, that whoever could make two ears of corn, or two blades of grass, to grow upon a spot of ground where only one grew before, would deserve better of mankind, and do more essential service to his country, than the whole race of politicians put together."

Thus spake Jonathan Swift.

If his proposition is correct, as it undoubtedly is, the sawmill world owes a debt of gratitude not easily measured to the Gordon Hollow Blast Grate Company of Greenville, Mich., whose wonderful grate makes two boilers do the work of three.

The Gordon Hollow Blast Grate Company was

organized in February, 1890. On the original board of directors were R. F. Sprague, T. J. Potter, C. L. Hecox, W. D. Johnson and C. W. Johnson, all of Greenville.

The present officers are R. F. Sprague, president; L. W. Sprague, vice-president, and Paul van Deinsse, secretary and treasurer. They also constitute the board of directors.

The success of the Gordon hollow blast grate has been phenomenal. It is used in sawmills in all parts of the world, as well as in plants manufacturing veneers, hoops, staves, heading, etc., and is conceded to be indispensable where the boilers are overloaded or fine, wet sawdust is employed as fuel.

It gives perfect control over the fire, making it possible to economize fuel on the one hand, at times when but little steam is needed, or to crowd the boilers on the other, where they are taxed to their full capacity.

The grate further saves labor in firing.

Last, but not least, it is so durable that in the end it is much cheaper than a draft grate.

The Gordon Hollow Blast Grate is suitable for either plain furnaces or Dutch ovens. It can be applied to any number of boilers, from one up. The largest outfit can be installed without losing a single hour—that is, it can be installed between quitting time Saturday and starting up time Monday morning. A fire can be maintained on it when the blower is idle, if desired, as at night, without difficulty and without injury to the grate.

But the service the Gordon Hollow Blast Grate Company has rendered the lumber trade is not confined to its introduction of the Gordon hollow blast grate.

It was also the first to place on the market a gang edger for portable and small stationary mills, and its Tower line of edgers and trimmers is almost as well known as the Gordon hollow blast grate. At the present time the company is building seventy-two sizes and styles of edgers and ten sizes of trimmers, which enables the purchaser to select a machine perfectly adapted to his requirements in every particular.

Those who lack steam, who wish to burn sawdust or other refractory fuel, or who are in the market for an edger or a trimmer, would do well to drop a line to the Gordon Hollow Blast Grate Company, Greenville, Mich., stating the situation.

### The Last Yew Forest in Bavaria

Consul George Nicolas Ifft of Nuremberg states that a bit of primeval yew forest is still to be found in the Bavarian highlands of Germany.

This tree, he says, whose wood was so eagerly sought in the days when the crossbow was still a dangerous weapon of warfare, was, in the middle ages, widely distributed over Germany, but is today almost extinct, and even most German foresters know it only as a very rare tree, individual specimens of which are here and there preserved. There is, however, a tiny yew woodland still in existence in the Bavarian mountains, near the village of Paterzell and not far from the royal city of Munich itself. It covers an area of not much more than a half mile square. Here along the peaty shores of the dried-out lake of Zell grow the last of the yew trees.

It is primeval forest land and, according to a recent count, comprises some 845 large and 1,456 small trees. The larger trees are at least 200 to 500 years old, and, perhaps, hundreds of years more. The smaller trees are all under 50 years. The largest of the trees, at a height of four feet from the ground, has a circumference of 8 feet 8 inches, and quite a number of them are more than 6 feet in circumference, and have heights varying from 50 to 60 feet. The larger trees are much damaged by storm and still more through the cutting away of the young sprouts in the spring. These dark-green, needled branches are much sought for wreaths and for decoration.



Fortunately, if it may be so put, the old trees are all more or less rotted and their wood thus rendered useless, for to this fact undoubtedly is due their preservation. A small part of the yew woodland belongs to the community of Paterzell, but by far the greater part is included in the state forest reserve. There is at present a movement on foot looking to the preservation of these rare trees.

### New Officers St. Louis Lumbermen's Exchange

At a meeting of the Lumbermen's Exchange of St. Louis held on Monday, January 3, the following officers and directors were elected for the coming year:

President—George E. Hibbard.

Vice-President—R. F. Krebs.

Directors—A. J. Lang, F. Waldstein, Alf. Johanning, J. R. Massengale, Loyd G. Harris, Tom Powe, William W. Milne.

The Arbitration Committee consists of Peter



GEORGE E. HIBBARD, NEW PRESIDENT ST. LOUIS LUMBERMEN'S EXCHANGE

Whaley, F. C. Moore, Edward Wiese, W. R. Chivvis and R. J. O'Reilly.

The secretary will be elected by the Board of Directors at the first meeting held. A. H. Bush who has so efficiently performed the office of secretary will undoubtedly be reelected to that office.

### A Big Poplar Contract

A few days ago The Hardwood Lumber Company of Cincinnati, as purchasing agent of the General Motors Company, closed what is probably the largest deal for poplar ever made in the history of the trade. It involved upwards of \$500,000 worth of high-grade poplar and special widths of panel stock for delivery during 1910. It included an option on about the same amount for 1911. This particular purchase was for the Buick Motor Company of Flint, Mich. Participating in the sale were the Yellow Poplar Lumber Company of Coal Grove, O., and the W. H. Dawkins Lumber Company of Ashland, Ky.

While this was the largest order for poplar ever placed, it is only a small part of the stock that The Hardwood Lumber Company is prepared to buy for the General Motors Company during 1910.

### Imports and Exports for November, 1909

Advance sheets from the Monthly Summary of Commerce and Finance, issued by the Department of Commerce and Labor, showing details of imports and exports for the month of Novem-

ber, 1909, show that wood and manufactures thereof to a total value of \$5,304,346 were imported during November, 1909, as against a total of \$4,220,739 during November, 1908.

Exports of domestic woods and manufactures thereof for the same month of 1909 reached a total of \$5,498,070 as compared with \$4,544,467 the previous year.

Under Exports of Foreign Merchandise it is found that wood and manufactures thereof to a total value of \$109,840 were shipped out of the country in November, 1909; in November, 1908, the total was \$103,153.

In each case there was a substantial gain, showing that the country's prosperity continues to grow.

### Meeting Cincinnati Lumbermen's Club

The first meeting of the new year held by the Cincinnati Lumbermen's Club was the most interesting in its history. Aside from its importance as a business meeting, the principal work of which was the raising of funds and the arrangements of committees on entertainment for the convention of the Hardwood Manufacturers' Association of the United States, which meets here on February 1, 2 and 3, a program of rare excellence was afforded by Chairman Joe Bolser of the entertainment committee.

At 6:30 p. m. the dinner was served, and while this was being enjoyed the "Pork Chops" band sang songs and rendered a number of instrumental numbers. Perfectos being passed, President Clif S. Walker introduced Howard Saxby, the noted humorist, who gave a short talk on "Statistics," but which was as devoid of figures as a frog is of hair. But it was funny, and all present shook down their dinner with laughter.

Minutes were read and approved and the announcement made that applications for membership of Harry R. Browne, the Swann-Day Lumber Company, and the Standard Lumber Company had been favorably reported and they were unanimously elected to membership.

An invitation for a series of games between the bowlers of the Queen City Furniture Club and the Cincinnati Lumbermen's Club was accepted, and E. J. Thoman was chosen to manage the lumbermen's end of the contest.

An invitation to attend the convention of the Indiana Hardwood Association at the Denison hotel, Indianapolis, Ind., on January 13, was read and accepted. Jim Buckley of Brookville was present and promised all who would attend a most enjoyable time.

A letter from the secretary of the National Boxmakers' Association, thanking the club for the invitation to hold its convention of 1910 in Cincinnati, was received and read. It stated that the Executive Committee had decided on French Lick Springs as the place for the convention.

A letter of thanks from the widow and family of James King was read, thanking the club for floral tribute and courtesies extended.

The following letter from E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, was read, and was the basis of a long discussion:

NEW YORK, Dec. 21, 1910.—W. S. Sterrett, Secretary Cincinnati Lumbermen's Club—Dear Sir: Following the adverse decision of the Interstate Commerce Commission in the matter of car stake and equipment complaint, the National Wholesale Lumber Dealers' Association appointed a committee of its own members to consider the feasibility and advisability of carrying out one of the suggestions contained in the report submitted to the complainant associations by Counsel Ross and Associate Counsel Stone. After careful consideration this committee decided that the only practical line of action lay in an effort to obtain from Congress an amendment to the Hepburn act which would compel the railroads by law to furnish the car stakes and other equipment necessary for the transportation of lumber and similar commodities upon flat or gondola cars. A bill was accordingly prepared and in-

troduced in the House of Representatives at the last session of Congress known as the House Bill No. 27,528, but owing to the shortness of the session and the failure of Congress to consider any railroad legislation nothing was done with this bill.

At the meeting of the board of trustees of the Wholesale Lumber Dealers' Association held in New York on December 10, the committee of this association, known as the Congressional Car Stake Committee, composed of F. R. Babcock, of Pittsburg, chairman; L. L. Barth, Chicago, Ill.; R. W. Higbie, New York City; J. L. Kendall, Pittsburg, Pa., and Lewis Dill, Baltimore, Md., was instructed to take steps to have the same bill presented at the present session of Congress to make an effort to accomplish its passage.

The plan outlined by the committee consists in asking the cooperation of the associations which joined with us in the old car stake and equipment complaint, and of such individuals as may wish to associate with us.

It will be necessary for a strong delegation of representative lumbermen to appear before the committee of Congress having this matter in charge and to present their argument in support of the bill. In addition to the traveling expenses of these delegates, the expense of prosecuting this effort will be very inconsiderable compared to the expense incurred in making the original fight before the Interstate Commerce Commission.

Each association desiring to be represented will be asked to provide for the expense of its own delegates, and in addition to contributing a moderate sum for the general expenses, such as printing briefs, employing clerical assistance, etc.

Our association feels that the justice of the cause and the great advantage to be derived from it by lumbermen generally and from the passage of such an act, fully warrant the very limited expenditure which will be necessary to make this additional effort. Having already expended such a considerable sum it would be unwise to drop the matter without action on the suggestion of counsel which apparently promises relief. Although our main contention was defeated, we have at least obtained a valuable concession in the matter of allowance for the weight of stakes.

We hope that you will feel sufficiently interested in this matter to consent to furnish as many delegates as possible to present a strong argument before the committee of Congress at Washington. It is probable that the hearing will be set for some time during the month of January and therefore prompt action is necessary.

Will you kindly advise us, therefore, at your very earliest possible opportunity whether your association is willing to further join us in this action and indicate the maximum amount which you would be prepared to contribute to the fund for general expenses, with the confident assurance on our part that this expense will be made as light as possible, and that you will not be called upon for more than your proportion for any amount expended.

While our association has already taken the initial steps, we believe that your earnest cooperation, and particularly in the matter of sending delegates, is necessary to success, and in view of the interest which you have already shown, we therefore urge upon you to join with us in this renewed effort.

Upon receipt of your reply, Chairman Babcock will inform you fully as to the exact plans of his committee, and keep you advised as to the date of the hearing and all other matters connected with the work. Yours very truly,

GEORGE F. CRAIG, President.

E. F. PERRY, Secretary.

On motion of W. A. Bennett, it was decided to send two delegates to the conference at Washington on Car Stakes and Equipment.

The report of the special committee on entertaining the convention of the Hardwood Manufacturers of the United States was presented as follows:

CINCINNATI, O., Dec. 3, 1910.—C. S. Walker, President Cincinnati Lumbermen's Club—Dear Sir: Your committee appointed at the last meeting of the club for the purpose of cooperating with the Manufacturers' Association in making their coming meeting to be held in Cincinnati a success, beg to report that it is the sense of this committee that the club show their appreciation in Cincinnati having been chosen as the meeting place of the association by properly entertaining them.

The committee at this time is unable to ascertain the approximate number which is expected to attend this meeting, consequently can form no definite opinion as to the cost of entertaining. We would recommend, however, that if the club undertake the entertainment that they do so in a manner that will reflect the greatest credit upon the good city of Cincinnati and this club, and which will leave a fragrant and lasting remembrance of Cincinnati hospitality (to be afterwards reflected in a pecuniary way) and

to avoid any likelihood of any flaw appearing in the entertaining by reason of insufficient funds, we would suggest that the matter be not undertaken unless there can be raised a guaranteed subscription of approximately \$5,000. In the event that this sum be not required the surplus can be returned.

As a method of raising this subscription we suggest that the club subscribe \$1,000, the balance of \$2,000 to be raised by individual subscriptions from members of the club, who are inclined to subscribe an amount in excess of their proportion of the subscription, and from subscriptions which we think can be procured from concerns located here who derive a source of profit through their dealings with the lumber interests, and to whom the meeting, viewed from a business standpoint, will, by being held here, be of as much advantage to them as to the lumber interests. Very truly yours,

CHARLES F. SHIELS,  
W. E. DELANEY,  
B. F. DULWEBER,  
Committee.

The report of the committee brought out a strong discussion, all of which was in favor of giving the convention such a reception as will forever make the delegates have a warm spot in their hearts for Cincinnati's hospitality and the character of her lumber merchants as business men.

On motion, the chair appointed the following committee to have charge of the finances and the raising of an entertainment fund of such proportions as will enable them to show the visiting lumbermen the most enjoyable time of their lives: Fred W. Mowbray, chairman; W. E. DeLaney, B. F. Dulweber, Clinton Crane and Chester F. Korn.

A circular letter from George F. Craig, president of the National Wholesale Lumber Dealers' Association, was read, which gave a detailed statement of hotel rates and accommodations at the Sinton hotel where the convention will be held. A large attendance is indicated. It is requested that members having any suggestions as to subjects to be discussed forward the same to the secretary at the earliest date, in order that they may be referred to the proper committees for investigation and report.

A letter from a lumber concern that for a long time has been operating under questionable methods was read, offering for sale lumber at far below its real value. As the concern referred to is well known in Cincinnati, it was considered advisable that lumbermen at other points be careful in looking into the rating and commercial standing of lumbermen with whom they are unacquainted, before shipping lumber to them.

On motion, it was decided that the Lumbermen's Club be incorporated as an organization for profit, and the Executive Committee was instructed to file articles of incorporation with the Secretary of State.

The meeting then adjourned.

Those present were:

H. W. Fagin.	M. R. Short.
M. Christie.	M. R. Williams.
C. F. Korn.	S. G. Boyd.
R. McCracken.	J. M. Cheely.
Ferd Brenner.	A. Schmidt.
H. A. Freiberg.	S. G. Cobbett.
J. Watt Graham.	G. M. Morgan.
J. E. Dulweber.	C. C. Trimble.
W. E. Talbert.	S. W. Richey.
Jas. Buckley.	J. N. Powers.
A. V. Jackson.	H. A. Hollowell.
C. H. Bryant.	H. R. Welling.
H. R. Browne.	S. E. Giffen.
E. J. Thoman.	C. S. Walker.
Howard Saxby.	F. W. Mowbray.
A. A. Mason.	Fred Duling.
E. Steinlein.	W. Quick.
O. J. Allen.	J. A. Van Orsdel.
A. Heidt.	S. Mengies.
A. Heider.	I. M. Asher.
J. D. Pease.	B. E. Gray.
R. W. Walker.	W. Rees.
W. J. Eckman.	H. J. Pfister.
W. A. Bennett.	W. E. Johns.
W. K. Mead.	J. G. Trimble.
Jas. D. Zoller.	B. F. Dulweber.
W. S. Sterrett.	G. C. Ault.
Chas. Groves.	W. H. Flinn.
J. D. Serena.	G. E. Linz.
G. W. Hand.	J. H. Wehry.
R. L. Gilbert.	Jos. Bolser.
J. P. Hamilton.	S. B. Taylor.
H. Saxby, Jr.	A. E. Hart.
D. Hinckley.	S. A. Conn.

### Monthly Meeting Baltimore Exchange

The first monthly meeting of the new managing committee of the Baltimore Lumber Exchange, elected December 6, was held January 3, when the new president, John L. Alcock, announced the appointment of the following standing committees for the year:

Arbitration and Grievances—Lewis Dill, chairman; Theodore Mottu, Maurice W. Wiley, Rufus K. Goodenow and E. P. Gill.

Inspection—Ridgeway Merryman, chairman; William M. Burgan and Theodore Mottu.

Hardwood Inspection—Richard W. Price of Price & Heald, chairman; John J. Kidd of the Kidd & Buckingham Company, and Frank A. Parker of Mann & Parker.

Membership—Richard W. Price, chairman; Henry C. Matthews, of Thos. Matthews & Son, and E. P. Gill.

House—George E. Waters, chairman; Henry C. Matthews and Parker D. Dix.

Legislation and Transportation—William M. Burgan, chairman; Rufus K. Goodenow, Maurice W. Wiley, George E. Waters and Geo. H. Poehlmann.

Lewis Dill, William M. Burgan, Henry P. Duker of Otto Duker & Co., George B. Hunting and Theodore Mottu were named a special committee to confer with the wholesale and retail members of the trade with the view to bringing about closer relations. The committee was provided for by a resolution adopted at the annual meeting of the exchange. The Managing Committee also provided for the appointment of a committee on the car stake question to cooperate with the car stake committee of the National Wholesale Lumber Dealers' Association.

### New Year's Jollification of Philadelphia Lumbermen

As is the annual custom of the Lumbermen's Exchange of Philadelphia, the last afternoon of the old year was devoted to a social union and general jollification. At one o'clock George A. Howes, chairman of the office and entertainment committee, announced in his stentorian voice that luncheon was served in Griffith's Hall on the second floor of the building, to which all repaired in the heartiest good fellowship to partake of a dainty repast, provided by the efficient and never failing caterer, Wiener, after which, as the hands of the clock pointed to two, President Herbert P. Robinson, who also acted as master of ceremonies, mounted an impromptu stage and informed all present with great gusto that the performances would begin. After a lively overture by the pianist, the famous Kindling Wood Quintette of the Exchange, delivered themselves of a significant and soul stirring selection, which brought down the house. Then the fun increased when Lawrence Sharkey took the floor and reeled off some of his side splitting Irish stories. Following the first installment of these, H. C. Saylor, whose voice has repeatedly charmed the gatherings in these Exchange rooms, gave one of his choice solos, but he was not to be let off with so modest a contribution, and was forced to give an encore to satisfy his audience. Sharkey with his inimitable Irish anecdotes, now came on the scene again and with his true Irish brogue kept his hearers in convulsive laughter, and only out of compassion for their overtaxed muscles did he finally desist. The social ended with the singing of an original composition of five stanzas by the Kindling Wood Quintette, each member singing a stanza as a solo, which was followed by the chorus, "Throw Out the Life Line," in which all present joined.

### SONG OF THE KINDLING WOOD QUINTETTE.

This Exchange is a place where you learn how to trade,

Where contracts and deals of all kinds are oft made,

Where wholesalers touch the retailers, a fact, And sometimes they say that our meetings are packed.

Chorus: Throw Out the Life Line.

Our President Robinson every one knows, Is square as can be, from his head to his toes; He wants to buy roofers, the six-inch, I mean, If you want to sell him, you sell at fifteen.

Now there is Frank Smith, who will be our next mayor;

He has lots of nerve but he hasn't much hair. If you have a pain in your back, side or are ill, He'll give you a cure and not send you a bill.

Our friend Owen Bruner a picture once took, Of one of our members who frontward did look; This member was touched by a queen or a jack, And ever since then he has been Luckenback.

When the Pirates of Barnegat go on a cruise, There's some that play pussy and some that play booze;

There's some buy dark secrets, then back out, 'tis said,

And some who are caught walking off with their bed.

The office and entertainment committee, which arranged this jolly year-end entertainment, is composed of George A. Howes, chairman; Howard Ketchum, F. A. Dudley, Fisher Dalrymple and George Rodgmen.

### In Acknowledgment

Has anyone called you up and asked you, "Is this one-nine-one-O?" and when you said that it wasn't, told you to look at the calendar? If you had as many calendars for 1910 as the RECORD has you'd know what year it was, sure. This office has been most bountifully remembered, and some of the handsomest calendars seen this year have come to hand, besides a number of blankbooks, cards and other remembrances, for all of which the RECORD wishes to express thanks and to wish the donors the best and most prosperous times during the coming year.

From the Anderson-Tully Company, manufacturer of hardwood lumber, packing boxes, egg cases and veneers at Memphis, Tenn., came a beautiful calendar, showing a reproduction of the painting by Thomas Moran, entitled "An English Fishing Village." It is well printed in soft, hazy colors and mounted on a stiff cream board, making a most artistic hanging.

Charles K. Parry & Co., wholesalers of lumber, with offices in the Land Title building, Philadelphia, and mills at Selma, N. C., Bingham, S. C., and Pine Bloom, Ga., sent a splendid calendar, containing a reproduction of one of Thomas Moran's famous paintings, "Tower Rocks—the Yellowstone." The most pleasing feature of this wall hanging are the large, clear figures of the calendar pad which may be seen at some distance.

A most acceptable and useful "tickler" conveyed the compliments of Ward Bros., the well-known manufacturers of maple flooring at Big Rapids, Mich. This handsome little notebook bound in soft black leather and containing no other printing on the cover except the editor's name in gilt letters, is of the new style loose leaf type, and the generous donors state that they will be glad to furnish additional leaves as they are needed. This is a big gift from a big concern.

From Cobbs & Mitchell, Inc., manufacturers of the well-known Electric brand of hardwood flooring at Cadillac, Mich., came New Year's greetings in the shape of a billcase in black leather lined with brown. A duplicate of this case was received from the Mitchell Brothers Company, Cadillac, Mich., makers of "rockhard" hardwood flooring.

The Hermance Machine Company of Williams-

port, Pa., builders of woodworking machinery of excellent reputation, sent a clever wall hanging in black and white. The picture shows a pretty basket ball girl attired for the game nestling down among a bunch of sofa cushions.

The J. W. Darling Lumber Company, Cincinnati, O., manufacturer and wholesaler of southern hardwoods with yellow cottonwood a specialty, showed its foresight in the selection of a desk calendar which is good for 110 years, from 1810 to 1920. The calendar has a good strong frame and will make an attractive and useful ornament on any desk.

A handy little vest pocket book, containing a veritable mine of useful information, maps of the various countries of the world, and ruled pages for a diary, general memoranda and a cash account, came from J. Arthur Meeks, manufacturer of handles, lumber, rivets and special machinery at Muncie, Ind. This is a valuable little book and will serve to keep in mind the diversified line of this Indiana concern.

New Year's wishes from Henry C. Atkins and Nelson A. Gladding of the prominent saw manufacturing house of E. C. Atkins & Co. of Indianapolis, Ind., came on a handsome embossed card.

Wistar, Underhill & Co., wholesalers of lumber with offices in the Real Estate Trust building, Philadelphia, send their regular weekly calendar, well printed in red and black and mounted on a stiff red cardboard. This calendar shows only the six business days of the week and is arranged so that it is also convenient for a memo pad. It is a very popular calendar in the Record offices.

The Baldwin Locomotive Works of Philadelphia, the great builder of logging locomotives, send a good standard calendar, clearly printed and of convenient size, showing one of the company's famous engines.

A handsome engraved card brought New Year's greeting from C. C. Mengel & Bro. Company, the big mahogany people of Louisville, Ky.

A neat calendar bearing a reproduction from the painting "Here He Comes," by Carl Hirschberg, brought annual greetings from Robert Black & Co., wholesale hardwood, pine and hemlock lumber, with offices in the Shearer building, Bay City, Mich. This calendar is most appropriate for the home, as the picture shows a happy family of mother and three little ones, as well as a fine collie dog, awaiting the return of the father.

One of the most artistic calendars received came from George C. Brown & Co., well-known hardwood concern at Memphis, Tenn., which makes a specialty of Tennessee red cedar. This shows a picture taken from the painting by Francis Day, entitled "The Critic," a quaint old-fashioned young mother is playing on a harpsichord and a little girl stands beside her, listening. The soft tones of the picture are well set off by the green and tan watered paper and green taffeta ribbon hanger provided.

A weekly calendar pad of convenient size and good printing came from Scatcherd & Son, wholesale dealers in hardwood lumber, with main offices and yards at Buffalo and mills at Memphis, Tenn.

A large and attractive wall hanging showing the picture of a New York belle driving in Central Park, a reproduction of a painting by Herman N. Hyneman, was sent by the Williamson-Kuny Mill & Lumber Company, manufacturer of southern hardwoods and high-grade veneers at Mound City, Ill., with a Chicago office in the Monadnock building.

C. I. Hoyt & Co. of Pekin, Ind., manufacturers of Indiana hardwoods, with hickory dimension stock a specialty, have a fine large calendar printed in red and black, good bold figures, and showing the moon phases. This is a sensible calendar and more useful to keep tab on Father Time than as a wall ornament.

Barker & Co., Inc., wholesalers of pine, spruce, southern pine, cypress and whitewood, with headquarters at Boston, Mass., and branch offices in

New York and Philadelphia, sent their usual calendar, the same style that they have used for some time back. It is of convenient size and has good strong figures.

An artistic little calendar containing a picture, "The Greatest Show on Earth," from a painting by Karl Witkowski, came from the John Gillespie Lumber Company of Chicago.

A Harrison Fisher head in which blue is the predominating color brought New Year's wishes from John Dulweber & Co., one of the foremost hardwood houses of Cincinnati. This calendar is very artistically put up, the picture being surrounded by an oval frame of white watered paper with a blue border and a blue ribbon for a hanger.

Compliments of the Three States Lumber Company, big manufacturer of hardwood lumber, with general offices at Memphis, Tenn., distributing yards at Cairo and Joppa, Ill., and mills in Missouri, Arkansas, Tennessee, Mississippi and Louisiana, came with a neat little leather bound blank book ruled to accommodate a diary, addresses, and memoranda. This company has made this book of special value to the trade by inserting a deal of information, such as weights of hardwood lumber, Doyle and Scribner rules, and the Hardwood Manufacturers' Association grading rules for oak, cottonwood, gum, ash, sycamore, elm and cypress, as well as considerable general information.

A post card of quarter-inch oak in which the following greeting was burned came from the Cardwell Mill & Lumber Company of Cardwell, Mo.: "We wish you a happy and prosperous New Year and remind you, we cut quite a figure."

The Cypress Lumber Company, manufacturer of gulf cypress and other cypress lumber at Apalachicola, Fla., sent a striking little calendar mounted on red board and tied with red cords and showing a picture of a young girl in a flaming red coat.

From Young & Cutsinger of Evansville, Ind., manufacturers and wholesalers, dealers in hardwood lumber, with fine figured quartered oak a specialty, came an attractive calendar showing a picture of a young girl seated before a dressing table.

The American Wood Working Machinery Company's calendar has several features which make it especially valuable. It shows, besides the current month, the month previous and the following one on each sheet, gives the moon phases, and is clearly printed in black and red, the figures of good size. The location of the company's many branches offices is given, also pictures of a number of its important machines and views of its plants.

The R. E. Wood Lumber Company of Baltimore always sends out handsome calendars, and this year's is no exception. This one is of large size, the picture being a reproduction from a painting by W. Verplanck Birney, "Where the Fox Ran." It shows a number of gentlemen in red coats gathered after the hunt to listen to an explanation of "where the fox ran."

The compliments of Louis Wuichet, shipper of California white pine and Arizona soft pine, with office in the Railway Exchange, Chicago, were sent in company with a neat little pocket blank book bound in red leather and bearing the editor's name in gilt letters on the cover.

"Just a Song at Twilight" is the title of the picture which adorns the calendar of the Pioneer Hardwood Company, manufacturer of wagon woods at Wagoner, Okla. This is a reproduction of a painting by Albert Herter, and, after his usual style, light effects are used to heighten the beauty of the subject. The picture, which is in very soft, suggestive coloring, is set off by a stiff buff pasteboard mount.

The R. S. Bacon Veneer Company of Chicago, importer and manufacturer of mahogany crotches, Circassian rosewood, American walnut, quartered oak, birdseye maple, curly birch, bay poplar, red gum, yellow pine, red oak and

birch veneers, sent its holiday greetings with a vest-pocket book bound in black leather, and containing, besides the blank pages for diary, addresses and memoranda, considerable useful information such as rules for computing interest, weather bureau signals, brief business laws, postage rates, etc.

An artistic calendar containing a picture of the head of a young girl, from a painting by Aibert Lynch, with a double mounting in two shades of brown, and tied with brown cords, came from the Huddleston-Marsh Lumber Company of Chicago, manufacturer of mahogany and veneers.

The Righter Lumber Company, wholesaler of ash, oak, chestnut, poplar, maple, beech, birch, cypress, gum, basswood, cherry, hickory, hemlock, pine and spruce lumber, with offices in the Land Title building, Philadelphia, sent a large wall hanging, having a picture entitled "Off the Coast of Devon," from a painting by A. J. Warne-Browne. The calendar pad is printed in good bold figures and the picture is well reproduced in artistic colorings.

### The New Hermance Line

At Williamsport, Pa., is located the plant of the Hermance Machine Company, builders of high-grade woodworking machinery. This plant is a model of efficiency and up-to-date-ness; it is fitted in all departments with the best equipment that money can buy and all manner of labor saving devices are in use. In addition shipping facilities available at this factory are excellent, so that the company can give its customers not only some of the finest woodworking tools on the market today, but also quick and reliable service.

Hermance machines are built to satisfy particular buyers; they have an enviable reputation among the trade which has not been achieved without meriting it.

The Hermance line includes various sizes and styles of planers and matchers, carefully built of the best material throughout and embodying a number of special features which make them particularly valuable; single and double surfacers of different styles and uniformly excellent quality, a pony planer, the famous "Double Quick—Wide Open" moulder, having so many special features as to put it in a class by itself; 6" moulders and sash stickers of various styles, tenoners, mortisers, door and sash clamps, rip saws, swing saws, and a combination saw and dado machine. All of these tools may be depended on for quality, speed and efficiency, and with a concern like the Hermance Machine Company purchasers can be assured that they are getting the kind of equipment they want, and that they will get a square deal.

The Hermance Machine Company has prepared a substantial and artistic booklet entitled "New Hermance Line" which gives all the details in regard to its machinery and is illustrated with numerous fine engravings. This the company will be glad to send to interested persons on request. It is a good book for users of woodworking machinery to keep on hand for future use, as they cannot go wrong by purchasing any one of the Hermance line.

### The Porter Woodworking Machines

Users of woodworking machinery will find among the Porter tools some of the finest and most effective machines on the market. This concern, whose large and varied line of goods is manufactured in a model plant at Grand Rapids, Mich., has forged its way through the production of uniformly excellent tools to a place among the recognized leaders in the woodworking machinery business of the country.

Among the well-known machines made by the Porter Company are: The Porter, Jr., 5 inch bench jointer for jointing small stock in pattern shops, carpenter, wagon making and job

shops, furniture factories, etc.; the Porter hand jointer or buzz planer in varying sizes, a machine which is essential in any woodworking factory, as it is an especially handy tool for jointing or fitting, and is also adapted for special work, such as rabbeting, grooving, chamfering, squaring, heading, gaining, etc.; cabinet and pattern makers' wood turning lathes, swing cut-off saws, columns and frame shapers as well as several different carving machines, including rounders, carvers and sanders.

The Porter factory also turns out some very effective and valuable attachments and fittings, such as the well-known Solid Round Safety Cylinder, a protection for the hands and fingers of machine operatives; the Jointer Guard, a simple and practical device that would save factories a great deal of time and money through the accident avoided, and Bennett's Reliable Saw Guard, a positive safeguard for hands and fingers, preventing stock from flying back, keeping sawdust from the operator's eyes, and avoiding contact between the saw and the operator.

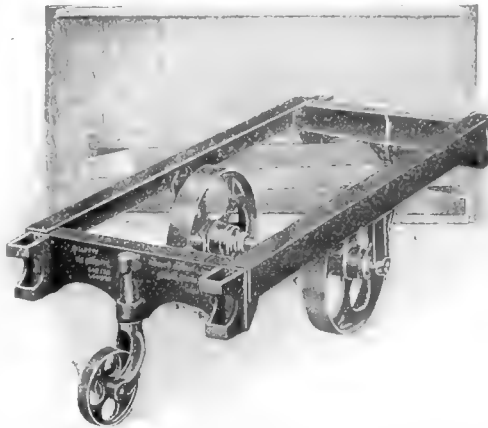
An illustrated booklet descriptive of these tools will be sent on request to the Porter Machinery Company at Grand Rapids, Mich.

### The Economic Value of Factory Trucks

Employers of labor in mills, factories or shops—everywhere in fact—are taking account as never before of the relation between the money they pay for labor and the results they get on their investment or outlay, call it what you will.

The average man who has studied the question has found that on a basis of one hundred per cent efficiency he received fifty per cent or less. Some men on learning this have jumped to the conclusion that their men were "soldier-

Just this—that stock was piled down on the floor after one operation; then repiled on a truck and moved to the next operation. After finishing that operation the process was repeated. The stock was handled three times where it



STEEL FRAME FACTORY TRUCK NO. 2

should have been handled but once, and there were not enough trucks to handle it properly at that. The remedy? Enough trucks to permit of handling the stock from kiln to finished product without piling it on the floor at all. And to insure the handling of loads of maximum size—trucks having roller-bearing axles, cutting the draft down one-half and doubling the size of the loads. The result? The substitution of profits for loss, of satisfaction for annoyance.

Instances like the above cannot be found in

The accompanying cuts show a few of the many labor-saving vehicles manufactured by the Gillette Roller Bearing Company of Grand Rapids, Mich. These vehicles are known to those who use them as "the light running, long lasting kind." This company will be glad to send full information on request.

### A Splendid Line of Special Flooring Machines

The W. S. Sherman Company of Milwaukee, manufacturers of special flooring machines, turn out a number of tools that should be of great interest to flooring manufacturers. This company's line includes side face boring machines, top face boring machines, flooring end matchers and flooring butters.

The most striking machines made by the company are the twin end matchers, which have made a record of twenty-six cuts per minute for each machine. These twins being placed one on either side of a conveyor with a strip shoot over the conveyor and between the twins admit of the strip of stock being end matched without turning, and as the conveyor carries all lengths of strips to and from the hands of the machine operators there is no loss of time and a surprising amount of work is accomplished. The machines can handle any width of strip up to 5½ inch face; any thickness up to 1½ inch and lengths up to 16 feet.

The Sherman company also makes an end matcher designed especially for small flooring factories which is a combination of the twins above mentioned, has all the latest improvements of the twins, the only difference being that not so much work can be accomplished with this machine.

The Sherman flooring boring machines have long been recognized as tools of exceptional merit and constant efforts are put forth by the company toward improving them. The company's style B face boring machine will bore flooring as fast as it can be fed through the flooring machine. It is a particularly valuable tool, as with it lower grades of flooring stock can be made marketable as jointed flooring by face boring on this machine.

The W. S. Sherman Company is located at 495 Clinton St., Milwaukee, Wis., and anyone interested can obtain further information and literature in regard to the Sherman machines by writing to the company.

### The Grand Rapids Crescent Machines

No line of woodworking machinery enjoys a more favorable reputation throughout the trade than that made by the Crescent Machine Works of Grand Rapids, Mich. This company is constantly looking for ways and means of improving its machines so that they are known universally as efficient, easy running and up-to-date tools.

One of the most notable products in the Crescent line is the Universal double sawing machine which embodies every known improvement of consequence employed in such machines, as well as a number which are the result of the company's many years of observation and experience in building this class of tools.

Another splendid tool is the Variety Single sawing machine, which is designed to meet the demand for a heavy and finely constructed single saw, such as is required in the modern cabinet shop. Other tools made by the Crescent people include the "D" variety saw bench, one of the strongest and heaviest benches on the market, including even those which sell at much higher prices; various styles of dowel machines, double and single head; the Automatic chair seat router, a lock mortising machine, twist moulding machine, rope moulding machine, bead moulding machine, and veneer presses.

Whatever bears the name Grand Rapids Crescent



ROLLER BEARING APPLIED TO METAL WHEELS

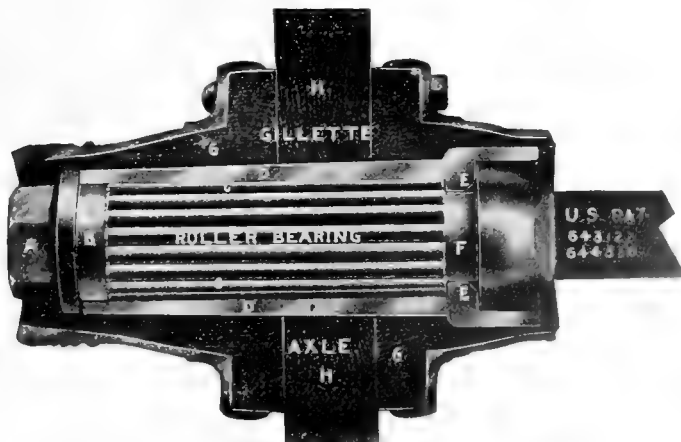
ing" and have tried to drive them harder, only to find that the average laborer is growing more and more averse to being driven, and the driving has failed in consequence. Other men have looked deeper into the situation and have found the low efficiency of labor in their mills and factories due to causes with which the men were not connected.

Take, by way of illustration, the case of a certain flooring plant. Equipped with the best machinery it is possible to buy, this factory was operating under difficulties. Day after day stock accumulated on the floor, interfering seriously with the work. Night after night the plant was operated overtime to clean up the factory for the next day's business. What was the trouble?



DRY KILN TRUCK

every mill or factory, but they may be found in any line of business—in any place where raw material is sent on its way to become a finished product—in mill, factory or warehouse. And the remedy is always the same—enough vehicles suited to the particular needs of the place, to permit of handling the stock without waste of labor: vehicles so built as to make it certain that they will stand up for years under the most severe service; and lastly, vehicles having roller-bearing axles, thus enabling the worker to use his strength in moving loads, not in overcoming friction. With equipment of that sort the labor cost of handling material can be reduced to from twenty to fifty per cent without adding to the burdens of the man who does the work.



ROLLER BEARING APPLIED TO WOOD WHEELS



may be depended upon to be exactly as represented. The company's plant at Grand Rapids, Mich., is a model of up-to-dateness, as it is improved and enlarged as often as its business requires in compliance with the company's policy of always having the best equipment in its line.

#### Of Interest to Glue Users

One of the most important problems that confronts the woodworking shop today is the question of glue handling. All manufacturers and practical users of glue agree that when kept under heat for long periods of time glue loses its strength and deteriorates generally, and this lessening in strength takes place even at the lowest temperature at which glue can be used for practical purposes. It is claimed that glue manufacturers would not be able to sell their product if they applied one-tenth of the heat to their glue that users have been wont to do.

The old method of keeping glue liquid by subjecting it to constant heat in a supply kettle has long been recognized as faulty, particularly as it was impossible to overcome the deterioration of the fiber substance or main strength of the glue. Under the old method it was necessary to keep a quantity of glue under heat, and the glue not only lost strength by remaining under heat for such long periods but also was lessened in quantity through evaporation.

In October, 1908, Charles M. Zimmerman invented the Instantaneous Glue Filtering Converter, which is now manufactured by the Instantaneous Glue Converter Company, 221 223 West Third street, Cincinnati, O. This converter, consisting of a single small apparatus, neat, clean and occupying little space, has been installed by many prominent concerns throughout the country, and is rapidly superseding the antiquated method which required the use of a

number of messy kettles. Two patents have been granted on this apparatus and four improved patents are now pending.

The construction and operation of this converter are very simple. It consists of an inner

vessel with a perforated bottom which fits into and extends about half way down into the outer vessel. Below this inner vessel is a catch basin into which the glue flows as it melts and from which it flows on out through the open faucet. There is no stop to the faucet and all glue put into the converter melts and flows out. Glue is melted at the rate of a quart a minute or one gallon every three minutes.

The melting is caused by a moist heat produced from a greatly reduced volume of steam, the reduction made being due to a reducing steam trap attached to the converter. The condensation from steam takes place in the outer vessel and passes out at the bottom of the converter while the moist heat from the steam surrounds the glue which melts immediately and flows out through the open faucet.

By means of this process the glue comes out in the same proportion of water and glue in which it is soaked, temperature is always the same, evaporation is entirely eliminated and there is not the slightest deterioration in the strength of the glue. The apparatus is made of copper with brass fittings, and as the glue merely passes through it it will last indefinitely.

A brass filter is provided in the catch basin which filters the glue as it passes through the converter so that it is always clean and there are never annoying particles of dirt and chips of wood in the glue which comes through this apparatus.

The Instantaneous Glue Converter Company also manufactures glue testing apparatus for testing glue in solution and evaporation, to determine the amount of dry glue in solution or the amount of water involved in the solution. The price the company puts on this article is not for profit, it claims, but for the purpose of giving glue users an insight into existing con-



THE INSTANTANEOUS GLUE CONVERTER WHICH REPLACES ALL THE KETTLES USED IN "THE OLD WAY"



THE OLD WAY OF HANDLING GLUE



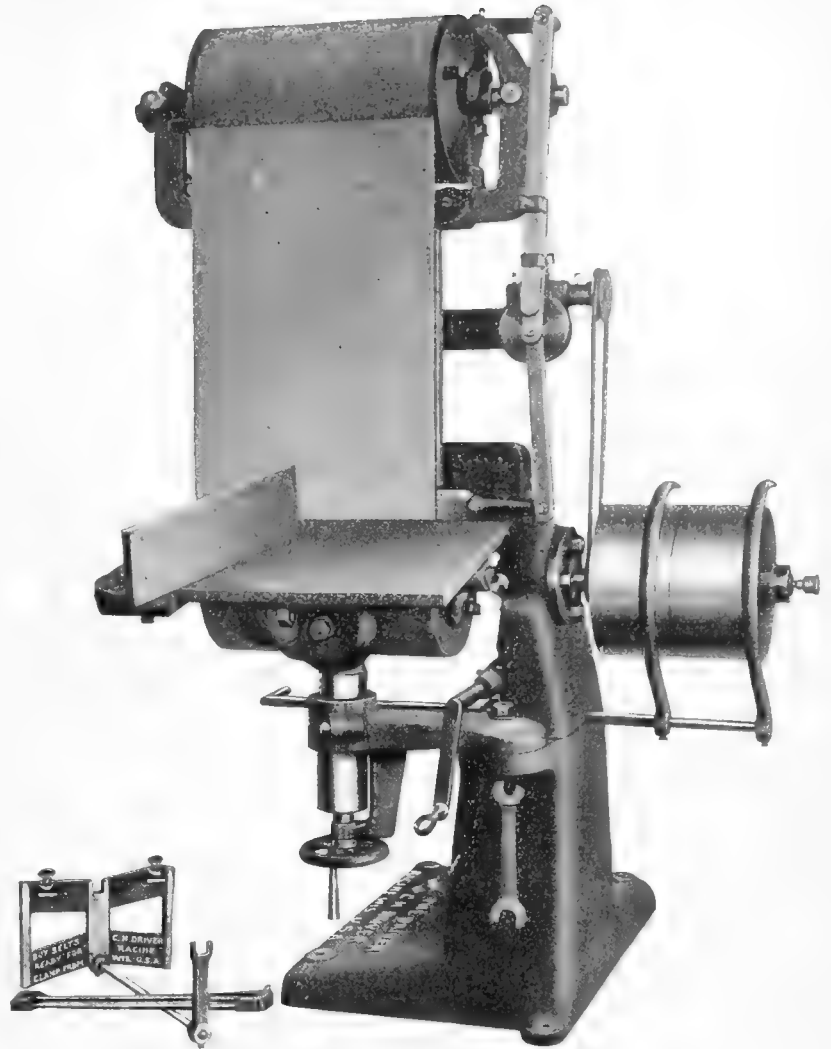
ditions where the old style glue heaters are used. When a concern learns these conditions and realizes what the Instantaneous Glue Converter can do there are few who will not make the change, considering that the cost of the apparatus is really very reasonable. The company will be glad to send to anyone interested in its line literature and further details in regard to its apparatus.

### The Driver Sander

This is a combination horizontal and perpendicular belt sandpapering machine. The belt is reciprocated as it runs around. The views show a combination machine in a horizontal as well as in a perpendicular position. The references in combination with the horizontal view show the several necessary points of advantage embodied in this sander and show how conveniently the whole arrangement has been designed for sandpapering a large variety of work. To change from either position to the other is done by turning the crank seen in front. This crank turns a worm engaging a gear on the main frame and thereby locks the running part of this sander perfectly rigid at any desired point from below a horizontal line to beyond the perpendicular.

Sandpapering can be done over the rolls at either end. The approaching table can be swung around in front of the roll for a rest so work can be placed on it and fed on the sandpaper as it travels over the plate between the rolls. Tables of different sweeps can be put on in place of the flat table shown between the rolls. Provision is made to remove the flat table and places are provided for fastening built-up forms to fit the inside of curved work, such as chair backs, serpentine or swell drawer fronts, and anything in that shape to run the sandpaper belt over. Over these different forms the inside of curves can be sandpapered.

The perpendicular view shows the sander with the swinging table in front of the plate over which the sandpaper belt travels. This table is universal in every way, and can be set at any angle with the plate and is also provided with a protractor. With these combinations, work of different angles is finished handily and accurately. This view also shows the reciprocating mechanism which is driven by a round belt. The sander is built very rigid on a heavy base. The main frame is suspended from a heavy pillar block in which a large



FRONT HORIZONTAL VIEW OF DRIVER SANDER

hub, a part of the main frame, is fitted. The main frame is revolved on this hub to change the sander for different positions.

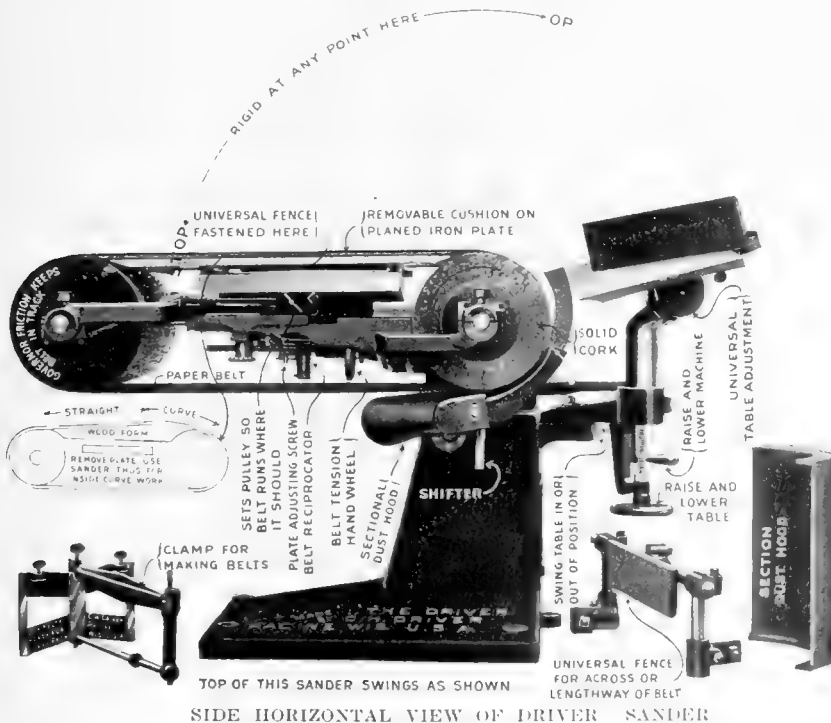
The rollers are 10 inches in diameter by 14½ inches long and made of solid cork. The sandpaper belt is 14 inches wide by 90 inches long and its table is 14½ by 24 inches. The sandpaper belt adjustment is similar to that used on a band saw for making the blade run in its proper place and for giving it the right tension and is right at the hand of the operator; the adjusting screw for making the belt run in its proper place sets a governor that automatically keeps the belt from running off. This eliminates the trouble of belts being broken and sandpaper being wasted.

Before starting the sander the crank that works the raising and lowering device can be put on the shaft of the driving roll and machine put in motion to see that the sandpaper belt is properly adjusted.

The machine embodies two complete sanders and has a capacity for doing a great variety of excellent work. The reciprocating motion of the belt makes the sandpaper cut fast, does away with scratches and the sandpaper lasts longer. Work done on this machine is claimed to out-rival in quality what an expert can do by hand. An attractive card descriptive of this sander has been issued, which the manufacturer, C. H. Driver, 1322 16th St., Racine, Wis., will be pleased to mail to any one on request.

### 1909 Conference Dodge Manufacturing Company

The annual conference of the managers of the various sales offices of the Dodge Manufacturing Company was held at Mishawaka, Ind., on December 17, 18 and 19, 1909. The Chicago, New York, Boston, Pittsburg, Philadelphia, Cin-



SIDE HORIZONTAL VIEW OF DRIVER SANDER

branches at St. Louis, Minneapolis and Atlanta were represented. Several addresses were made during the various sessions, among which was one by D. J. Campbell of the sales promotion and advertising force, who spoke in detail of the work done by his department. Mr. Campbell stated that \$50,000 had been expended during the past year in "spreading the gospel" for the Dodge company. On the evening of the last day, the branch managers were guests of honor at a banquet at Hotel Mishawaka. M. W. Mix, president of the company, presided. A number of toasts were given, songs were sung and throughout the evening a most enthusiastic spirit prevailed. The Dodge orchestra furnished the music.

#### Interesting Statistics on the Lumber Industry of St. Louis

The following table, prepared by the Merchants Exchange of St. Louis, shows the receipts and shipments of lumber at St. Louis for the years 1908 and 1909. As will be seen there was an increase in 1909 in the total receipts by rail of 38,152 cars. By river 101,000 feet more were received in 1909 than in 1908. Quite a substantial increase is also shown in the total shipments by rail in 1909, while in the total number of feet shipped out by river in 1909 there was a decrease of 1,815,000 feet.

	RECEIPTS.			
	Rail—cars.	1908.	River—feet.	1909.
January ..	8,218	10,423	8,000	.....
February ..	8,419	11,394	143,000	.....
March .....	8,880	12,728	142,000	236,000
April .....	9,802	12,812	152,000	657,000
May .....	9,684	12,880	355,000	176,000
June .....	9,677	13,217	64,000	52,000
July .....	11,622	14,738	430,000	183,000
August .....	10,876	14,351	150,000	272,000
September ..	11,190	15,462	214,000	223,000
October .....	11,510	15,539	90,000	134,000
November ..	11,109	14,320	133,000	.....
December ..	12,628	14,403	75,000	124,000

Totals ... 123,615 161,767 1,956,000 2,057,000

	SHIPMENTS.			
	Rail—cars.	1908.	River—feet.	1909.
January ..	6,512	7,309	.....	.....
February ..	6,531	8,242	.....	.....
March .....	7,585	9,261	90,000	270,000
April .....	7,597	9,669	140,000	93,000
May .....	7,752	8,875	76,000	39,000
June .....	7,308	9,495	49,000	47,000
July .....	8,114	9,872	157,000	92,000
August .....	7,838	9,948	152,000	55,000
September ..	8,212	10,558	203,000	76,000
October .....	8,449	10,125	269,000	93,000
November ..	7,707	10,153	119,000	51,000
December ..	8,610	9,746	28,000	32,000

Totals ... 92,645 113,253 2,701,000 868,000

The following is the report by months for the years 1908 and 1909 of the lumber inspected and measured by the Lumbermen's Exchange of St. Louis—

	1908, feet.	1909, feet.
January .....	453,093	628,430
February .....	419,206	574,349
March .....	555,835	753,767
April .....	850,000	593,944
May .....	777,417	642,106
June .....	386,000	463,205
July .....	513,790	568,355
August .....	539,645	521,535
September .....	601,359	1,035,638
October .....	672,295	663,683
November .....	465,139	705,427
December .....	642,834	574,248

Totals ..... 6,539,794 7,724,687

The exchange inspected more oak in 1909 than any other lumber—2,200,485 feet; cypress comes next with 1,209,439 feet; gum, 938,614 feet; quartered oak, 916,831 feet; poplar, 886,576 feet; ash, 603,692 feet, and cottonwood, 237,461 feet.

#### Miscellaneous Notes

The Moline Pole & Shaft Company of Moline, Ill., has recently commenced operations in its new plant with a small force of men. Manager Laros of the company states that there is enough material on hand to begin turning out poles and shafts and that the working force will

be increased gradually as the machinery is tested and additional material is received, until the plant is operated with a capacity force.

The Naples Hardwood Lumber Company has been incorporated at Naples, Tex., with a capital stock of \$10,000 by G. H. Sibbell, A. B. Gallo-way and W. W. Robison.

The receivers for the Boydton Lumber & Manufacturing Company of Boydton, Va., have advertised the plant, together with ten acres of land, to be sold at auction on January 18, 1910. The plant has been rented since it went into the hands of receivers and the machinery is in good running order.

The Rotzien-Furber Lumber Company, capitalized at \$50,000, is a new concern for Minneapolis, Minn., organized by J. L. and Melva L. Furber, A. A. and Anna M. Rotzien and C. M. Way, all of Minneapolis.

The Honaker Lumber Company, builders of the new town of Honaker, W. Va., is erecting a saw-mill with a daily capacity of 150,000 feet. The company will have its own railroad which will be known as the Russell Fork Transportation Company.

The Hastings Cabinet Company of Hastings, Mich., has filed a certificate with the county clerk of increase of capital stock from \$30,000 to \$60,000. Since the company started its factory here the working force has been doubled and the business has increased remarkably.

Knapp & Scott of Bay City, Mich., recently received from the North twenty-nine cars laden with hardwood logs. These are said to be the finest seen in many a day.

The Mutual Wheel Company, manufacturers of carriages at Moline, Ill., has recently established a spoke factory at Paducah, Ky., its product to be used in the Moline plant.

The Phillips-Mahoney Company (Inc.) has entered the lumber business at Portsmouth, Va. Its maximum capital is \$75,000; minimum, \$25,000. J. W. Phillips is president of the company, A. N. Mahoney secretary and treasurer. C. M. Phillips and M. T. Mahoney of Portsmouth are also interested in the new concern.

The Chicago Veneering & Hardwood Door Company, capitalized at \$10,000, has been organized at Chicago to conduct the manufacture of doors and hardwood interior finish. The incorporators are D. W. Voltz, John L. Rodgers and Edmond W. Froehlich.

The Barry Lumber Company of Clarksville, Tex., has recently been incorporated with a capital stock of \$40,000 by J. D. Barry and C. O. Bollmann.

The Central Lumber Company's new plant at Waupaca, Wis., is now enclosed and is being rushed to completion. A fine mill is being built

and it will be as modern as the best machinery can make it. Five planing machines will be installed besides surfacing, matching, molding machines, saws and other machinery. The company's headquarters are located at Oshkosh, Wis.

The Brown Lumber Company has recently been organized at Traverse City, Mich., with a capital stock of \$30,000.

Fire recently damaged the offices and a portion of the lumber belonging to the Covington Lumber Company of Covington, Ky., to the extent of \$25,000. Loss is covered by insurance.

The Vogel Cabinet Company, Manhattan, has been organized to carry on a general cabinet work business. The capital stock is \$10,000 and the incorporators are Jacob Schlesinger, John Volk and William Weiss, all of New York.

The Arpin Lumber Company of Bruce, Wis., with headquarters at Grand Rapids, Mich., is becoming prominent as a developer in northern Wisconsin. It has built about forty miles of railroad and a fine mill near Bruce. It will also put in another large mill near Birchwood.

The R. K. Williams Lumber Company, Rexville, Hancock county, Mississippi, has recently been capitalized at \$50,000 by W. J. Gex and R. J. Williams.

Gillilan, Neill & Co. of May, Pocahontas county, West Virginia, is a new concern to deal in timber and lumber. The capital stock is \$400,000 and the incorporators are A. R. Neill, Elkins, W. Va., and G. C. Hamilton, R. H. Morris, Oscar Latt and C. J. Colburn of May, W. Va.

The J. S. Stearns Lumber Company with offices at Chicago, Ill., and Odanah, Wis., has increased its capital stock from \$150,000 to \$1,800,000.

A. A. Parsons of Memphis, Tenn., and E. K. Zimmerman of Ann Arbor, Mich., have purchased for \$250,000 all the interests of the Hardwood Lumber Company of Aiken county, South Carolina, and will begin active operations at once. The purchase included 75,000,000 feet of hardwood stumpage, an up-to-date saw and planing mill, creosoting plant, dry kilns and a large amount of lumber in the yards. The company will operate a steamboat line in connection with its mill. The officers of the new company are A. A. Parsons president and treasurer, F. E. Fleming vice-president, and J. D. Parsons secretary.

The Cabinet Veneer Company of Greenville, N. C., has recently increased its capital stock to \$100,000.

The Jones & Woolfolk Lumber Company recently commenced business at Hollow Rock, Tenn. Its headquarters are located at Lexington.

E. V. Babcock & Co., a well-known hardwood lumber concern of Pittsburg, Pa., has recently opened up an office in Cincinnati, O.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

D. G. Courtney, the eminent lumberman and stove manufacturer of Charleston, W. Va., was a Chicago visitor on December 30 and called on the RECORD. Mr. Courtney reports trade excellent and that his new Toledo enterprise, the Big Four Hardwood Company, for which he is sponsor, is doing a fine business.

W. H. Hopkins of Cincinnati, manager of the New River Lumber Company, was a Chicago visitor on December 29 and secured some handsome contracts in the city.

The RECORD had the pleasure of a call on December 29 from Ed A. Sprague of Cincinnati and Harry E. Sheldon of Fremont, Ohio, representatives of the Edward Hines Lumber Company. Accompanied by other salesmen of this big company, while here they had a consultation with the principals of the concern over trade conditions and policy for the opening of

the year. Both Messrs. Sheldon and Sprague had a big trade during 1909.

Among the welcome callers on the RECORD, December 28, was S. G. McClellan, manager of the Newhouse Mill & Lumber Company, Gould, Ark., and of the Gould-Southwestern railroad, allied with the Estabrook-Skeele Lumber Company, this city. Mr. McClellan spent a few days in town in consultation with his principals.

T. S. Estabrook and E. E. Skeele of the Estabrook-Skeele Lumber Company, city, spent several days last week in the northern peninsula of Michigan on a lumber purchasing expedition.

The twentieth annual meeting of the Illinois Retail Dealers' Association and of the Illinois Masons' Supply Association will be held at the La Salle Hotel, Chicago, on Wednesday, Thursday and Friday, February 16, 17 and 18. Important topics that will be taken up by these associations this time are: "Trade Relations"; "Shall we pay for our lumber before we see it?"; "Shall we accept twenty per cent of stock we

did not order?"; "Can we use short and odd lengths?"; "How best can we settle disputes—with the shipper or among ourselves?" J. W. Paddock, Pana, Ill., is president and George W. Hotchkiss, Chicago, is secretary of the Illinois Lumber Dealers' Association, an organization made up of the retail element of the state.

The Lumbermen's Club of Cincinnati has issued and has circulated widely a handsome pamphlet containing its constitution and by-laws, together with a list of members.

The Record is in receipt of an announcement from William W. Wilson, Jr., stating that he has severed his association as sales manager of Bemis & Vosburg of Pittsburg and that he is now identified with A. G. Breitweiser and will engage in the wholesale lumber business as the Breitweiser-Wilson Company, with temporary headquarters in room 315 Lewis block until the Oliver building is completed, when the company will be located in that structure.

The Record is in receipt of a handsome pamphlet issued by the Lumbermen's Club of St. Louis, containing a list of the officers, a roster of members and its constitution and by-laws.

A new concern launched in Chicago on January 1 is the Fullerton-Krueger Lumber Company, of which S. H. Fullerton of the Chicago Lumber & Coal Company, St. Louis, and the Fullerton-Powell Hardwood Lumber Company of South Bend, and J. H. Krueger, an old Chicago lumberman, are the principals. The incorporators of the new concern are C. M. Smalley of the Chicago Lumber & Coal Company, E. A. Thornton and H. D. Welch of the E. A. Thornton Lumber Company, all of Chicago. The company will handle yellow and white pine, hemlock, hardwoods and west coast products, specializing in the latter two departments. As yet it has not been decided where the offices will be located.

The many friends in the lumber business will sympathize with William M. Hopkins of the Theo. Fathauer Company on account of the sudden death of his wife, which occurred at the Henrotin hospital, Chicago, Sunday, December 26. Mrs. Hopkins had been at the hospital for two weeks and was thought to be improving when a sudden change for the worse took place on Saturday, resulting in her death the following day. She is survived by her husband and an infant son only a few days old.

The Chicago Hardwood Lumber Exchange did not hold any meeting in December, but will meet at the La Salle hotel on Saturday, January 15.

Roy Smith, Chicago representative of the Mason-Donaldson Lumber Company of Rhineland, Wis., spent the holidays at Wausau, Wis. George B. Mason of the same concern, but whose home is in Madison, Wis., accompanied by his wife, was a recent Chicago visitor.

L. H. Wheeler of the Wheeler-Timlin Lumber Company, this city, accompanied by Mrs. Wheeler, spent the holidays at Logansport, Ind., Mrs. Wheeler's former home.

Another lumberman to leave town with his wife for the holidays was F. de Anguera of the Anguera Lumber Company. They visited friends at Knoxville, Tenn.

W. E. Trainer of the Trainer Brothers Lumber Company returned to the city recently from a trip to Memphis and other southern points. Stocks throughout the South, he says, are hard to find and prices are firm, with a tendency toward advancement.

P. J. Attley of the Ross-Attley Lumber Company, Heth, Ark., spent the holidays with his family in Chicago. Mr. Attley is in charge of the mill at Heth.

A. D. Miller, Goshen, Ind., and well known to the cypress trade of the Middle West, recently became identified with the selling force of C. L. Cross, Chicago sales agent for the Louisiana Red Cypress Company of New Orleans, La.

G. H. Bulgrin, sales manager of the Brittingham & Young Company, Madison, Wis., spent last week with Chicago Manager A. C. Quixby.

taking an inventory of the stock of the local yard and reviewing the business of the year.

The Record is in receipt of an announcement from Mr. and Mrs. Horace J. Borham of Cincinnati, announcing the marriage of their daughter, Elizabeth, to Frank Rhodes Buck, deputy inspector of the National Hardwood Lumber Association. Mr. and Mrs. Buck will be at home after January 20 at 4146 Evanston avenue, Chicago. The Record extends congratulations.

David W. Walker, who for several years was sales manager for Markley & Miller, who recently closed their Chicago yard, has opened an office at 133 La Salle street, to handle hardwood and mahogany lumber and veneers as manufacturers' agent.

Charles A. Goodman, president of the Sawyer-Goodman Company of Marinette, Wis., was a Chicago visitor during the week.

W. C. Winchester of Grand Rapids, Mich., president of the Turtle Lake Lumber Company, was a visitor to the Chicago lumber trade recently.

E. C. Groesbeck, secretary of the Stearns Company, Grand Rapids, Mich., was a Chicago visitor on Friday last.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, with headquarters at Cincinnati, was a Chicago visitor on Saturday, en route home from attendance at the funeral services of the late John B. Ransom at Nashville. Mr. Doster says the details of the plans for the big convention of the Hardwood Manufacturers' Association, which is to be held at Cincinnati on February 1, 2 and 3, are yet under way and that the meeting promises to be the largest gathering of lumbermen ever held in the United States.

The Franklin Lumber Company, Real Estate Trust building, Philadelphia, Pa., announces that it has opened a sales office at Syracuse, N. Y., with F. M. Jobson as manager; and a buying office at Buckhannon, W. Va., with Perry C. Stemple in charge. The company reports it closed the year with a very satisfactory business and has added two salesmen to its force. The company handles a full line of building woods as well as hardwoods.

F. L. Johnson, Jr., of Smith & Johnson, this city, Arcanoper of the Concatenated Order of Hoo-Hoo, announces that he will hold a stag dinner on January 18 at 8 p. m. in room 309 Masonic Temple building. At this time it is proposed to talk over local Hoo-Hoo matters and have an evening's fun.

## NEW YORK

Secretary Lewis Doster of the Hardwood Manufacturers' Association of the United States spent several days in town between Christmas and New Year's at the local office of the association, on important association business. Mr. Doster is busily engaged rounding up matters for the coming annual meeting of his association at Cincinnati, O., on February 1, 2 and 3 and he looks for a big attendance and a very important meeting from the standpoint of discussion and action on leading hardwood topics of interest.

H. D. Billmeyer, hardwood timber specialist of Cumberland, Md., and head of the Billmeyer Lumber Company, was also here on a visit and closed some very choice orders. This company is doing a very large business in heavy hardwood timber, especially ship and dock material and he looks for a big trade in 1910.

William Newman Slater, president of the Port Chester Lumber Company, Port Chester, N. Y., died December 13 at his home at the age of thirty-seven years. Mr. Slater was one of the brightest and most capable lumbermen of the younger generation in the eastern territory and had a most successful future before him. His life terminating at such a young age makes the loss a keen one for his family, business associates and the town of Port Chester, in which he was held in high esteem.

Following the recent death of Robert Hoe, head of the big saw and printing press manufacturing firm of R. Hoe & Co., of this city, the surviving interests on December 31 incorporated under the laws of New York under the same name, with a capital of \$5,875,000, divided into \$3,250,000, six per cent accumulative preferred and \$2,625,000 common. The directors of the firm are Arthur C. James, Otto T. Bannard, John S. Hoyt, Robert Hoe, Arthur I. Hoe, Charles W. Parsons and William W. Carman of New York City.

The National Casket Company, big manufacturers, of Hoboken, N. J., Oneida, N. Y., and other leading cities, announces the removal of its lumber purchasing department, F. E. Longwell, manager, from Oneida, N. Y., to the general offices of the company at 3-5-7 West Twentieth street, to which point all communications should be addressed. This company buys in the neighborhood of 30,000,000 feet of hardwood a year through Mr. Longwell's activities, and his many friends in the trade are glad to welcome him back again to little old New York.

The recent deal, by which the C. H. O'Neill Lumber Company property in Jersey City was to have passed to the firm of the big Jersey City house of Vanderbeek & Sons, following the O'Neill fire on election day, has fallen through. As a result, G. F. Farrell, formerly head of the O'Neill company, has organized the O'Neill Lumber Company with a capital of \$100,000 to succeed to the business formerly carried on by the C. H. O'Neill Lumber Company. The premises are fast being rehabilitated and the new firm starts out under favorable auspices.

The big cabinet and trim works of E. B. Jordan & Co., 129 Degraw street, Brooklyn, was recently almost totally destroyed by fire, entailing a loss of from \$75,000 to \$100,000, fully covered by insurance.

The Stevens-Eaton Company, large wholesale house of 1 Madison avenue, has increased its selling staff through the appointment of W. A. Ruddick, who for several years past has been identified with the Edward Hines interests of Chicago, as eastern sales representative. Mr. Ruddick will represent the Stevens-Eaton Company in the northern New Jersey and the Metropolitan District trade, in which he is both well and favorably known.

John F. Cronin, the well-known hardwood lumberman of Utica, N. Y., spent several days in town during the fortnight on his way home to spend the holidays. He expressed himself optimistically in regard to the business situation and looks for a big hardwood year in 1910.

J. W. Darling of the J. W. Darling Lumber Company, Cincinnati, O., was another prominent visitor just before the holidays. He stated that he was enjoying good business with big prospects for 1910.

The large furniture manufacturing establishment of L. Zodikow, 334 Stanton street, Manhattan, was damaged by fire to the extent of \$75,000 last week, fully covered by insurance.

## BUFFALO

The scarcity of oak lumber is still the chief remark of the members of the Hugh McLean Lumber Company, in spite of the fact that its three mills in the Southwest are running as actively as possible. How will it be next spring?

There is a lot of lumber coming into the yard of F. W. Vetter, including a stock of oak and ash from the South. The demand is also good for the time of the year, and so the business of the year is sure to be fine.

The move of the Standard Hardwood Lumber Company to get a line of barges started this way from Kentucky and Tennessee will be all right, so far as amount of water is concerned. It has the lumber and that completes the arrangement.

President Beyer of the Pascola Lumber Com-

pany was made county treasurer at the beginning of the year.

It is plain that Scatcherd & Son are not yet discouraged over the snags in the timber-tract business, for it is learned that a new purchase is under way. At the same time, the Memphis mills are as active as ever.

There is plenty of business in the yard of O. E. Yeager, no matter if there is a holiday just disappearing around the corner. He is not only taking in a good lot of southern stock, but finds sales much better than he looked for.

The mill of G. Elias & Bro. has been about as busy all the season as it could be, till the cold weather cut the building out to some extent. It will get a good run of orders through the winter still, in spite of all drawbacks.

Business in the office and yard of the Buffalo Hardwood Lumber Company is quite good enough to warrant the heavy buying of stock that was reported a month or so ago. The bookings ahead and the orders for quick delivery are all heavy.

A. Miller gets a fine share of business in the general distribution of holiday favors, and he always has the lumber to meet it with. His special stock of hardwoods from Canada always comes in strong.

There is a pretty good area to the office and dock yards of T. Sullivan & Co., but it is found that there is not a bit of space to spare, though the demand for all sorts of stock promises to thin it out pretty soon.

I. N. Stewart & Bro. are getting back to their old lead in the cherry trade. It was quiet lately, but the report is now that a stir is in sight. In the meantime the West Virginia oak, chestnut and poplar are moving.

The purchasers of timber in British Columbia say it is such a good, promising investment that much more was bought than was at first outlined. The Yale Company organized by the Wall Brothers syndicate has been followed by a much larger purchase and it is quite likely that a second corporation will be set up to handle it by itself. All reports agree that lumber on the Pacific coast is doing much better than it was.

## PITTSBURG

J. J. and J. C. Linehan of the Linehan Lumber Company are both down East this week looking after 1910 contracts. Things look mighty good to them.

The Central Mill & Lumber Company, capital \$50,000, has been incorporated at Harrisburg, Pa., by B. H. Engle of Hummelstown, Pa., and others.

The Fredonia Planing Mill Company is getting a Pennsylvania charter, its incorporators being E. J. Bechdel, Carl C. Conkle, William H. Leischer and Jonas A. Baker of Pittsburg.

The H. V. Curll Lumber Company will apply for a Pennsylvania charter January 24. The incorporators are H. V., D. B. and H. M. Curll and W. H. DeBoss. All these men are well-known to the lumber trade of the central states, most of them being formerly connected with the old Curll & Lytle Lumber Company and later associated with H. V. Curll in the concern which bears his name. The combination is one of the strongest in the city and controls extensive timber and railroad interests in West Virginia.

John E. Dubois of Dubois, Pa., who is counted the largest individual lumber operator in the world, is cutting off a big tract near Dubois that will probably take three years to finish. It is one of the best timber tracts in central Pennsylvania. When he is done there Mr. Dubois will move to the West with his machinery where he owns 3,000,000 feet of timber.

J. N. Woollett, president of the Aberdeen Lumber Company, has started on another southern trip which will put him in touch with some splendid hardwood operations where he expects

to contract for this year's supply of lumber. The Aberdeen is coming right along, thank you, and excellent reports may be expected from it before April 1.

Louis Germain of the Germain Company took a vacation recently among the pine mills of Michigan near his former home at Saginaw. The company wound up 1909 with a very good showing and never had better nerve to face the coming year's market than at present.

Philip Oesterling, aged seventy-four, one of the oldest planing mill and lumber operators in western Pennsylvania, died at his home, December 26. He was born in Darmstadt, Germany, and came to this country at the age of thirteen. About 1870 he started in the planing mill business and was engaged in lumber operations until he retired ten years ago.

The plant of the Acme Manufacturing Company, which is managed by Samuel Hough and is located at Marshall and Irwin avenues, N. S., was damaged by fire January 5. The company employs about twenty hands and manufactures curtain stretchers, stepladders, etc. It is announced that the plant will be rebuilt in the near future. Loss was \$15,000.

William H. Schuette & Co., Inc., report that local yards are still buying with extreme caution, as they seem to fear a repetition of the overloading experience which they had last winter. They are, however, buying more lumber than three months ago, and are paying more attention to straight carloads instead of mixing their orders as they did last summer.

The Allegheny Lumber Company has added to its force of salesmen A. E. Emick, who will do Ohio river territory in West Virginia and western Pennsylvania.

President Nelson Bell of the Furnace Run Sawmill & Lumber Company has recently returned from a southern trip, where he contracted for a large amount of lumber for 1910. He reports that December was the best hardwood month the company ever had, and he anticipates a brisk trade in all the better grades of hardwood within a very few weeks.

Secretary Carl Van der Voort of the Pittsburg Lumbermen's Mutual Fire Insurance Company, announces that December was the best month that they have ever had. It suffered no fires in that month, and the business which it is connecting with through other agencies came along at the end of the year in a way that is giving it a big boost toward big totals in 1910.

The McDonald Lumber Company has added three well-known lumbermen to its staff this month. J. W. Hulse of the Pennsylvania Lumber Company will be sales manager. M. Thompson, also of the Pennsylvania, will cover the territory south and east of Pittsburg, and Edward Shew of the Wilson Brothers Lumber Company has come over to Mr. McDonald to travel down East. The McDonald company is especially strong on stocks this winter, due to some shrewd purchases in the early fall, and its salesmen have a big advantage when it comes to going out and quoting prices.

J. M. Hastings, president of the J. M. Hastings Lumber Company, is spending the week in New York. The company recently finished cutting out its oak tract at Jacksonburg, W. Va., and is giving up its charter in Wetzel county of that state, where it has operated for about six years.

I. F. Balsley, who will be sales manager of the newly organized Palmer-Semans Lumber Company, has jumped into the harness already and is down East this week among his old friends, getting contracts lined up for 1910 delivery. The Palmer-Semans concern is getting to be one of the big ones in Pittsburg. It has abundant financial backing, large timber assets, several mills, the best of lumber connections and a thoroughgoing lumberman at the Pittsburg end of its business.

The Breitweiser & Wilson Company is shaking hands with all its friends at its temporary

headquarters at 315 Lewis block. After April 1 this latest of Pittsburg's wholesale firms will be located at 445 Oliver building, the new twenty-five-story skyscraper. Its members are A. G. Breitweiser, the well-known South Side lumberman, who has been engaged many years in both wholesale and retail operations, and William W. Wilson, Jr., who was associated with the A. G. Breitweiser Company for three years prior to his recent four years' service with Bemis & Vosburgh as their sales manager. The new company is lining up some splendid connections in yellow pine, hemlock and hardwood. It will make a specialty of lath and maple flooring in addition to giving much attention to lumber for manufacturers.

The third annual convention of the Retail Lumber Dealers' Association of Pennsylvania, to be held January 27 and 28, in this city, is going to be a hummer. A. G. Breitweiser is chairman of the entertainment committee for the retailers and L. L. Salter holds the same position for the wholesalers, who are not going to be outdone in giving their old customers a royal good time. In the evening of January 27 the Pittsburg Wholesale Lumber Dealers' Association will banquet a big crowd at the Fort Pitt Athletic Club and also furnish high-class vaudeville entertainment.

## PHILADELPHIA

Samuel B. Vrooman of S. B. Vrooman & Co., Ltd., is emphatically optimistic as to possibilities for 1910. The company has been doing a rushing business up to advent of the blizzard.

Chapin L. Barr, secretary and treasurer of the Whiting Lumber Company, reports well sustained trading. The company is turning out some of the best No. 1 oak flooring seen on the market. It has recently added another office to better accommodate the increased official work.

Schofield Brothers are fast recovering from the effects of the fire, which destroyed the Salt-keatchie Lumber Company's mill at Schofield, S. C., which they control. The new machinery is being rapidly installed, and the plant will be in full working order in a very short time.

The booklet known as McIlvain's Lumber News, issued monthly by J. Gibson McIlvain & Co., deserves more than casual mention, as it not only furnishes a full stock list and sets forth the best of bargains in the various woods for its readers, but devotes considerable space to excerpts from the best authorities on the vital subjects and interests of the day. The contents of the December number will speak for its status.

Editorial.  
Railroad Ties Purchased in 1908.  
Resisting Power of Building Materials.  
Splendid Visitor from Afar (Malley's Comet).  
Bargains.  
Stock List.  
Sven Johnson.  
Sparks from the Yuletide Log.  
Chips and Sawdust.

Ralph Souder of Eli B. Hollowell & Co. says they are not pushed at this time, but have every reason to be satisfied with 1909 trading. He anticipates a comparative rush for the coming year, and in order to facilitate the work of the house offices have been established at Pittsburg, Pa., and Raleigh, S. C.

Charles B. Coles & Sons Company, Camden, N. J., reports the recent blizzard a considerable detriment to business, as it makes delivery of goods uncertain. Business has been good during 1909 and prospects for 1910 are luring.

William N. Lawton of the Tomb Lumber Company is complacent over last year's business. Trading is running smoothly at present, and the prospects point to a fat 1910.

The large plant at Summerdale, formerly occupied by the Wolff Process Leather Company, has been sold to Philip S. Smith, president of the recently organized Carlston Motor Vehicle Company. The plant cost about \$400,000 six years ago; the price paid by the Carlston Motor Ve-



bicle Company is believed to have been about \$150,000.

The Philadelphia Baby Carriage Factory, manufacturers of the Bloch go-carts and baby carriages, announces that the firm name has been changed to the Bloch Go-Cart Company. The personnel of the firm remains unchanged.

Jerome H. Sheip, the wholesale lumberman of this city, whose offices were formerly located in the Stephen Girard building, has moved to Suite 2026 Land Title building, where he will have much more commodious quarters and be more centrally located in the wholesale hardwood lumber community.

The planing mill of Adam P. Reid & Son, Parksburg, Pa., was recently destroyed by fire; loss, \$5,000.

The Woodpicker Lock Hammer Company, New Castle, was incorporated under Pennsylvania laws December 20 with a capital stock of \$20,000.

The Hermance Machine Company of Williamsport, Pa., reports a steady advance in trading. L. P. Monks of this house is most sanguine as to a record-breaking business for 1910.

The Central Pennsylvania Lumber Company, Williamsport, has closed one of the best business years since it started. A. W. Mallinson, secretary, says the usual holiday lull is on, but, judging from present signs, 1910 will see a full tide of business in the lumber field. This house, although a leader in the hemlock market, intends now to go strong into hardwoods.

James Mansel, a leader in hardwoods in Williamsport, Pa., has no fault to find with recent trading; things are all moving fairly well at this time.

The Williamsport Hardwood Lumber Company has been busy right along and is optimistic as to a lively trading in 1910.

A strong evidence of a settling prosperity is furnished by the fact that the Baldwin Locomotive Works is now employing 11,000 men on full time; scarcely a year ago the number of employes got down as low as 4,500. This means that 6,500 more men are now working in this greatest industrial establishment of its kind in the world than were employed there in 1908 and the earlier part of 1909. Of the 11,000 men now employed about 8,600 are working at the main plant, which stretches from Broad street to Eighteenth street, and from Pennsylvania avenue to Spring Garden street. About 2,500 are employed at Eddystone, near Chester, Pa., where the company owns 2180 acres. At Eddystone, they are getting out the raw material for the big locomotives for which orders are received from all parts of the world. The Baldwin Locomotive Works may be best appreciated as an economic factor when it is known that, taken in the aggregate, it means to this city from \$200,000 to \$250,000, distributed in gold and silver coin every Friday night. The works filed notice at Harrisburg recently of an increase in capital stock to \$20,000,000.

## BOSTON

A wholesale dealer in hardwoods, with his own mill connection, says he is not anxious to book orders for quartered oak at present. Last week he accepted an order for shipment during the first half of January and says he does not care if he does not sell another car until March. His mill is closely sold up and will not have a great deal of salable quartered oak for some time. He states he is getting top market prices for everything he sells now.

The Osgood-Bradley Car Company of Worcester, Mass., is planning to start erecting its new buildings at Greendale soon. Plans for an office, dryhouse and lumber sheds are being figured.

The Bingham Last Block Company has been incorporated at Portland, Me., with a capital stock of \$25,000. The incorporators are E. R.

Laird of Brockton, Mass.; J. J. Lander, Bingham, Me., and William M. Ayer of Oakland, Me.

The A. J. Morin Lumber Company has been incorporated with a capital stock of \$5,000. The incorporators are C. C. Streeter, president; Arthur J. Morin, Pawtucket, R. I., treasurer, and M. O'Horo.

Brown & McColey, manufacturers of chairs, Winchendon, Mass., moved into their new factory the first of December. Since moving into their new plant, business has been good and they have taken on additional help, and the plant has been running evenings.

The plant of Nelson Hall Company, Mont gomery Centre, Vt., was recently destroyed by fire, causing a loss of about \$100,000. Butternuts, sugar pails and veneers were manufactured.

The Barber Line is a new line of steamers to make Boston an outgoing port of call. This line runs between St. Johns, N. Y., and South America. In the past, steamers have stopped at Boston with cargo from South America, but never have called to take on cargo. The first steamer to leave here with a cargo carried a large amount of lumber for South American ports. There is a good export business done in oak, ash and pine with South America. Much of this lumber is shipped through Boston, a large part of it being carried by vessel.

Hon. William Engle of Bangor, Me., died at his home in that city late in December, aged fifty-nine years. Mr. Engle was one of the largest lumber operators in Maine.

The Palmer & Parker Company, large handlers of fancy hardwoods and manufacturers of veneers, reports a good business outlook for the coming year. Its mill is being operated steadily and trade is coming along in good shape.

## BALTIMORE

About the only statistics available regarding the lumber trade here are the records kept by the custom house, which shows the volume of exports. The December returns have not yet been added up, but they can be approximated, and the total thus secured supplies conclusive evidence of what has of course been known by shippers—that exporters have had a hard row to hoe during the past year. The slack demand and indifferent inquiry, together with the wagon oak difficulty during a large part of the year, served to keep down the custom house totals, though, as the figures show, there was no important retrogression either in volume or in prices, except with respect to logs, which are mostly hardwoods, and which dropped from \$61.808 in 1908 to \$26.687 last year. In timbers hewn and sawed there was also a shrinkage, while staves showed an increase in number but a loss in value, which is probably attributable to the fact that gum staves in considerable quantities were sent abroad, the demand for them being on the increase. Boards, deals and planks also show a loss, which amounts to nearly \$500,000 in value, and in this item the falling off in oak plank shipments probably changed the count. Exports, with the exception of items wherein hardwoods have no place at all or only a very small one, were as follows for the past two years:

### Lumber Exports from Baltimore, 1908-1909

	1908	1909
Logs and round timber...	\$ 61,808	\$ 26,687
Timbers hewn and sawed...	57,581	49,181
Staves .....	49,943	44,704
Doors .....	6,632	32,350
Furniture .....	96,826	70,233
Other manufactures.....	244,215	247,823
Boards, deals and planks.	1,317,939	847,839

Totals .....\$1,835,944 \$1,318,817  
Much interest is being manifested among hard-

wood men here in the question of a revision of inspection rules and the action of the Hardwood Manufacturers' Association in inviting consumers to its forthcoming annual. Frequent revisions of the rules are regarded as detrimental to the trade, but the opinion seems to prevail among hardwood men who are not manufacturers that changes should now be made.

Preparations for the next annual meeting of the National Lumber Exporters' Association, which will be held here January 19 and 20, are progressing. Programs and invitations have been sent out and there is every indication that the attendance will be large. The headquarters will be at the Hotel Belvedere, where most of the visiting members of the association will probably occupy rooms, and where the sessions will be held. Among the social features is a banquet, and the desirability of taking the visitors down to the Naval Academy at Annapolis is being discussed.

The Pigeon River Lumber Company's plant at Mt. Sterling, N. C., which shut down before the holidays, is about to resume, after some repairs, and the Messrs. James of this city, who are large stockholders, say the prospects are very promising.

Thomas Hughes, formerly of the hardwood firm of Carter, Hughes & Co. of this city, which was dissolved, and since then in charge of the mill operations of the Iron Mountain Lumber Company, at Troutdale, Va., and vicinity, was in Baltimore, his old home, on a visit for the holidays.

Mr. Healy, who has been representing John L. Alcock & Co. in the hardwood regions of West Virginia, spent the holidays in Baltimore.

Joseph Steinacker of the Joseph Steinacker Lumber Company, and his son, Joseph, Jr., are convalescing after attacks of typhoid fever. Both were stricken about the same time, and the father's condition for a time was serious.

## CHARLOTTE

Encouraging reports are made in the annual statement of the commissioner of labor of South Carolina. This report shows eighty-six mills in operation, with an aggregate amount of capital invested of over \$9,000,000. The sum of \$4,750,000 was paid out in wages by these mills to the 9,000 people employed. Value of the product of these factories for 1909 was \$9,000,000, or an increase of \$600,000 over the year 1905.

A hearing regarding lumber rates charged by the railroads of South Carolina will be held in Columbia, S. C., on January 12. Lumbermen of South Carolina will make a strong fight for the same rates as are charged lumbermen in Georgia.

The sawmill and entire timber lands of the late Joseph E. Hawks have been sold at auction at New Bern, N. C. H. S. Hancock took the property over for \$7,000. Property consists of a new mill on Trent river and 2,300 acres of timber lands.

The Cothran-Harrison Company of Greenwood, S. C., has just been chartered to do a general sawmill business; capital, \$10,000.

The Virginia-Carolina Timber Company of Sumpter, S. C., has been chartered with \$75,000 capital, to do a general lumber business. Officers are: President, R. T. Gates; vice-president, L. T. George; secretary and treasurer, L. T. Blizard.

The Hutton & Bourbonnais Company, with headquarters at Hickory, N. C., report a splendid business for the past year and good prospects. This concern manufactures building materials, boxes, hardwoods, bottle crates, fancy woods for decorating, etc. In the course of a year it handles about 20,000,000 feet of lumber. Branches are maintained at Morgantown, Lenoir and other points in western North Carolina. The concern carries, it is said, as large, if not a larger stock of oak, chestnut and hardwoods than any concern in this section.



The Cooper Lumber Company of Fayetteville, N. C., has been chartered with a capital of \$25,000 by Daniel Johnson and others.

The Empire Manufacturing Company of Goldsboro, N. C., has been chartered with \$200,000 capital, to do a general timber and milling business. Incorporators are: J. B. Edgerton, W. T. Aycock and others. The construction of logging railroads is specified in the charter of the company.

It is reported that the large lumber plant of the Kingsdale Lumber Company, recently destroyed by fire at Kingsdale, N. C., will be rebuilt and the plant removed to Lumberton, N. C.

W. G. and S. V. Muckenfuss, of Spartanburg, S. C., have already begun work on construction of their broom factory recently destroyed by fire. They hope to be able to commence operations by the middle of the month. They will have larger capacity than heretofore. Loss by destruction of the old plant was \$20,000 with \$15,000 insurance.

Furniture dealers of the Carolinas and Virginia met at Winston Salem, N. C., a few days ago and discussed problems confronting the industry. The question of raising rates on furniture of all grades ten per cent was discussed, and numerous manufacturers announced themselves as favoring the proposed increase, urging that same was necessary in the face of heavy advances in raw material. Nothing of a definite nature, however, was given out at this meeting.

A large lumber company which has just established offices at Asheville, N. C., is the Miltimore Lumber Company. J. F. Cleveland is in charge. He with K. V. Vail control this corporation, which has heavy timber holdings on the Murphy branch of the Southern, principally on Chambers Creek near Bushnell, N. C. The company operates large sawmills at Almond, N. C., and near Bushnell and does a big wholesale business in hardwood, making it necessary to open offices in some central point.

### CLEVELAND

Business with W. A. Cool & Son is very good, according to E. L. French, manager of the sales department, who says that January will prove one of the best months in a long time. The call for wide poplar boards for automobile bodies is especially strong. Oak, both plain and quartered, is also moving well at good prices. Mr. French has just returned from an extensive trip through West Virginia, where he was looking over the company's timber lands.

W. B. McAllister, president of the W. B. McAllister Company, which does some of the finest hardwood finishing in this part of the state, has been named by Mayor Baehr as a member of the commission which will report on the question of new high level bridges across the Cuyahoga valley. The McAllister Company is at present executing an important woodworking contract on the new Cuyahoga county courthouse.

The coeprage business in this section of the state is gradually assuming a better outlook after two years of disheartening experiences. Prices are firmer and more stock is being turned out than in thirty months. This is due largely to the general business revival which has taken place since the settlement of the tariff.

John H. Jenks, for many years connected with the Robert H. Jenks Lumber Company and with Robert H. Jenks in other business deals, closed his twenty-year connection with the firm on January 1. He has been vice-president of the company for a considerable length of time, and was practically in charge of the business. He contemplates going into business for himself. His place will not be filled at the present time, but his duties assumed by other officers of the company.

Mrs. Edmund Lambert, mother of A. B. Lambert, secretary-treasurer of the Robert H. Jenks Lumber Company, was killed a few days ago while crossing the railroad tracks at Wellington,

O. She was seventy-three years of age and an old resident of that town. A large floral wreath was sent by employees of the Robert H. Jenks Lumber Company.

The Martin-Barriss Company reports an increased demand in this territory for Circassian walnut. It is coming into favor for fine finishing work and for furniture. The call for better grades of wood for these purposes is being noted in proportion with the return of prosperity. The call for quartered oak is very heavy and it is expected that some difficulty will be experienced in getting first grades of this wood soon. The Martin-Barriss Company is busy making alterations and extensions to its plant in the central flats.

The new plant being built for the Simon Brothers Lumber Company at West Fifty-third street and Walworth Run is about completed and the company is now occupying its new quarters. A number of new buildings have been erected, the yard having good railroad transferring facilities. The old quarters of the concern have been leased to the Hine & Cook Lumber Company, which will take occasion to increase its stock of hardwoods, using the old sheds for storage purposes.

### COLUMBUS

The total value of buildings erected in Columbus during the year 1909, according to the report of the city building inspector, was \$119,128 more than for the preceding year. Permits were issued during the year for 1,783 structures at an estimated cost of \$3,599,401, as against 1,698 permits in 1908, having an estimated valuation of \$3,400,128. Fees collected by the building inspector during the year amounted to \$4,414.98. The value of buildings for which permits were issued during the month of December was \$77,175, a decrease over December, 1908, when the permits aggregated \$171,225. The decline is due to the severe weather which prevailed during the entire month.

The marriage of James Daniel Flee, a well-known lumber inspector in Columbus and Ohio, and Mrs. Maude Sampson Mason was solemnized December 28 at the home of the bride's parents, 353 West Eighth avenue. After the marriage the couple left for a wedding trip to Chicago and the Northwest, after which they will be at home at the bride's parents until spring.

At Vermillion, O., the Vermillion Lumber & Manufacturing Company will erect a number of new buildings to its plant. Additional machinery will also be installed.

J. E. Cummins, general manager of the Columbus Saw Mill Company, reports a much better demand for all kinds of hardwoods. He believes that the coming year will be one of the best in the history of the lumber business in Ohio. He also reports a better foreign demand, especially from Hamburg, Germany, to which point he makes numerous shipments.

The Federal Lumber Company has opened offices in the Outlook building, Columbus. It has a large timber tract on the Black Warrior river, Greene county, Alabama, which is being developed. Dr. H. B. Gooding of Tiffin, O., is president and treasurer; W. F. Felton of Columbus, vice-president, and William Cushing of Columbus, secretary.

Eugene H. Moore and Clifford M. Howser have become owners of the Prospect Lumber Company of Prospect, O.

At Newark, O., the main mill and dry kilns of the Jewett Car Works were destroyed by fire, entailing a loss of more than \$130,000. The plant will be rebuilt later.

At Dayton the Gebhart-Wuichet Lumber Company has been incorporated with an authorized capital of \$150,000 by Eugene Wuichet, Frank Wuichet, J. M. Phelps, J. Lane Reed and Edward L. Rowe.

E. B. Pryor, western sales manager for the

W. M. Ritter Lumber Company, recently called at the Columbus office of the concern after passing the holidays with his parents in Pennsylvania. Mr. Pryor reports a fair market for the season of the year.

A new jobbing concern has opened an office in the Columbus Savings & Trust building, styled the Middle States Lumber Company. Harry C. Bard is general manager of the company, which is the successor of the McFarland Lumber Company of Mansfield, which moved to Columbus. Mr. Bard is well known in jobbing lines in central Ohio.

John R. Gobey, head of the lumber company bearing his name, reports a fairly quiet market, with prices ruling firm. The company sent out its corps of traveling salesmen the first of the year. He looks for advances in hardwood quotations during the months of January and February.

A. C. Davis, president and general manager of the A. C. Davis Lumber Company, says prospects for the coming year are bright. He reports a tendency for prices to stiffen and that there is a disposition on the part of the trade to entertain offerings. The company has booked considerable business for delivery in January and February. George B. Jobson, secretary and sales manager of this concern, returned recently from a week's trip through West Virginia.

M. A. Hayward reports a good demand for flooring at this season. He says the prospects for active business in 1910 are exceedingly good.

The wholesalers of Columbus, O., have organized to entertain the members of the Union Association of Lumber Dealers when they meet in annual convention at the Southern hotel January 18, 19 and 20. The entertainment will consist principally of a theatrical performance to be given at the Southern theater Wednesday evening, January 19, when all members wearing badges will be admitted free.

While the program for the meeting has not been entirely completed, a number of features have been announced. Gifford Pinchot, chief forester, will be the principal speaker and he will talk on "Conservation." O. P. Gothlin, a member of the Ohio Railway Commission, will talk on traffic matters and especially demurrage. The first session will begin at 1:30 p. m., Tuesday, January 18.

M. A. Hayward is chairman of the committee on entertainment of members, and W. L. Whitacre is chairman of the committee on entertainment for the ladies. The officers of the Union Association of Lumber Dealers are: J. Elam Artz, Dayton, president; E. A. Hildreth, Columbus, vice-president; H. S. Adams, secretary, and F. D. Torrence, Xenia, treasurer.

R. F. Terry, a representative of the Mershon-Bacon Company of Bay City, Mich., was a caller at the office of the John R. Gobey Lumber Company recently.

H. D. Brasher reports a good demand for dimension and car stock lumber, with bright prospects for the future. A. L. Brasher of that company recently returned from a business trip to St. Louis.

W. L. Whitacre is of the opinion that prices will become firmer and that the demand will increase as the winter advances.

F. Everson Powell of the Powell Lumber Company reports steadiness in the hardwood market in all varieties and grades. He expects prices to be advanced from this time on.

The headquarters of H. J. Rinehard & Co., jobbers, will be removed to Winton Place, near Cincinnati in a few weeks. A contract has been closed whereby Rinehard & Co. become selling agent for the entire output of the mills of Williams & Robinson, located at Wartburg, Oakdale and Sunbright, Tenn. A yard will be established at Winton Place.

H. W. Collins, manager of sales for the central division for the W. M. Ritter Lumber Company, reports things progressing quietly.

He says that orders are coming in satisfactorily and the prospects for the year are exceedingly good. There has been no material change in prices recently.

W. M. Ritter left with Mrs. Ritter recently for a business and pleasure trip in the East.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, returned from a business trip to Chicago and Cleveland. He reports a good demand for timbers and railroad stocks with a tendency to advance quotations in some directions.

H. C. Buskirk of the General Lumber Company visited his parents at McArthur, O., over the holidays.

## CINCINNATI

The new year opened with good business, in fact the year 1909 closed good and continued right across the line into 1910. Business conditions are satisfactory and there is a tone of cheerful animation present everywhere.

Harry Freiberg, president of the Freiberg Lumber Company, has just returned from a six-weeks' sojourn in Mexico, visiting Laguna and the mahogany markets of Mexico. Mr. Freiberg spent the whole of his time in the selection of a cargo of mahogany logs for shipment to his mills in Cincinnati. He says that this will be the greatest shipment of mahogany ever brought to Cincinnati, containing over 300,000 log feet. Among the logs are many of the heaviest ever shipped from Mexico, there being quite a number that are five feet and over square, and many over thirty feet long. He was also fortunate in securing a large number of crotches and fine veneer logs. The first cars of the shipment are now arriving and being unloaded at the log yard. The Freiberg mill is especially equipped for cutting mahogany lumber, and recently machinery has been added for sawing veneers. There are also a number of Spanish cedar logs coming, so that the mill will be in continuous operation for many months. Mr. Freiberg is buying extensively fine white oak logs for quartering into veneer flitches.

A. A. Mason and S. B. Taylor of Buffalo, N. Y., were in the city the early days of the week. They were the guests of Fred W. Mowbray at the Lumbermen's Club meeting.

During the past fortnight the following visitors dropped into the headquarters of the Hardwood Manufacturers' Association: Peter Kunz, the well-known lumberman of Dayton, O.; J. A. Salmon of the Henley Lumber Company, Portsmouth, O.; T. M. Fannin of Keys, Fannin & Co., Ashland, Ky.; George Breece of the West Virginia Lumber Company, Charleston, W. Va.; S. B. Taylor of Taylor & Mason, Buffalo, N. Y.

Secretary Louis Doster returned from his trip South, straightened out affairs at headquarters in a few days and left for Philadelphia and the East, returning to Cincinnati and was back on his job with the opening of the New Year. The Hardwood Manufacturers' Association has done one good thing for Cincinnati in demonstrating what a large volume of business can be transacted by a real live man. The striking feature at headquarters is that everybody is busy, and busy all the time.

Ed Swaine of Karmire, Ky., of the Swain-Karmire Lumber Company was in the city for a few days, calling upon the various lumber concerns.

W. A. Bennett and Thomas J. Moffett have been appointed by President Cliff S. Walker as an arrangements committee to have charge of the convention of the National Wholesale Lumber Dealers' Association, which meets in Cincinnati March 2-3, at the Sinton hotel.

J. D. Farley of the Lyon Cypress Company returned from his sojourn at the plant of the company in Louisiana, in time to join in the festivities attending the wedding of his daughter at his home in Bellevue, Ky.

George M. Grump, Ohatchie, Ala., came to Cincinnati with Charles Ehman, to spend the holidays at Mr. Ehman's home. They have returned to the wilds of Alabama.

Tom White of Moline, Ill., formerly of Cincinnati, stopped over for a day or two while on his way to spend the holidays at his old home in Ripley, Ohio.

John Montana of Union City, Ind., spent some time in Cincinnati during the holiday week.

George C. Ehemann of Memphis, Tenn., the partner of W. A. Bennett, came to Cincinnati with his family to spend the holidays.

J. W. Pierce of Salt Springs, Ky., was in the city on the selling end during the week between Christmas and New Year.

Charles Henn of the Connersville (Ind.) Lumber Company dropped into the city last week and found things to his satisfaction.

S. T. Cobbett of London, England, was a guest of William Eckman at the meeting of the Lumbermen's Club. Mr. Cobbett is here on a business mission, and will visit various cities in the lumber section.

The annual banquet and dance of the Queen City Furniture Club at the Sinton hotel, on December 27, was a pronounced success. The lumbermen in attendance were B. F. Dulweber, E. L. Edwards (Dayton, O.), J. E. Tuthill, William F. Duhlmeier, C. G. Johnston, L. W. Radina, E. C. Feuss and Charles Feuss. This was the first time in which the ladies were invited to partake of the annual banquet, and the results were most enjoyable.

At the annual meeting of the Queen City Furniture Club reports of officers were heard, and a good balance in the treasury was reported, and officers for 1910 were installed as follows: President, W. J. Sextro; vice-president, Joseph A. Sprengard; treasurer, Louis Schneide; secretary, Wash Rees. Directors: Robert Onken, Charles Feuss, George W. Schutte, Julius Berger Herman Wessell.

Joseph Boiser has been appointed chairman of the General Entertainment Committee of the Lumbermen's Club for the convention of the Hardwood Manufacturers' Association of the United States.

Ralph McCracken, chairman of the Advertising Committee of the Lumbermen's Club, announced that he had arranged a plan for advertising the Cincinnati hardwood market, but owing to the large volume of business incident to the entertainment of the coming conventions deferred his report until the February meeting.

A fire recently destroyed the yard and plant of the Covington Lumber Company. The loss is estimated at about \$25,000, much of which is covered by insurance.

The following table shows a comparison of the figures for lumber transactions by rail in 1908 with those of 1909 and it is interesting to note the steady increase in 1909, month after month:

	1909		1908	
	Receipts, cars.	Shipments, cars.	Receipts, cars.	Shipments, cars.
January .....	5,348	3,861	3,856	3,483
February .....	5,404	4,525	3,969	2,866
March .....	6,929	5,977	4,738	3,195
April .....	6,719	5,288	5,584	3,561
May .....	6,319	4,865	5,104	3,594
June .....	6,571	5,109	6,209	4,065
July .....	6,244	4,991	5,733	3,184
August .....	6,454	4,909	5,956	4,110
September .....	7,113	6,179	5,615	4,286
October .....	7,011	5,731	6,356	4,461
November .....	6,769	5,552	5,478	4,021
December .....	5,633	5,062	6,506	5,118
Totals .....	77,534	63,049	65,104	45,947

The transactions by river are estimated at 8,000,000 feet.

Miss Annie Lloyd, for over forty-seven years in the employ of the Wiborg & Hanna Company, was murdered on her way home from work on December 3. She had worked her way to head bookkeeper and recently was elected secretary of the company. The police have found no clue to the murder, but it is thought that Miss Lloyd

was in possession of some valuable business secrets as the Wiborg & Hanna Company had gone through a number of business entanglements the past three years and she was bookkeeper through it all.

## TOLEDO

The Willis sawmill, a large concern at Washington C. H., O., was destroyed by fire recently. The loss is \$25,000, with \$6,500 insurance. Owing to there being snow on the ground, \$40,000 worth of sawed lumber and \$6,000 worth of logs at the factory were not damaged. The fire caught from waste in the engine room and spread rapidly. The mill will be rebuilt. One hundred men were employed by the concern.

The Booth Lumber Company of Toledo reports that business has been good all year and the demand for columns continues so strong that the company has been trying unsuccessfully for the past couple of weeks to close down for repairs. There is some complaint about the prices and it is said that nearly all manufacturers of columns throughout the country have been making very little profit on their work. With the meetings which are now being held by the various dealers throughout the United States there is a prospect of prices being some better so that a fair profit may be looked for next season. The Booth Company has an annual output of about 75,000 columns. The company has a large eastern trade and is now arranging with a special agent to handle its columns in the eastern states. The company will put in some new machinery soon, including a self-feed band rip saw and a turning machine. Poplar is used largely for exterior columns and oak, chestnut and yellow pine for interior use.

The annual report of the city building inspector shows that there was an increase of about a million dollars in the building business of the city for 1909 over that of 1908. The great majority of the permits were for modern homes of moderate size.

The Big Four Hardwood Company of Toledo reports business good. This company has just completed an addition to its plant where the manufacture of table topping, thin basswood and parquet flooring will be undertaken. About fifty men will be employed and the institution will be in running condition by January 15, if present plans do not miscarry.

Fremont capitalists and business men have incorporated the J. W. McLaughlin Lumber Company, with a capital stock of \$25,000. The company owns a large tract of land in Arkansas and will erect a sawmill and stave factory there.

The Skinner Bending Company of Toledo, reports that business during the past year was good and is still holding up in fine shape. The big demand just now is for carriage, wagon and automobile felloes. Oak and hickory is used almost exclusively for this work and the Skinner company reports no difficulty in securing plenty of stock.

E. G. McFillen, who conducts a business in hardwood floors and fretwork here, says that business just at present is rather quiet in his line but that this comes as a sort of relief after a very busy season. Business was far better than a year ago and prices have held up fairly well. In Toledo the demand has been for plain oak floors, rather than the inlaid variety, although there has been a good business in both grades of work. Fretwork is a trifle slow and seems to have gone out of favor considerably in the past year.

## INDIANAPOLIS

William F. Johnson of the Capitol Lumber Company has returned from a trip to Rushville. Ransom Griffin, local manager of the Central

Coal & Coke Company spent the holidays at Worthington.

An increase in capital stock from \$15,000 to \$25,000 has been made by the Tessellated Flooring Company of Edinburg.

P. W. Bowman, for some time office manager for the Greer-Houghton Lumber Company, has taken a traveling position with the company in Indiana territory.

Offices at 822 State Life building have recently been opened by W. C. Greer, formerly located at 407 Board of Trade building.

The circuit court has given the German Lumber Company permission to change its name to the Gemmer Lumber & Veneer Company. Recently the company purchased a veneer plant and increased its capital stock.

A meeting of the directors of the Wilkie Manufacturing Company, Anderson, manufacturers of hardwood and refrigerators, will be held January 13 to determine what disposition shall be made of the plant by the trustee in bankruptcy.

Stockholders of the Talge Mahogany Company have decided to increase the capital stock from \$200,000 to \$300,000. The company reports an exceptionally large business for 1909.

The Henry Brothers Lumber Company has moved its business from Wingate to Vrederburg, where it has a larger and more complete plant. Joseph S. Henry is president of the company.

The F. M. Bachman Company, hardwood and veneer manufacturers, has installed a smoke consuming device, to comply with the local anti-smoke ordinance.

James T. Eaglesfield, president of the Eaglesfield Company and of Eaglesfield & Shepard, hardwood concerns, has been named as a jury commissioner for this county during 1910. He served in a similar capacity during last year.

The Indiana Manufacturing Company of Peru is looking forward to the best trade in its history during 1910. The company has already booked orders for 25,000 refrigerators for 1910 delivery.

A substantial addition to its plant has just been completed by the Brookville Furniture Company of Brookville. It is a four-story brick building, 40 by 123 feet, and will be equipped with machinery operated by electric motors.

The Mohawk Lumber Company has been organized and incorporated with an authorized capitalization of \$10,000 and will establish a planing mill and lumber business at Mohawk. Members of the company are O. A. Newman, Arthur Kingley, Robert Steele and Adam H. De Shong.

With an authorized capitalization of \$50,000, the American Dry Kiln Company has been organized here and has begun the erection of a \$25,000 plant at Newman street and the Big Four railroad tracks. About 200 men will be employed as soon as the plant is completed. Edward Gerrard has been elected president; Ira A. Minnick, vice-president, and Lemuel A. McDonald as secretary and treasurer. The city council has granted the company permission to lay a switch.

## MEMPHIS

### The Follies of the Reds

Reds, your critics are legion,  
Unnumbered the faults that they name.  
O, where in the world is a legion  
More given to sin and to shame?  
But whether the critical volleys  
Are founded on fable or truth,  
Your faults are the follies and follies  
Of ignorant youth.

The oldest of all the professions  
Is practiced light-fettered and gay;

And numberless, nameless transgressions  
Committed by night and by day.  
But why should such matters disquiet,  
Why fear for the future, forsooth,  
When we know they are merely a riot  
Of radiant youth.

Though your sins be as seven times scarlet,  
We shall wash them with Somebody's Soap;  
Your future is star-eyed and starlit—  
At least we may venture to hope.  
Meanwhile we must scour and spank you,  
And bridle your turbulent blood,  
And see if somehow we can yank you  
From out of the mud.

—“The Blues.”

Building operations are shown to have been on a large scale during 1909. The total for the year was \$4,324,377 against \$3,300,508 the preceding year, a gain of \$1,023,869. Conservative authorities estimate that building operations for 1910 will be the largest by far ever known. There are enough projects already under way to insure several million dollars more than was reached during the past year, even if no other large projects are undertaken.

Russe & Burgess, Inc., have closed down their mill in North Memphis for a month, in order that they may make extensive repairs. Three Dutch ovens and two engines are being put in, and other improvements whereby the capacity of the plants will be increased about 25 per cent. are also being made. About \$5,000 will be expended on the improvements.

The box factories of the Anderson-Tully Company which were run on full time prior to Christmas were shut down throughout the Christmas holidays. They resumed January 3. The mill of the company has not yet shut down, but it may have to do so if the ice in the Mississippi does not soon disappear and make it possible to bring out more timber. In fact, all the mills depending on the river for their logs are confronted with a rather unfavorable situation. There is so much floating ice in the Mississippi that it is impossible for the timber to be brought down and some curtailment by the river mills is not unexpected. The recent cold wave has been very severe and a further drop in temperature is indicated at the present time.

The York Lumber & Manufacturing Company has succeeded the York-Browning Lumber Company and is now busily engaged in increasing the facilities at its plant. New machinery is being added and efforts are also being made to increase the capacity of that already installed. The company has recently secured the services of Frank Macey, formerly connected with the Macey Company, Grand Rapids, Mich., and will operate on a large scale.

The Nettleton Box & Lumber Company, Jonesboro, Ark., is making extensive improvements. These were begun with the first of the year. The cost will exceed \$200,000.

Charles W. Miller of the Michigan-Arkansas Lumber Company, Detroit, Mich., is erecting a big band mill at Nettleton, Ark., which will have a daily capacity of 60,000 feet. The company has recently been cutting a large amount of timber on its tract of 4,400 acres but announcement was made a few days ago that it would stop cutting until spring when it would be able to handle its timber to better advantage. The company, in the meantime, will proceed with the construction of the necessary tracks from its property to the St. Louis, Iron Mountain & Southern Railroad and with the erection of its mill.

Announcement is made that A. A. Parsons of Memphis, who is associated with E. K. Zimmerman of Ann Arbor, Mich., has purchased controlling interest in the plant of the Hardwood Lumber Company, Aiken, S. C. The purchase price is \$250,000. In addition to the box plant itself, there is a line of steamboats operating in connection therewith.

Miller & McHall of Indiana, some time ago acquired 800 acres of timber land near Bald Knob, Ark., and are erecting two large sawmills at that point for the development of the timber thereon.

The Morgan-Fuller Lumber Company has been incorporated at Lexington, Tenn. It has acquired and is developing 1,620 acres of hardwood timber lands. J. A. Morgan is president and A. H. Fuller secretary.

The East Union Lumber & Manufacturing Company, Brookhaven, Miss., has filed an amendment to its charter, increasing its capital stock from \$50,000 to \$200,000, all paid. This is a step preliminary to taking over the holdings of the Hammond Lumber Company, Ltd. of Hammond, La., including the Hammond & Holtenville Railroad Company. This is practically a consolidation of the two companies. The general offices will be located at Brookhaven. J. B. Nalty is president and L. D. Nalty secretary. T. H. Loggins is in charge of the sales department.

The Builders' Exchange of Memphis is considering plans for the erection of a home of its own. It does not regard its present quarters as entirely satisfactory and thinks its members are quite as able to own their home as those in other cities. Definite plans are expected very shortly.

The regular semi-monthly meeting of the Lumbermen's Club was postponed from January 1 to January 7, to be held at Hotel Gayoso. The retiring officers will deliver their reports and the newly elected ones will be installed. It is understood that President Crenshaw will deliver an address covering the principal features of his administration, while President-elect Major will outline the policy of the new officials.

U. S. Lambert, who has charge of the plant and office of the A. B. Nickey & Sons Company, Memphis, is back from his wedding trip. Mr. Lambert was married here early in December and has been away from Memphis the greater portion of the time since. He looks forward to an exceptionally good business here and the entire outlook from his standpoint is quite cheerful.

F. Zupke, second vice-president of the Darnell-Taenzer Lumber Company since it was formed here several years ago, has resigned his position. He has not decided definitely upon his plans for the future, but these will be matured at an early date. Mr. Zupke has had about twenty-four years' experience in the hardwood lumber trade. He was with E. E. Taenzer & Co. for about nine years and has traveled all over Europe, being familiar not only with the foreign hardwood business but also with that in this country.

## BRISTOL

A charter of incorporation was granted this week to the C. L. Ritter Lumber Company of Bristol, headed by C. L. Ritter of West Virginia, Edwin Mann of Bluefield, W. Va., and B. B. Burns of Bristol. The company's capital stock is \$200,000 and it will do a general lumber manufacturing business. The company recently acquired all of the Virginia holdings of the Yellow Poplar Lumber Company of Coal Grove, O., including the band mill at Whitewood, Va., together with a large area of timber land. The timber is some of the finest in this section. The Yellow Poplar Company will withdraw from Virginia.

A new band mill is being installed in Elk Valley, near Knoxville, Tenn., by Lee McChesney and Mr. Douglas of Bristol. Mr. McChesney is well known in the lumber business, having formerly been with the Crosby Beckley Lumber Company. They own a considerable boundary of timber in Elk Valley.

C. E. Paxton of the Paxton Lumber Company is in the North and Northwest calling on his company's trade. The company plans the biggest business in its history this year.

The installation of circular mills will be

begun at once by the Scutt-Lambert Lumber Company, recently organized at Elizabethton, Tenn., for the development of its hardwood timber in Carter county, Tennessee. The company already has its mills.

The W. M. Ritter Lumber Company of Columbus, O., which manufactures most of its hardwood stock in this section, is preparing for bigger operations than ever this year. In addition to the band mills and timber already owned in West Virginia, the company has recently made additional heavy purchases, while it has done likewise in western North Carolina, where it is installing another band mill. The band mill of the company, at Hampton, Tenn., made a fine record during 1909 and will continue to run to its capacity, undisturbed. The company owns a vast amount of virgin timber through this region.

Mr. McGruder, representing the Patton Lumber Company of Philadelphia; R. W. Lucius of the William H. Perry Lumber Company of Cincinnati, and L. M. Scifres of H. A. McCowan, Salem, Ind., were among the numerous hardwood buyers in Bristol this week.

"The weather has seriously interfered with the country mills thus far," said a well-known manufacturer. "The result is that they have been able to accomplish almost nothing for several weeks. However, much stock was hauled to the railroads before the roads got impassable and shipments will hold up fairly well for awhile. The larger mills are nearly all getting in full time, despite the zero weather."

After several months illness, H. M. Hoskins of the H. M. Hoskins Lumber Company has about recovered and will soon be able to attend to his duties at his office.

Local managers of numerous large eastern, western and foreign lumber concerns report that indications are that trade will be much heavier during the present year. The exporters say that the foreign market is not as promising as the domestic, though there is a good feeling as to the outlook for trade on all sides.

J. A. Wilkinson has materially increased his timber holdings lately and reports the outlook for trade most encouraging. Mr. Wilkinson has many country mills cutting on his timber and is shipping out a vast amount of stock. His plant here is running full time.

The plant of the Standard Oak Veneer Company at Johnson City, which was recently tied up by litigation, is again running and indications are that a brighter day has dawned for the company. New money and new blood has been put into it.

The completion of the band mill and railroad which O. H. Vial is building in Greene county, Tennessee, in a few weeks will be followed by the starting of another new and important lumber operation in east Tennessee. The Honaker Lumber Company, which is erecting three band mills in Russell County, Virginia, not far from Bristol, together with planing mills, dry kilns, etc., will be ready to start them about April 1.

The big band mill of the R. E. Wood Lumber Company at Buladeen, Tenn., near Bristol, made a fine record last year and will equal or eclipse it this year. The company has a large area of timber land in that section and some five years' cut remains. There is a large amount of stock on the yards and the mill is going full time.

E. V. Babcock & Co. have their mill at Tellico Plains, Tenn., running full time, with a large amount of stock in their Tellico yards.

Extensive lumber operations are being carried on in Polk county, east Tennessee. The Pendergrast Lumber Company of Marion, O., which recently started its new band and planing mills, is going forward, while the Consuaga Lumber Company, owning big mills and plenty of timber, is running to its capacity. Numerous other large mills in that county are making good records.

There seems to be little danger of an immediate car shortage in this section, despite the fact that the demand for coal and coke, which is one of the principal products of this section, besides lumber, is the heaviest ever known. The railroads are able to cope with the present situation without trouble, but have about all they can do to handle the big traffic. Numerous small lines of railroad are being erected and will be completed soon, while the completion of the new Carolina, Clinchfield & Ohio railroad, a trunk line to the south Atlantic seaboard, will serve to greatly relieve congested traffic and give better service to shippers and consignees. There seems to be a revival of the railroad building industry of late, as immense amounts of money are now being spent in this kind of construction.

## LOUISVILLE

The Hardwood Club has gotten down to business for the new year by appointing its standing committees, as follows:

Advertising—S. E. Booker, E. B. Norman & Co.; Claude Sears, Edward L. Davis Lumber Company; T. M. Brown, W. P. Brown & Sons, Lumber Company, and J. C. Wickliffe, C. C. Mengel & Bro. Company.

Transportation—E. B. Norman, E. B. Norman & Co.; T. M. Brown; H. J. Gates, Louisville Point Lumber Company; D. C. Harris, C. C. Mengel & Bro. Company.

Executive Entertaining—T. M. Brown, Claude Sears, and E. B. Norman.

The Entertainment Committee will get busy right away in connection with the convention of the National Hardwood Lumber Association, and is authorized to call on all the other members of the club to carry out any of its plans. They must do anything, as Secretary Harris phrased it, from sweeping out an office to contributing \$1,000.

Fred H. Behring of the Southern Railway attended a recent meeting of the club at the Seelbach hotel. Mr. Behring is assistant general freight agent of his road, and is in close touch with the hardwood situation. Mr. Cochran, a New York hardwood man, was down a week or so ago.

Most of the Hardwood Club men had enjoyable Christmases, though they have forgotten most of the details by this time. The weather consisted mostly of sleet and snow, and so the hunters in the crowd weren't able to pursue their accustomed avocations. C. R. Mengel stayed at home, while Victor Lamb, treasurer of the Mengel company, went to Memphis for the holidays. The Brown boys Christmased under the paternal roof-tree in Indianapolis. R. F. Smith of the Ohio River Saw Mill Company was snowbound, too, and didn't leave town. Claude Sears of the Edward L. Davis Lumber Company was called to Indianapolis shortly after Christmas by the serious illness of his aged father.

The W. P. Brown & Sons Lumber Company bought another big yard. This time it was that formerly occupied by the cooperage firm of Bergen & Meehan, located between Brook and Floyd, south of Shipp. It contains about six and a half acres of land, and has fine railroad facilities, a spur of the Louisville & Nashville connecting almost immediately with the Southern Railway. The yard will be used at once, and an additional office of the company may be started there also. It was announced that the purchase price was in the neighborhood of \$30,000. W. P. Brown, the retired head of the firm, has started a sawmill at Madisonville, in the western part of the state. It will have an annual capacity between 7,000,000 and 10,000,000 feet a year, and will manufacture principally oak, of which there is a good supply in the western part of the state.

E. B. Norman & Co. have been troubled a good deal by ice, the recent cold spell, one

of the most severe Louisville has experienced in a long time, having frozen the river over from shore to shore. When the freeze started the company had a lot of logs in the river, and these were gotten to harbor in the lee of the Six-Mile island without loss. The river has begun to loosen up considerably now. The sawmill of the company was closed during the coldest part of last week.

H. J. Gates of the Louisville Point Lumber Company said that business is fine and that his firm is being kept busy filling orders which have been on the books and which are coming in freely. Prices are considerably higher, he believes. Small stocks in the hands of consumers are indicated by the "rush" telegrams which the firm has been receiving. The mill ran through the cold weather. Mr. Gates, who recently returned from a trip to the mountains, where he found the supply of labor rather limited, had an automobile experience not long ago. Someone took his machine out for a spin, with his permission, and ran into a cab of the Louisville Carriage Company. The collision upset the nerves of the driver of the machine and he decamped. The police took the car into custody, and Mr. Gates wasn't able to reclaim it until he had done a good bit of explaining.

W. S. Bodley, a Louisville sash manufacturer, has developed a plan for the protection of the Point by the construction of a dike around that section. The dike, if built, would enable a large section now subject to overflow by the river to be used as factory sites.

D. E. Kline of the Louisville Veneer Mills, has now completed twenty years in his present location. He has grown enough in that line to feel pretty well pleased over it. He said that he is being kept busy, and that the demand in nearly all lines is good. Mr. Kline believes that prices will be much improved if the veneer men will only stand together.

The new office building of the Mengel Box Company is rapidly approaching completion, and it is likely that the official family of the company will be able to move into their new quarters by the end of this month.

C. C. Mengel, president of the C. C. Mengel & Bro. Company, is one of the nominees for the directorate of the Board of Trade, of which he is now a member. J. C. Wickliffe, secretary, is expected home in a few days. He was on the Maakon VII, south of Jamaica on Christmas day. The Mengels have been much interested in the announcement of H. N. Thompson, conservator of forests for Southern Nigeria, who says that his experiments show that mahogany trees grow four times as rapidly as others, adding a ring each season.

J. V. Steger of the Flanner-Steger Land & Lumber Company of Chicago has bought the controlling interest in the Smith & Nixon Piano Company of Louisville.

W. L. Burton of Burton, La., a prominent lumberman, who formerly had his home in Bowling Green, Ky., gave the Y.M. C. A. of the latter place \$250 as a Christmas gift, adding it to \$5,000, which he gave some time ago for the erection of a new building.

J. P. Jackson of Georgetown, Ky., has announced that he will dispose of his lumber yard at that place.

West Virginia coal operators, it is reported, have about closed a deal for 62,000 acres of coal and timber lands on Troublesome creek, in Perry and Leslie counties of Kentucky. If the property is acquired the C. & O. will build an extension into it, enabling both coal and timber to be marketed. The timber consists of oak and poplar.

A report from Lexington says that the Louisville & Atlantic, which was recently acquired by the Louisville & Nashville, will be pushed through the mountains of eastern Kentucky to Virginia. This would be of great interest to lumbermen. Thirteen counties rich in timber without any railroad facilities whatever and half



and the others which have hardly any rail lines would be opened up. The Washoto & Black Mountain Railroad, which is backed by a \$50,000,000 company, is believed to be under construction by the Louisville & Nashville. Reports of railroad construction for 1909 show that in Kentucky 88.5 miles were built and that for 1910 the prospect is that 116 miles will be built. Most of this is in the eastern part of the state. A new railroad just opened is the Madisonville, Hartford and Evansville. It is in western Kentucky.

Congressman Swagar Sherley is reported as declaring that Congress at this session will approve the general plan for the improvement of the Ohio river, and will undertake to bring about a nine-foot stage the year round from Pittsburg to Cairo by authorizing a system of continuous contracts, appropriating at the rate of over \$5,000,000 a year for twelve years until the work is finished.

The official slogan of Louisville is, "A Place to Live." The commercial organizations have decided upon it and asked all the business men of the city, including the lumbermen, to have it printed on their letterheads and envelopes.

Ninety-four permits, representing an outlay of \$79,437, were issued by the building inspector during December. There was a considerable decrease December, 1908, showing 127 permits with an estimated value of \$129,443.

The Kentucky Land, Lumber & Mineral Company has been incorporated here with a capital stock of \$20,000. It will trade in coal and timber lands, sell and buy real estate and cut timber. The stockholders are J. Levi, J. C. Hoskins and S. R. Wolf.

In order to dissolve partnership, the Brandstetter Planing Mill Company of Covington has been put into the hands of a receiver, W. A. Rabe, whose bond has been fixed at \$10,000. The company had a disastrous fire about a year ago.

According to estimates made by members of the Hardwood Club, receipts of hardwood lumber here in 1909 amounted to about 310,000,000 feet, of which 10,000,000 feet were mahogany. About that much mahogany was shipped out of Louisville to consumers, and about 200,000,000 feet of other hardwoods were shipped out, the remaining 100,000,000 feet being used in box making and in the building trade. These figures include the receipts of oak, poplar, chestnut, gum and cottonwood, and, while probably not more than approximately correct, they give an idea of the extent of the market.

### ST. LOUIS

The committee appointed at the recent meeting of the Lumbermen's Exchange of St. Louis, composed of Thomas E. Powe of the Thomas E. Powe Lumber Company, R. F. Krebs of the Krebs-Scheve Lumber Company, and Edward Wiese of the Thomas & Proetz Lumber Company, to draw up resolutions opposing the Bridge Arbitrary, has sent the following resolution to the City Council:

City of St. Louis, December 24, 1909—To the Honorable Council of the City of St. Louis:

At the annual meeting of the Lumbermen's Exchange of St. Louis held at the Missouri Athletic Club on December 21 the following resolutions were adopted:

Whereas, The Lumbermen's Exchange of St. Louis was organized for the purpose of fostering the business interests of St. Louis, and of upholding the lumber industry, and

Whereas, It is the opinion of the members of this exchange that the so-called bridge arbitrary is detrimental to the commercial interest of the city, be it

Resolved, That the Lumbermen's Exchange of St. Louis hereby endorse the action of the City Council in its stand to abolish finally and forever the so-called bridge arbitrary and demand that the commercial interests of St. Louis be put on a basis, equal to that of any other city in the country; and further, be it

Resolved, That the city should not grant any special privileges to the Terminal Railroad

Association, until the arbitrary is completely abolished.

Thomas E. Powe,  
Edward W. Wiese,  
Roland F. Krebs.

Among the new lumber companies in St. Louis and located in the Wright building is the Robinson Lumber Company. The company is a big yellow pine dealer, but also does a good sized hardwood trade.

The following hardwood lumber dealers joined the Lumbermen's Exchange of St. Louis during the year 1909: J. M. Bullard Lumber Company, Brewer-Laidley Lumber Company, Thomas E. Powe Lumber Company, Whaley Lumber Company, Tilden Lumber Company, Lorraine Lumber Company, O. H. Semple, International Hardwood Lumber Company, Kelly R. Chandler and the Alf. Bennett Lumber Company.

E. L. Page, the manager of the hardwood lumber department of the Alf. Bennett Lumber Company, is going right after business, and a big increase is being shown in the volume of the sales during the past few months. Alf. Bennett, president of the company, while on a recent trip through the South, made several new connections with hardwood mills.

E. M. Cain has opened up an office in the LaSalle building, under the name of the E. M. Cain Lumber Company. Mr. Cain was formerly connected with the O'Neil Lumber Company.

G. H. Barnes of the G. H. Barnes Hardwood Lumber Company returned from quite an extended business through the South just before the holidays. He reports conditions as being quite satisfactory. Business with him is fairly good, when one considers that the new year has just begun.

The Charles F. Luehrmann Hardwood Lumber Company gave a most satisfactory report on its business during the year just past. Sales were quite good and prices obtained were as good as could be expected. It looks forward to a good year during 1910 and is in fine shape to meet all calls that may be made.

J. R. Massengale of the Massengale Lumber Company, while he says business was quite good during the past year, there was much chance for an improvement and he believes the improvement will make its appearance during the present year.

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, is pretty well pleased with the volume of business done by the company during the past year but looks forward to a great year during 1910. Last year was one of the best that the company ever had in the way of sales.

After quite an extended trip through the South on a visit to the mills of the company, Charles E. Thomas of the Thomas & Proetz Lumber Company is back home and says conditions are looking good. He reports the mills are cutting freely, when weather conditions will permit.

### MILWAUKEE

The Cooper & Maxson Lumber Company, wholesalers of Milwaukee, is being dissolved. W. E. Cooper, president of the company, has opened two suites of offices at 1306-1307 Majestic building and is carrying on a general wholesale lumber business under his own name. G. M. Maxson, secretary, is engaged in the wholesale business at 915 Majestic building. The Cooper & Maxson Lumber Company was organized a few years ago to take over the wholesale business formerly carried on by W. E. Cooper.

The Cooper & Hughes Lumber Company of Neshotah has increased its capital stock from \$25,000 to \$75,000. The company has completed the erection of new sheds.

United States Senator Isaac Stephenson, while at Marinette during the holiday recess, started his sawmill, the N. Ludington mill, No. 1, on another season's sawing. This is the fifty-second time that he has performed a similar service and it is a record unequalled in the Wisconsin lumber business.

The Wisconsin Bark & Lumber Company or Antigo has changed its name to the Antigo Lumber Company and increased its capital stock from \$75,000 to \$200,000.

The Crane Log & Lumber Company has been incorporated at Crane by George D. Puffer, F. D. Abell and T. E. Ryan, with a capital stock of \$25,000.

G. Stanley Mitchell, retired lumberman and capitalist of Milwaukee, died on January 3, aged sixty years. He had been engaged in the lumber business at Stevens Point in former years and retained important lumber interests in Wisconsin and Michigan.

All of the large sawmills at Wausau, including the Barker & Stewart Company's plant, the Alexander Stewart Lumber Company, the Mortenson Lumber Company, the Schubring Lumber Company and the Brooks & Ross Company's mills, will be placed in operation this month.

The Plymouth Veneer Company has been incorporated at Plymouth with a capital stock of \$50,000 for the manufacture of veneer for furniture and interior finishings. A new three-story factory building will be erected.

The sawmill at Park Falls, owned by the Roddis Lumber & Veneer Company of Marshfield will be placed in operation at once. The season's cut will amount to 8,000,000 feet. This concern is operating its plant with a full force of 250 men.

The foundation work for the new sawmill of the Diamond Lumber Company of Green Bay has been completed and the superstructure work will soon be started. The plant will replace the one destroyed by fire some months ago.

H. P. Dutton, for the past seven years sales manager of the Worcester Lumber Company of Chassel, Mich., has resigned to become northern manager of the Estabrook-Steele Lumber Company of Chicago, with headquarters at Marinette, Wis.

A. C. Miller, formerly general sales agent of the Manitowoc branch of the American Seating Company, has identified himself with the Fond du Lac Church Furnishing Company of Fond du Lac.

The Raymond Log Loader Company of Marinette has made arrangements for the continual manufacture of its log loader at the plant of the Stevens Manufacturing Company.

The headquarters of the Northwestern Lumber Company have been moved from Eau Claire to Stanley, the location of the company's plant.

The Robbins Lumber Company of Rhinelander has completed the construction of the grading for seven miles of logging railroad.

The West Milwaukee car shops of the Chicago, Milwaukee & St. Paul Railway Company have just closed the busiest year in its history. Box-cars to the number of 5,685 and other pieces of freight equipment were turned out, as well as 90 locomotives. Nearly 70,000 freight cars were repaired at the shops.

The sawmill of J. Jennings & Co., at New London, has been placed in operation.

The Allis-Chalmers Company of Milwaukee is furnishing the entire electrical and sawmill equipment to the Union Lumber Company of Union Mills, Wash., for installation in the first lumber mill on the Pacific coast to be operated with electric motor drive.

### WAUSAU

An effort is being made to interest local capital in an enterprise which it is proposed shall be established in Marinette. The proposition is to build a factory for the manufacture of small wooden articles from the poorer grades of lumber and timber and the waste of saw mills.

The plant of the old A. W. Stevens Company in Marinette has been purchased by the Stevens Manufacturing Company at public auction and the reorganized concern will manufacture hardwood products.



The J. W. Wells Company of Menominee will soon build a large factory for the manufacture of hardwood flooring.

The J. Jennings sawmill in New London has commenced operations and has a stock of logs in sight to keep in steady operation for at least six months.

A great many Wisconsin woodworking institutions have found it impossible to close down their plants this month as is customary, for the purpose of taking inventory of stock. They are all rushed with orders which must be filled without delay.

The F. Schubring Lumber Company of Wausau has recently added new machinery to its plant.

H. A. Martin, who recently bought a sawmill in Spencer, will start the same in operation as soon as new machinery is installed.

The Wisconsin Handle Company is the name of a concern which will manufacture all kinds of handles in the city of Oconto. The Pankratz sawmill has been remodeled and equipped for that purpose.

The Bain Wagon Company of Racine is planning the erection of a four-story brick structure. This will greatly increase the company's facilities.

The Michigan Hoop & Stave Company of Marinette will build a dry kiln. The company is planning to get more piling ground spur tracks.

The Oelhafen & Lindquist Lumber Company is the title of a new concern which will engage in the wholesale lumber business in Green Bay. Arthur R. Oelhafen and Arthur Lindquist, two young men of Tomahawk, are the principal stockholders. Both have grown up in the lumber business. The former's father, John Oelhafen, is one of the oldest operators on the Wisconsin river.

The Smalley Manufacturing Company of Manitowoc, one of the city's oldest industrial concerns, has taken in W. C. Gallenger as general manager to succeed J. G. Kelley. Mr. Gallenger was formerly with the Appleton Manufacturing Company of Batavia, Ill. Nels Windingstad, general superintendent of the first mentioned company, has also retired. The company consumes a large quantity of different hardwoods yearly in the manufacture of implements. It is planning to enlarge its plant and increase the number of its salesmen.

At the annual meeting of the stockholders of the Shawano Lumber Company, held a few days ago, Peter Faust of Weyauwega was elected a new director. The board of directors chose E. H. Steger president to succeed the late Leander Choate of Oshkosh. J. C. Black was elected vice-president and J. J. Steiger secretary and treasurer. The capital stock was increased from \$15,000 to \$75,000.

The board of trade of La Crosse is raising \$100,000 to be invested in new factories. Over \$95,000 has thus far been subscribed. The money will be invested at the rate of \$25,000 per year, for the purpose of starting new manufacturing enterprises and strengthening those which may be in need of assistance for further development.

The Wisconsin Railway Commission recently ordered the Chicago & North-Western Railway Company to refund to the B. Heinemann Lumber Company of Wausau the sum of \$57.84 excess freight charges on five cars of lumber shipped from Rib Falls to Wausau.

During the past year a total of 29,500,000 feet of lumber was shipped by boat from the port of Marinette. At the same time 3,500,000 feet was imported.

The Barker & Stewart Lumber Company of Wausau will cut 1,000,000 feet of timber this winter on Copper river.

The Heinemann Lumber Company of Heinemann has just completed the building of an amusement hall for the benefit of its employees. It is 40x80 feet in size, steam heated and electric lighted.

The Roddis Lumber & Veneer Company of Marshfield now employs the largest crew in its

history—250 men. Its inlaid doors, in which it is the pioneer manufacturer, are meeting with a remarkable sale.

The Walter Alexander Timber Company of Wausau has bought of the E. J. Anderson & Son Timber Company a large tract of hardwood in Wisconsin and Michigan. The logs will be hauled to Wausau by rail and sawed in the mill of the Alexander Stewart Lumber Company.

Lotz & Gorman are cutting 1,000,000 feet of hardwood on Rib mountain and hauling the logs to the F. Schubring Lumber Company's mill in Wausau.

## SAGINAW VALLEY

Logging conditions are especially favorable the last ten days, the temperature having dropped sufficiently to freeze the ground and swamps so that roads can be made and maintained. Log hauling is going on to interior mills, and to centers of manufacture, such as Alpena, Cheboygan and Bay City. At the latter place one hundred carloads are brought down every twenty-four hours. A good many million feet are hauled to Alpena and the two large mills at Cheboygan obtain the greater portion of their stock by rail.

At Alpena the Island Mill Lumber Company is installing a battery of four boilers and when this work is finished and other repairs made the mill will resume cutting hardwood timber for the winter. The Loud-Hoelt Lumber Company, owning and operating on several thousand acres of hardwood timber near Rogers City and incorporated with \$150,000 capital, have 6,000,000 feet on the skids. This firm will employ a steam log loader and skidder. Messrs. Loud, of the H. M. Loud's Sons Company at Au Sable, are interested in this project. Three years ago they bought a large interest in timber in Presque Isle county with Paul H. Hoelt. The latter is treasurer and manager of the firm. H. N. Loud is president.

The maple flooring industry has improved materially both in the matter of demand and prices and every plant in the valley is active, while large quantities of manufactured stock are being shipped out by rail.

Saginaw parties have purchased a large oak flooring plant at Nashville, Tenn., and H. A. Batchelor, Jr., who has for some years been associated in the lumber business with his father and J. T. Wylie, left the first of the year for Nashville, to assume the management of the plant. His many friends in the valley are confident he will make good.

The John D. Mereshon Lumber Company at Saginaw, closed the first year of its business with the end of the year and did a fine and steadily increasing business in hardwood lumber products.

A portion of the machinery for the new Hanson-Ward flooring plant at Bay City has been installed and a portion of the plant will start operations about Feb. 1. If the delivery of machinery is not delayed the entire plant will be in operation in about thirty days. It is up-to-date and will employ over one hundred hands.

The Berst Manufacturing Company at Saginaw is using 4,000,000 feet of maple and birch in the production of toothpicks, the output amounting to 15,000,000 toothpicks a day.

The Kneeland-Bigelow and the Kneeland, Buell & Bigelow mill plants manufactured approximately 40,000,000 feet of lumber last year. The mill of the first named company is operated day and night the year through. The latter mill is to have a new battery of boilers installed early in April.

The annual meeting and banquet of the Saginaw Valley Lumber Dealers' Association was held at the Wagonah hotel, Bay City, Friday evening, January 7. Every lumber company in the valley is associated with this organization.

## CADILLAC

The worst storm of the season and one of the most severe that has visited this region for a number of years is now raging. For the time being, only the necessary outside work is being done and the railroads are having a hard time to keep their lines open.

All of the lumber manufacturers of Cadillac and vicinity are running full time and anticipate one of the best seasons in Michigan hardwoods and also hemlock.

This is the season when logs and tied wood are brought into Cadillac on sleighs in large quantities and a remarkably fine lot of maple is being logged and brought in.

Murphy & Diggins have a camp near Leetsville, at which point they are putting in a large quantity of hemlock and hardwoods which is brought into Cadillac over the G. R. & I. railway and manufactured here.

The annual meeting of the Williams Brothers Company was held a few days ago at Manton. At this meeting it was voted to increase the capital stock from \$75,000 to \$150,000, all the additional stock being taken by the present stockholders. This company has a saw plant in this city and also at Manton, lumbering being carried on at Mesick, Harrietta and Manton. The plant in this city is one of the best of the many local mills and employs about 100 men. The products of these plants are lumber, last blocks, and ten pins. The company has large holdings of timber land in Wexford, Missaukee and Grand Traverse counties, and a considerable amount of timber in the upper peninsula.

Cadillac has lost one of her best and good friends in the death of Wellington W. Cummer, which occurred at Jacksonville, Fla., December 25, 1909. Mr. Cummer was one of the men who came to Cadillac in the early days with his father, Jacob Cummer, entering into the manufacture of lumber under the name or Jacob Cummer & Son. He was also interested in other business firms, among them the Blodgett, Cummer & Diggins, and Cummer Lumber Company, which were finally merged into the present Cummer-Diggins Company.

In honor to his memory business in Cadillac was suspended from 2 to 4 p. m., the time of the funeral, and memorial services were held in the Congregational church simultaneous with the services that were held in Jacksonville. The mills of the city were also closed for the entire afternoon, and the church where the memorial services were held was filled with friends and associates of the former Cadillac man. Mr. Cummer leaves a wife and three children, Mrs. Mabel Roe, Arthur G. and Waldo E. Cummer, a sister, Mrs. F. A. Diggins, and his mother, Mrs. Jacob Cummer of this city.

The Michigan State Railway Commission has announced that it will not be governed by the Interstate Commerce Commission on the demurrage question, and it is expected that as the results of the action taken jurisdiction of the federal body will be taken into court for determination. Many shippers from all parts of the state have protested against any change in the present Michigan car service and demurrage rules, and the commission will be sustained by the majority of the large interests involved.

The Hillman branch of the Detroit & Mackinac Railway running between Hillman and Alpena has been opened. In order to celebrate the formal opening the Detroit & Mackinac Railway officials gave a free ride to 700 farmers and citizens from Hillman to Alpena. A special permit was granted by the State Railway Commissioners to allow the distribution of free rides for this purpose.

D. F. Clark of Osborne & Clark, Minneapolis, Minn., was in Cadillac this week on business connected with his firm.

Miss Marie Mitchell, daughter of Mr. and Mrs. W. W. Mitchell, has returned to her school at Washington, D. C. Her brother, C. T. Mitchell, accompanied her a part of the way, and is now visiting relatives at Hillsdale, Mich., for a few days.

## DETROIT

Local hardwood dealers complain of a shortage and congestion of railroad cars which has caused them great inconvenience and in many instances has meant a loss of business. H. W. Harding of the Harding Lumber Company informed the RECORD correspondent that for the past three weeks his company has been waiting for several cars of hardwood lumber held up somewhere in the state by the car congestion. J. M. Clifford of the J. M. Clifford Lumber Company, large dealers in hardwoods, says that the car situation is very serious and that no dependence can be placed in cars arriving on time. Furniture factories and local automobile plants have also suffered because of the lack of freight cars. The Cadillac Automobile Company has nearly 200 automobiles waiting to be shipped.

The Owen Motor Car Company has purchased the plant of the J. P. Waddell Shoe Case & Cabinet Company, North Grand boulevard and the Belt Line, together with the six acres of adjoining land. The factory is a three-story brick building, 150 by 60 feet, and will be remodeled to meet the requirements of the automobile company.

The residence of William E. Brownlee, in this city, was completely gutted a few days ago by a fire resulting from a defective chimney. Mr. Brownlee and his family were in bed when the fire started, it being early in the morning, and escaped from the burning building in scanty clothing. The loss is covered by insurance. Mr. Brownlee, who is a member of the hardwood lumber firm of Brownlee-Kelly Company, says that he will rebuild at once.

William Roche, aged seventy-six, a retired dealer in hardwoods, who lived at 334 Vinewood avenue in this city, died of heart failure a few days ago in a barber's chair. He was well known to hardwood dealers of Detroit and vicinity. He was formerly a partner in the firm of Leech, Roche & Co., who dealt extensively in hardwoods, but retired from active business a few years ago and up to the time of his death had been in good health.

Mr. Worcester of the Worcester Lumber Company of Chasswell, Mich., was in town for a few days last week. He said that conditions in the hardwood market were excellent and he looks for a big year's business.

Many of the local hardwood dealers and the factories have been busy the past few days taking inventory and are now in readiness for the business of the year. All are very optimistic. "Everything looks fine," is the report from E. W. Leech. "It looks like a banner year. If we can't do the business in 1910, we never can." Thomas Forman of the Thomas Forman Company is another optimist. "The outlook for the coming year is decidedly encouraging," he told the RECORD correspondent. "We are enjoying a good, brisk business, with every indication that it will continue." Many other dealers talked in similar strain, all agreeing that it should be a very busy year in the hardwood trade.

C. E. Myers of the Crescent Lumber Company of Meridian, Miss., was in Detroit on business last week.

"Basswood is still a little weak, but in all other lines of hardwoods there is a healthy demand and prices are fairly satisfactory," says J. M. Clifford.

J. H. P. Smith of the Hardwood Lumber Company of Cincinnati was a recent Detroit visitor.

Arthur Dunniss of Cincinnati dropped into

town for a few days last week visiting friends in the local trade.

Michael J. Theisen, a well-known local hardwood operator, is again in financial difficulties. He has just filed a bankruptcy petition in the local United States court, scheduling liabilities close to a quarter of a million dollars. In May, 1907, Mr. Theisen took over the business and the indebtedness of the Central Lumber Company and in December of that year made an assignment to creditors who were paid about fifteen per cent pro rata. The new petition in bankruptcy filed by Mr. Theisen shows over 100 creditors who have claims totaling \$223,044.87. His assets consist of an automobile, which he built himself, 1,000 shares of stock in the Snake River Mining Company, practically worthless, \$10 in cash, one \$10 share of stock in the Holmes Lumber Company and the household goods which, under the laws, are exempt. Of the liabilities, \$121,886.57 is due on unsecured claims; \$35,941.02 on notes and \$65,217.24 on accommodation paper.

The annual report of the department of build-

ings shows that during the year just closed permits for 3,646 new buildings to cost \$12,651,245 were issued. This is an increase of over \$3,000,000 over 1908.

C. H. Haberkorn has retired from active participation in the business of the C. H. Haberkorn & Co., table manufacturers, and Warren Williams, superintendent of the concern, becomes general manager. Mr. Haberkorn, however, will still retain the office of president.

The plant of the Charles Stearns Company, manufacturers of wagon wheels, at Pontiac, was damaged to the extent of \$9,000 by fire a few nights ago. The blaze is believed to have been of incendiary origin.

G. H. Jenkins of Chicago, who was in Detroit for a few days last week, says that, despite the rapid strides made by the automobile industry, the wagon-building industry is still prosperous. He says that in this industry as well as in the manufacture of automobiles the shortage of the wood supply is becoming a serious matter, as it is difficult to secure the right quality of hardwood in sufficient quantities.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

Owing to the holiday season and the exorable weather conditions that have prevailed in Chicago during the last fortnight, hardwood business has been featureless. A little lumber has been moved, but there has been no life in the trade. There is every prospect that there will be a renaissance of active trading with a good volume of business very soon. The furniture sales exposition has just opened in Chicago and there is promise of immense sale of all varieties of furniture at advanced prices over last year's quotations, which will surely induce a heavy demand from this source for many varieties of hardwoods.

There seems to be a lessening activity in local house and flat building owing to better trade conditions in general lines of commercial pursuits. However, the volume of building is still large. The local house trim and flooring people report that their plants are all busy and in some cases the output is sold ahead for several months.

### NEW YORK

There is no question as to the position which will be occupied by the good grade lumber market for the coming year. It can be stated upon the very best authority that, irrespective of demand, the price situation is going to be both high and bullish, by reason of the limited supplies of good lumber which will be available. This applies pretty much throughout the entire list. The outlook for good grade lumber was never more promising.

The phase of the situation which must engage the attention of the manufacturer is the low-grade market. Timber is producing more low-grade lumber every year and it is to that department that the most conservative principles must be applied. In regard to the outlook, there is every reason to expect that 1910 will absorb a great deal of common and low-grade hardwood lumber, but the market will have to be intelligently handled. If the ratio of common lumber for the next year is as much greater under the improved outlook as it was during the past year, with its somewhat more limited demands, there is little reason to expect any material change in prices. On the other hand, if the low-grade production is properly conserved, there is no reason why prices should not reach as high a level as they ever have.

### BUFFALO

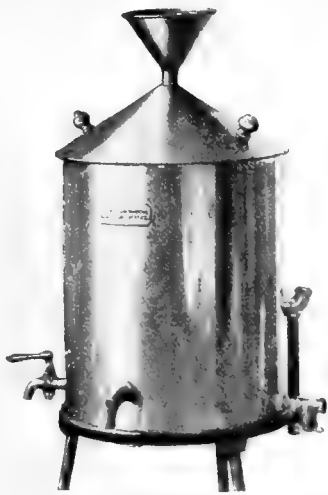
Buffalo dealers have few men on the road and no one seems to be afraid to run slow now. Some of the better posted members of the trade say they would come out better if they had the courage to let the trade take care of itself till spring and then get the benefit of an advance.

There is no new light as to stock, unless it be from West Virginia. That territory has been worked quietly by a few dealers who always managed to get back there where they had been once, and now others are following. A hardwood dealer just from there reports finding basswood and poplar there as well as the better known oak and chestnut. Prices are stiff and they will be likely to remain so, but if the consumer of lumber wants hardwood hereafter he must pay for it.

Efforts to get in a stock of hardwood from south of the Ohio are met by a bad shortage of cars, which have cut out business a long time, and the supply does not improve as it has done in this territory of late. The big fall of snow has also hindered business somewhat.

### PITTSBURG

Local firms are well satisfied with 1909 totals—considering. They believe that 1910 will break all records in lumber selling in this district, and their officials are getting busy. Many changes are announced in the personnel of local concerns and more salesmen are being added every day. Good salesmen are mighty scarce. The man who knows the lumber business and can show a record of having "produced" can ask and get about his own price in this city at present. Wholesale lumbermen regard industrial conditions as especially favorable and believe that out of the enormous amount of construction work of every kind that is now on the boards there will come the largest sales of lumber that have ever been made in any one year. Also, they are taking most kindly to daily reports received from every section of the country which indicate that manufacturing operations in every line are going to reach high water mark and probably go above it. In short, Pittsburg is getting ready to do her best year's business in lumber selling. It only remains for her big lumber interests to get together on a fair and profitable basis and revise the price lists which have been prevailing here



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**INAUGURATES**—Lower costs, less labor, accuracy, uniformity and cleanliness.

The Glue Converter you sent us on Sept. 10th works successfully. We have decided to adopt same at all our plants.

FROST VENEER SEATING CO.

Made only by

**THE INSTANTANEOUS GLUE CONVERTER CO.**

CINCINNATI, OHIO

for a year or more. In hardwood this is not going to be a difficult task for it is anticipated that just as soon as the weather breaks and spring operations begin the demand for hardwood lumber of all kinds will far outstrip the available supply of dry stock. Every mill is being put in condition to make its best record in 1910 but in spite of this hardwood stocks are not accumulating and the better grades of poplar and oak are being sought with rather indifferent success by anxious purchasers.

### BOSTON

Trading in the market for hardwoods has not shown any improvement since the first of the year, but dealers state they do not expect much new business during the first half of January. This is due greatly to the inventory season. Few consumers are carrying more than moderate sized stocks and, with the general business up to normal, the call for lumber should be good. Buyers realize there is nothing to be gained by withholding orders in hopes of lower prices. Instead of a decline, an advance is not at all unlikely. The outlook for a large spring trade is good. Interior house finish has been in active demand and manufacturers still have a good volume of unfilled orders. Piano manufacturers have had a good season and some are as busy today as they were a month ago. Furniture manufacturers are for the most part busy. Some of the chair manufacturers are running their plants nights in order to keep abreast of the demand. The yard trade has not been brisk, but flooring has had a good demand at firm prices.

Prices throughout the market are very firm, with the tendency to a higher level. Quartered oak is exceptionally firm and some manufacturers are so closely sold up that they have practically nothing to offer. One inch, ones and twos, is firm. Plain oak is decidedly stronger and offerings of dry lumber are small. Ash is well held. The demand for chestnut has been fair. Stocks are not large. A very fair business is now reported in the market for mahogany veneers. Other fancy hardwoods in veneers are selling better.

### BALTIMORE

New Year has come and gone, and the members of the hardwood trade, after taking inventories and striking balances, have had an opportunity to look around and come to some conclusion as to present conditions and what the near future may bring forth. They see nothing of a discouraging nature. Notwithstanding the holiday lull the gains previously made are maintained. In no direction has there been a sagging in values. Everybody expected that quiet would prevail at the end of the year and made allowances for this state. Hardwood men everywhere refrained from trying to force business, which would have meant offering material concessions.

High-grade dry stocks are almost scarce, and the demand for them has remained active, while the low grades are in liberal supply, though an appreciable improvement has taken place in this particular. The car shortage had the effect of stimulating the inquiry for serviceable lumber, for to hold back means to run the risk of being caught short. That this precaution was justified is shown by the fact that strenuous efforts on the part of representatives of firms to get out shipments of logs and lumber have had indifferent results. Mills generally shut down over the holidays, and they are starting up again after some overhauling of machinery. The advance in prices has caused not a few of the yardmen to hold off, but their necessities are likely to become so pressing before long that filling them cannot be any longer deferred. The export situation also presents an encouraging prospect.

So far the exporters have not been called on to make extensive forwardings, the inquiry is becoming more active, and general preparations in the way of securing stocks have been made to meet the revival, when it does set in. The prices paid by intending shippers are such as to demonstrate conclusively the high expectations entertained.

### CHARLOTTE

The new year starts off with the brightest of prospects to hardwood dealers of the Carolinas. Following the holidays, business was not so brisk, but the usual activity is again being witnessed. Since the first of the year many large concerns have held stockholders' meetings and declared dividends. The financial status of this section has been greatly enhanced by turning loose of large sums in dividends. In lumber construction work, the Carolinas have made good progress last year, and lumbermen have shared the benefits of this activity.

Furniture dealers of High Point and other manufacturing centers say the outlook for spring business is exceptionally good. Local dealers in hardwoods report all the business they can handle, at stiff prices. Especially have prices stiffened on certain grades of hardwoods, quartered oak, poplar, etc.

Numerous big land deals have been put through, which means that this year vast stores of rich hardwood timber lands will be made available to the markets. Railway lines into timber sections have been built and others are in course of construction, which, when completed, will greatly facilitate the hardwood trade.

Altogether the outlook for future business is bright and hardwood lumbermen are optimistic over the prospects.

### CLEVELAND

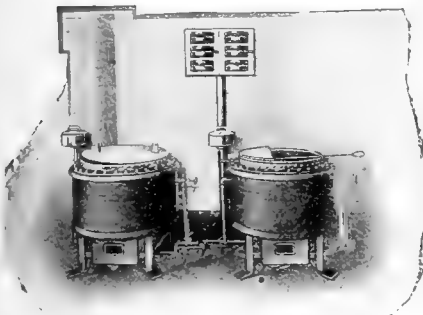
Business in this territory is remarkably good for this season of the year. The period following the holidays is usually somewhat dull in all lines, and the hardwood trade is no exception. This season, however, there seems to be a strong demand along all lines and the outlook for the year is bright.

Poplar is being eagerly sought. The volume of automobile business has much to do with this, for the wide clear stuff is snapped up as quick as offered. Both plain and quartered oak is in good demand, with prices inclined to strengthen. Circassian walnut is moving well, while mahogany is getting its full share of the interior finish and furniture business.

### COLUMBUS

While market conditions during the holidays were slow, because of the fact that all retailers took their inventories and many manufacturers did the same, still there was no weakening of prices in any varieties of hardwoods. Manufacturers and jobbers are united in the belief that the market will gain strength as the season advances, and they were not disposed to make any concessions to stimulate buying during the dull holiday season. Prices have been steadily on the advance and the indications are bright for a continuation of that trend of things. Stocks are not too plentiful and the demand is growing better day by day. On the whole, lumbermen in all departments of the trade believe that the year 1910 will be one of the most active in the history of the industry.

The car situation has improved. There appears to be a shortage of motive power on some railroads rather than a lack of transportation facilities. The storms of the past few weeks have had the effect of delaying shipments because of the vast amount of snow in some quarters. Lumbermen, however, look for an acute car



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shortage and preparations are being made to circumvent it if possible, or, at least, to lessen any inconveniences that might arise.

The demand for wide sizes of poplar is one of the features of the market. Dealers who have wide stocks can ask almost any price and sales have been made as high as \$145 per thousand. Prices for ordinary sizes are firm. Plain and quartered oak is strong and advances have been made in quotations. Hickory is also in good demand with firm quotations prevailing. There is a better demand for ash, which has been one of the weak woods on the market. Other hardwoods are steady.

### CINCINNATI

Indications are strong for a most prosperous year in the lumber trade. Furniture manufacturers closed the year with good business and the new year has opened up most auspicious orders for future delivery. The wagon, carriage and the automobile industries are in a flourishing condition. Prospects for a very heavy building season are good, and all of the architects are crowded with business.

There is every indication of an increase in the price of hardwoods during the year, already there is a tightening noticeable, this more especially in the price of oak, while chestnut and poplar are keeping closely up.

The year opens with but a small stock of high-grade quarter-sawn and plain white oak in sight and available. Good figured stuff is held at fancy prices, while narrow and low grades are not plentiful. The stocks of red oak, both quarter-sawn and plain, are good, with a strong and steadily increasing demand. Furniture manufacturers are using more red oak than formerly. Chestnut is in good supply for lengths below twelve feet, but twelve feet and over is not plentiful. One's and two's of twelve feet and over are in demand and readily disposed of to buyers for the eastern trade. Sound wormy is in fair supply, with a ready sale for all that the market produces. Poplar is in good demand, and leads the market in the volume of transactions; good, wide, clear stock is not plentiful and commands fancy prices. Medium grades are in good supply and in very active demand. The low-grade stock of lumber is heavy, but there has been an encouraging movement during the past month, owing to the heavy demand from the boxmaking industry. Ash is in good supply for all grades, but the stocks available, it is estimated, would not be sufficient to meet a rush year. Hickory is in good supply with sufficient stock available to meet the wants of the trade, but it is said by those that specialize in hickory that the visible supply would not be equal to the heavy demand that would be realized during the year. Red gum is rapidly forging its way to the front as a strong feature of the market, and inquiries are becoming more numerous, especially from manufacturers of furniture. Many concerns are adding red gum to their stock lists, while those who have been exploiting red gum in the past are feeling good over the interest which is being aroused.

### TOLEDO

The local hardwood market is reported in splendid shape and the trade is much gratified with present business and the outlook for the future. Prices are firm and indications point to higher figures in the near future. For the most part stocks are in tolerably good shape although there is a scarcity in firsts and seconds of all woods. Wide poplar is extremely scarce, bringing fancy prices. Plain oak is also scarce. Cypress is in good demand and prices have an upward tendency. Plain red oak and quarter-sawn white oak have had the lead, being in active call by furniture concerns and for house finishing. Vehicle and automobile concerns have

also been sending in a healthy call for hardwoods and dealers generally report business as being in fine shape.

### INDIANAPOLIS

The new year has started off well. Trade is brisk, considering the time of year, and prices are from ten to fifteen per cent higher than they were one year ago. Indications are that there will be still greater improvement during the year, and both hardwood dealers and manufacturers are pleased with the outlook.

At present, oak is the greatest in demand, quartered oak being the favorite. Furniture factories and vehicle plants are all busy, preparing for a larger business than they had in 1909. Shipments are moving nicely in hardwoods and no trouble is being encountered from car shortage.

### MEMPHIS

The demand for hardwood lumber is rather quiet at the moment as most of the firms here are engaged in taking stock and as a number of the important consuming and yarding interests in all parts of the country are engaged in similar activities. However, there is no element of weakness in the situation and the majority of the trade is not only looking forward to better prices but also to a very satisfactory business during 1910. The demand is particularly good for high-grade stock of all kind, while there is some tendency toward improvement in the lower grades. The supply of the former is generally light while the latter is plentiful enough to meet all requirements at the present time. The demand is strong for plain and quartered oak in the higher grades and No. 1 common is also actively wanted; prices are high and are showing a healthy undertone. The supply is by no means large and those who hold dry stock are having no difficulty in disposing thereof. The call for high-grade ash and cypress is good. In fact, cypress is moving well in all grades with the exception of No. 1 and No. 2 common. Cottonwood is in better demand in all grades but prices are not altogether satisfactory. Gum is moving rather better in all grades. Red is wanted on a fairly large scale and some interests report a better movement in sap gum. The box business continues to improve and this is reflected in a better feeling in both low-grade cottonwood and gum. The export situation is improving and there is an appreciable increase in the amount of lumber being sent abroad from the Memphis territory as well as from Memphis proper. There is very little poplar for sale in this market but such as is offered is readily taken at current quotations.

### LOUISVILLE

The hardwood situation is in good condition, the demand from all classes of consuming manufacturers being active. During the holidays and before the first of the year, when stocks were being taken by the factories, the demand slowed up a trifle, but it has resumed again with vigor. The character of orders received indicates that there is only a small amount of dry stocks held by consumers, and that purchases have heretofore been of a hand-to-mouth variety. Heavy buying on a rising market is therefore the prediction for the next few months. Plain and quartered oak and poplar are moving well, the common grades, as already noted, being in much better demand than for a long time. The building situation generally is improved, and this has stimulated the demand for mahogany, the manufacturers of which regard the market as favorable. Veneer manufacturers report conditions as satisfactory, with a heavy demand and prices stronger.

## INSURANCE COST

As a lumberman you carefully analyze the cost of your stumpage, manufacture and sales, but your insurance is usually bunched with "general expense."

We can convince you that fire insurance is worthy of even more careful analysis and attention than any other feature of your business.

We can also convince you that our form of insurance is the safe, logical and economical one.

Will you give us an opportunity to prove our claims?

### Manufacturing Woodworkers Underwriters

LEE BLAKEMORE & COMPANY

Rector Building

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## Greenbrier Lumber Company

WE WANT TO MOVE—

150,000 feet 4-4 No. 2 Common Oak  
250,000 feet 4-4 No. 3 Common Oak  
100,000 feet 4-4 Sound Wormy Chestnut  
100,000 feet 4-4 No. 3 Common Chestnut

Send us your inquiries for special bills in Oak  
NEOLA, W. VA.

## WRITE US for QUOTATIONS ON

5-4, 6-4, 8-4 and 12-4 Birch  
and 4-4 and 5-4 Basswood

**EDWARD CLARK & SON**  
TORONTO :: :: CANADA

## BLUESTONE LAND & LUMBER CO.

White Pine, Oak,  
Poplar, Chestnut  
and Hemlock Lumber

**WHITE PINE AND OAK TIMBERS ON  
SHORT NOTICE**

**RAILROAD TIES**

We own our own stumpage  
and operate our own mill.

MILL: GARDNER, W. VA.

Sales Office: RIDGWAY, PA.

## BRISTOL

The lumbermen in Bristol seem fairly well satisfied with the present condition of the trade, and encouraged at the prospects for business during the present year. Some had expected higher prices, especially on low-grade stock, by this time and are naturally a little disappointed that they do not advance more rapidly, but without the feeling is one of complete confidence. Shipments of late have been heavy, barring the holidays, and there are many orders on the books of the local lumber concerns, to be filled during the remainder of the winter and in the early spring months. The roads are in bad condition, as a result of continued rains, and the country mills are not able to accomplish much on account of the zero weather of the past two weeks.

## ST. LOUIS

Although the volume of the hardwood trade fell off during the last few days of the year, 1909 as a whole was most satisfactory and profitable. Conditions are such that there is every prospect that business will not be long in showing a revival. The demand for all items on the hardwood list is good. Plain white and quartered oak is holding its own and is most in demand of all the hardwoods. Plain red oak is also in good request. While the first and second grades have been in good demand for some time, the lower grades are coming to the front quite rapidly and there is a greater call for these than has been for many months. The lower grades which were hard to dispose of earlier in the season are now being called for and dealers having this grade of lumber on hand find no difficulty in placing it. Gum is called for in some quarters and there is every indication that it will revive in demand before long. Cottonwood, poplar, ash and other hardwoods are in fairly active demand. Cypress is holding its own and is quite a leading feature in the hardwood market. Dry stocks of this lumber are running short and mills are not cutting it, being handicapped by bad weather recently. This has caused stocks to run low and, with the recent heavy demand for it, will soon cause an advance in prices.

## MILWAUKEE

There is a temporary lull in the Milwaukee hardwood trade, due to the inventory season, but dealers are confident that soon after the middle of this month there will be a ready business. There is every indication that sash and door factories, hardwood flooring plants and interior finishing concerns will begin placing orders in preparation for the busy building season, which is expected early next spring. The furniture people have been placing fairly good orders until recently, but it is expected that trade from this source will be good from now on. The closing up of the year's business by lumbermen and manufacturers is proving that the total trade during the past twelve months was much better than had been anticipated. A general feeling of satisfaction seems to be everywhere and confidence is generally expressed that the business of the coming year will be of the best.

Oak is especially strong and prices are somewhat higher. Poplar is wanted and both basswood and birch are holding their own. Stocks in the high-grade lines are low.

## MINNEAPOLIS

The holiday season has made no interruption in the local demand for factory lumber. On account of the heavy building operations, the mill work people are busy right along on special

work and are using large quantities of stock, especially birch and basswood. Oak is not in very large demand, owing mainly to the fact that it has been scarce and high for some time, and builders have turned more to other woods. Flooring is a good proposition. The railroad troubles and the cold weather combined have killed country business for the present.

Operations in the woods will be started at a lively rate now. Some extreme cold has hindered, and recently snows have been heavy. As these settle they will make conditions fine for hauling. The indications are for logging in Wisconsin on a larger scale than usual this winter, as northern hardwood stocks are very low and prices such as to encourage operators. At the present time the outlook is for advances in hardwood stocks of factory grade.

## SAGINAW VALLEY

The recent snow and cold weather has been unfavorable for handling stock, but manufacturers and dealers have been taking an account of stock and balancing the business for the last year. The market is strong all along the list and the recent advance is being maintained. Dry stocks are reported scarce by every firm. The outlook for the new year is regarded as fine and the volume of business is expected to materially exceed that of 1909.

## DETROIT

The extremely cold weather of the past few days, which has somewhat delayed building operations, affected the hardwood market in this vicinity to some extent. A shortage of freight cars also added to the troubles of the dealers, but despite these handicaps the market is in fairly good condition and a healthy demand for all grades of hardwoods is reported. Maple, oak and poplar are still in strong demand. Continued activity in the flooring industry, the box factories and the veneer panel trade is noted. Dealers are very optimistic as to the trade the new year will bring.

## LIVERPOOL

Trade here has gone very quiet, probably on account of the holidays and the early election. The keenness of the fight and the undoubted closeness of the two great parties in the country naturally make the matter very upsetting to business. One of the big questions to be decided at this election is the Tariff Reform, and if, as seems likely, the Conservative party obtains a small majority, a change will be necessary from the old fiscal policy in Britain of free trade. This will involve a tariff and many classes of American lumber, varying from five to fifteen per cent, and there is no doubt that a tariff will be placed upon sawn planks and planed and sawn boards, turned handles and spokes, varying between these two percentages. It seems probable that all kinds of logs will be admitted on the free list, whether square, round or hewn. American shippers are advised, although it is difficult to prophesy thus early as to the outcome, if they see a conservative victory not to hesitate to send goods to this market.

Mahogany has slightly weakened during the past month, the list of arrivals here being heavier than the demand, with the result that prices have eased off. Ash and hickory logs have arrived in moderate quantities, and in every case the prices realized have been records, as far as this market is concerned. Dry stock is very scarce here; dry ash planks and poplar boards being in urgent demand and realizing high prices. Birch and maple are in fair demand, the former having recovered from its somewhat weak position of the past twelve months.

**OAK FLOORING** An artistic volume by Henry H. Gibson, Editor Hardwood Record; 40 pages, in colors, on heavy India tint paper; tells all that's worth knowing about Oak Flooring, its hygienic qualities and low cost; as well as the proper finishing and care of oak floors.

Profusely illustrated, an ornament to any office or library table; contains no advertisements, and constitutes an authoritative text book on this important subject. Of special interest to architects, builders, house owners and women. Price 50 cents. A limited number have been purchased by leading oak floor manufacturers who authorize distribution FREE until supply is exhausted. Copy will be sent on receipt of 10 cents in 2c stamps to cover cost of packing and mailing. Address quick! Book Dept., HARDWOOD RECORD, 355 Dearborn St., Chicago.

## BARGAINS IN REBUILT WOOD WORKING MACHINERY

Every Machine Thoroughly Overhauled and Tested Before Leaving Our Shops

1 30-in. 3-Drum Invenible Sander  
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60 miles relaying rails  
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35th and Iron Streets, CHICAGO

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.  
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We also make Time Checks, Stencils and Log Hammers.



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Advertisements will be inserted in this section at the following rates:

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Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYES WANTED

## WANTED MILL FOREMAN

in East or Pennsylvania, capable of estimating, laying out and constructing various kinds of general mill work from plans and details; state age, experience and salary expected. Address: "BOX 10," Care Hardwood Record.

## EXPERIENCED BOOKKEEPER WANTED.

Must have lumber experience. Hardwood preferred. Use safeguard system. Give references. Address: "BOX 11," Care Hardwood Record.

## BUYER AND SALESMAN WANTED.

Sales manager and buyer for hardwoods, office in central Ohio. Must have experience in buying from mills and be conversant with consuming market in Middle West. Only man of experience will suit. Give full references. Good salary to right man. Address: "Box 12," Care Hardwood Record.



**WANTED—HARDWOOD SALESMAN.**

An experienced hardwood lumber salesman for the road. Give references. Address, "BOX 12," care HARDWOOD RECORD.

**SALESMAN WANTED.**

H. D. Wiggins, Boston, Mass., who has mills in West Virginia, manufacturing Oak, Poplar, Chestnut, Basswood and Buckeye, and has on hand some five million feet dry stock, wants to hire a salesman who has a thorough knowledge of the consuming factories of N. Y., N. J., Pa., Md., Ohio, Ind. and Mich. Will pay high salary to sober, industrious man.

**WANTED**

By a hardwood lumber jobber, a first-class office assistant, having practical all-round knowledge of hardwoods and familiar with West Virginia and southern mills; also Ohio, Illinois and Indiana consuming markets. State age, salary and experience. All replies will be held in strict confidence. Address, "BOX 16," care HARDWOOD RECORD.

**EMPLOYMENT WANTED****WANTED—A POSITION**

With a responsible hardwood company in sales department. Have had experience and will furnish good references. Address "BOX 50," care HARDWOOD RECORD.

**POSITION WANTED**

by a competent stenographer and correspondent with a hardwood lumber or veneer manufacturer or dealer. Age, 27. Nine years' experience. All references. Address, "BOX 14," care HARDWOOD RECORD.

**LUMBER FOR SALE****GUM FOR SALE.**

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

35 M ft. 1x18" & wider, 1st & 2ds, red...	\$35.00
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap.....	32.00
80 M ft. 1x6 to 12" 1st & 2ds, red.....	29.00
50 M ft. 1x4" & wider No. 1 com., red.....	20.00
340 M ft. 1x3" & wider No. 2 com., red.....	10.00
200 M ft. 1x6 to 12" 1st & 2ds, sap.....	22.00
96 M ft. 1x4" & wider No. 1 com.....	15.00
200 M ft. 1x3" & wider No. 2 com., sap.....	10.00
24 M ft. 1x13 to 17" 1st and 2ds, tupelo.....	32.00
90 M ft. 1x6 to 12" 1st and 2ds, tupelo.....	26.00
35 M ft. 1x4" & wider No. 1 com., tupelo.....	18.00
100 M ft. 1x3" & wider No. 2 com., tupelo.....	11.00
200 M ft. 5/4 log run tupelo.....	17.00
150 M ft. 4/4 red and sap, log run.....	16.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich.,	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y.	24c
Philadelphia, Pa.....	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y.....	23c
Pittsburg, Pa.....	24c	Springfield, Mass.	26c
Cleveland, O.....	21c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y.	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C.	9½c		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges. AMERICAN LUMBER & MFG. CO. Pittsburg, Pa.

**FOR SALE.**

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.  
1,000,000 feet 2" white oak common bridge plank, also timbers.  
Write for prices.

BLUFF CITY LUMBER CO.,  
Pine Bluff, Ark.

**BLACK WALNUT.**

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.  
A. B. GARROTT,  
Fort Madison, Iowa.

**LUMBER WANTED****WANTED.**

25 carloads of tough Oak strips for bending purposes. Strips to measure ¾" thick, 1½" wide, 6'2" long. Must be strictly clear.  
LOUIS RASTETTER & SONS, Ft. Wayne, Ind.

MADDOX TABLE CO., JAMESTOWN,  
N. Y.,

Wishes to contract with a Band Mill which cuts about two million feet a year of the following: Birch, Maple, Oak, Chestnut, Basswood, Butternut, Beech, Cherry and Elm. Will move stock within eight months.  
L. L. AMIDON,  
Lumber Buyer.

**BASSWOOD AND BIRCH WANTED.**

6/4 Basswood and Birch 20" long, 60 per cent 6" and up wide, clear one face.  
SANITARY SPECIALTIES CO.,  
1836 E. Clearfield St., Philadelphia, Pa.

**WANTED**

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1½" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

**WANTED**

We will need during the next six months 3 to 5 cars 1x24 to 27" soft yellow poplar, 1sts and 2nds, panel and No. 1. Must be choice stock. Give us your best price for prompt cash and state time of delivery.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

**WANTED—HARDWOOD LOGS.**

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
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Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

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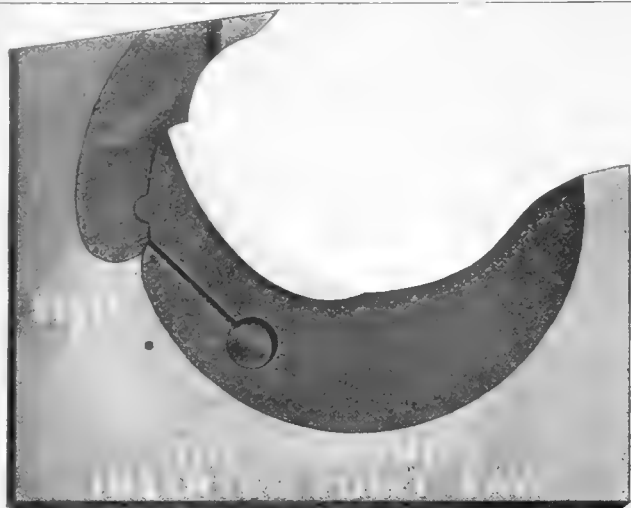
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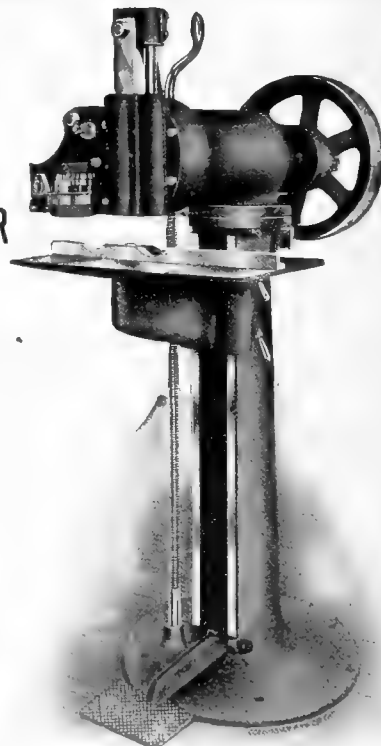
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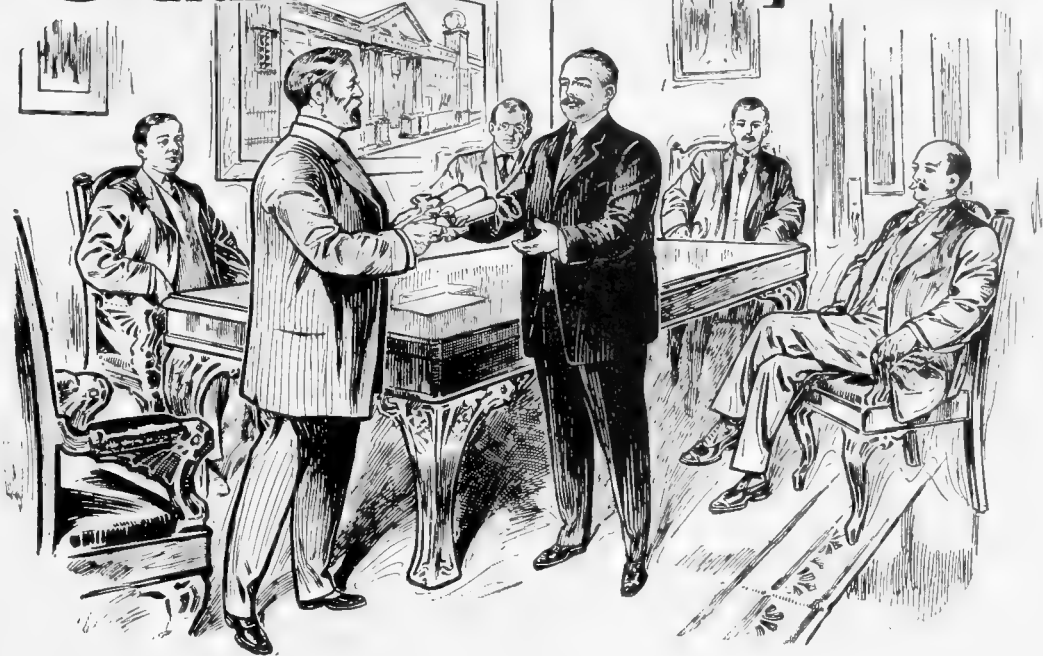


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## 3 Grand Prizes A.Y.P. Exposition



We Received

### Three Grand Prizes

at the

### Alaska-Yukon-Pacific Exposition

# ATKINS SILVER STEEL SAWS

are

### "The Finest on Earth"

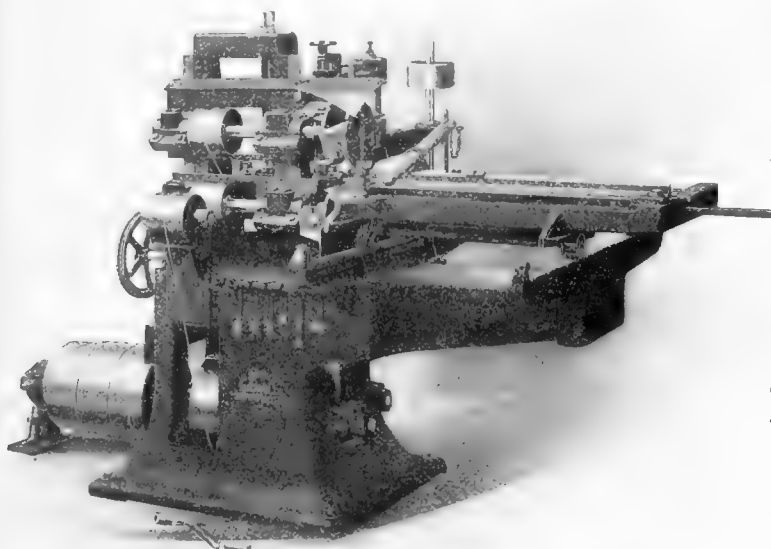
A fact that is vouched for by hundreds of thousands of satisfied users the world over. With our extra high quality Silver Steel Circular, Band, Gang, Drag, Shingle, Cross-Cut, Butcher, Pruning, Wood, Hand, Ice and other saws of every description, we lead all others. Write for catalog and prices to any address given below. Every Saw guaranteed.

## E. C. ATKINS & CO., Inc.

THE SILVER STEEL SAW PEOPLE

HOME OFFICE AND FACTORY, INDIANAPOLIS. BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE. CANADIAN FACTORY, HAMILTON, ONT.

# Are You In Need of a Tenoner?



NO. 225 Ce TENONER (Single End)

## LATEST AND BEST

The Frame of this Tenoner is cast whole, therefore very rigid.

The Table is mounted on Roller Bearings, hence will move very easily and perfectly square at all times, and is of good size.

The Cutter Spindles are all made of high carbon steel, ground accurately to size and perfect roundness.

For further particulars address

**H. B. SMITH MACHINE COMPANY**

Smithville, N. J., U. S. A.

New York

Chicago

Atlanta

Memphis

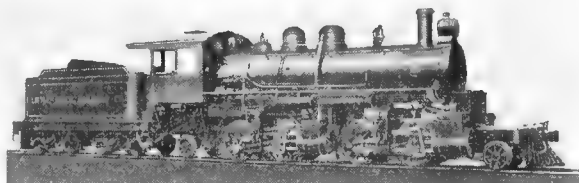
## BALDWIN LOCOMOTIVE WORKS

Principal Offices and Works:

500 North Broad St., PHILADELPHIA, PA., U. S. A.

Manufacturers of

## LOGGING LOCOMOTIVES



MALLET ARTICULATED LOCOMOTIVE

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive power and curves of short radius can be readily traversed.

### BRANCH OFFICES

NEW YORK, Hudson Terminal.

CHICAGO, Railway Exchange.

ST. LOUIS, Security Building.

PORTLAND, Couch Building.

Cable Address:—"Baldwin, Philadelphia."

## A "TOWER" GANG EDGER AND RIP SAW, COMBINED

Gives Your Lumber Straight and Parallel Edges and Makes the Boards of Standard Widths.

It also

Divides a Wide Board Into Two or More Narrower Ones, either at the same time that it removes the waney edges, or in a subsequent operation, as may be desired.



No. 4 "TOWER" 32-inch Edger, New Model. Rear table not shown.

## A "TOWER" One-man 2-saw Trimmer

Squares the Ends of Your Lumber and Reduces the Boards to Standard Lengths, Removing the Waste and Saving Freight.

72 different sizes and styles of edgers 72

10 sizes of trimmers 10

We also manufacture

The Old Reliable Gordon Hollow Blast Grate.

**Gordon Hollow Blast Grate Co., Greenville, Mich.**

(Please mention this publication.)

ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

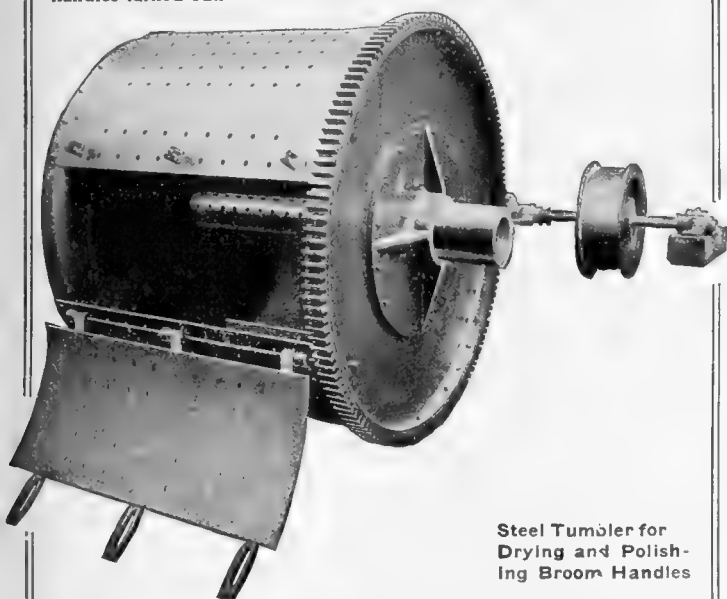
312 Hibernia Bldg., NEW ORLEANS  
1215 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

1009 White Building, SEATTLE  
829 Chamber of Com., PORTLAND

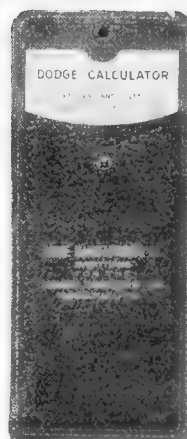
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Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES**. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for  
Drying and Polish-  
ing Broom Handles

**CADILLAC MACHINE COMPANY**  
Complete Line of Broom Handle Machinery  
**CADILLAC, MICH.**



## This Handy Calculator and Real Leather Case Prepaid—To You For 25c

**Y**OU will find it invaluable—once you use the Dodge Calculator. It is the handiest and most useful article we've seen in many a day. The price is no indication of its worth. It actually costs us 25c for the calculator and real leather pocket case—but we gladly pay the cost of postage, handling and packing in order that you may have one.

We know how useful you will find the Dodge Calculator. We know it will please you so well you will remember where it came from. Thousands of engineers and factory men already have the Dodge Calculator, and are more than pleased with it.

## We Have Several Thousand But They Won't Last Long

at the rate they are going now. So send us the 25c and we will mail you one at once. After you get it—if you don't think it is worth 25c to you—mail it back and we'll gladly refund your money. But to practical factory men—engineers and men who understand—it's worth many times 25c. Send the 25 cents with coupon and receive the Dodge Calculator by return mail. Remember you get your money back if you are not satisfied.

**DODGE MFG. CO.**  
STA. L-55  
MISHAWAKA, IND.

Gentlemen: I am enclosing 25c for which send me the Dodge Calculator and Leather Case prepaid.

**Dodge Manufacturing Company**

Sta. L-55, Mishawaka, Indiana

Name.....

Business or Position.....

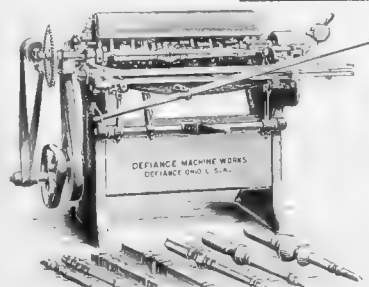
Address.....

Town..... State.....

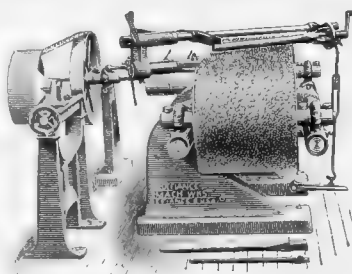
# **"DEFIANCE" PATENT WOODWORKING MACHINERY**

*Invented and Built by*

**THE DEFIANCE MACHINE WORKS .: Defiance, Ohio**



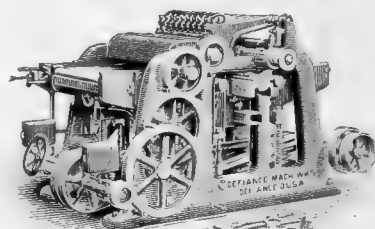
**Patent Variety Lathe**



**No. 3 Double Belt Polisher**

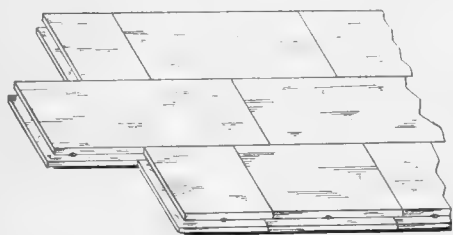
**For Making:** Automobile  
Wheels and Bodies, Hubs,  
Spokes, Wheels, Wagons,  
Carriages, Rims, Shafts,  
Poles, Neck-Yokes, Single  
Trees, Hoops, Handles,  
Spools, Bobbins, Insulator  
Pins, Table Legs, Balusters,  
Oval Wood Dishes, and for  
General Woodwork. :: ::

*Send for Catalogue*



**26-in. Double Surface Planer**

## **END MATCHED AND BORED FLOORING**



If you want to sell your flooring, End Match and Bore it.

If you want to save the short pieces, end match them.

They will then sell as well as the long pieces.

If you want to know something about the machines for doing the work, write to

**W. S. SHERMAN CO.**

495-497 CLINTON ST. - - - - - MILWAUKEE, WIS.

## **CHICAGO PULLEY & SHAFTHING CO.**

17-21 No. Canal St., CHICAGO

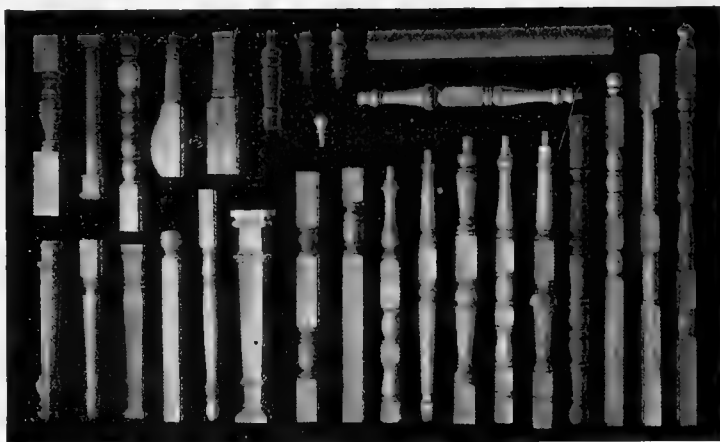
**ENGINEERS - MILLWRIGHTS - MACHINISTS**  
**DEALERS IN**

## **Power Transmission Machinery**

**PULLEYS, HANGERS, SHAFTHING**  
**ROLLER BEARINGS, CLUTCHES, BELTING, ETC.**

Send in a trial order and let us do the rest. Catalog on application.

# **Flanders Style Turnings, Square Chair Legs, Etc.**



Can be made successfully and economically only on the special machine we build for this class of work.

We have the only arrangement that will turn a back post after it is bent—a big advantage over having to use dowels or splicing. Also permits of turned parts being made larger in diameter than the plain square portion.

This machine is not only a wonderful labor-saver, but its unlimited possibilities in the way of styles and shapes of work produced gives you the advantage of working out designs that your competitor, without the same up-to-date tool, cannot follow.

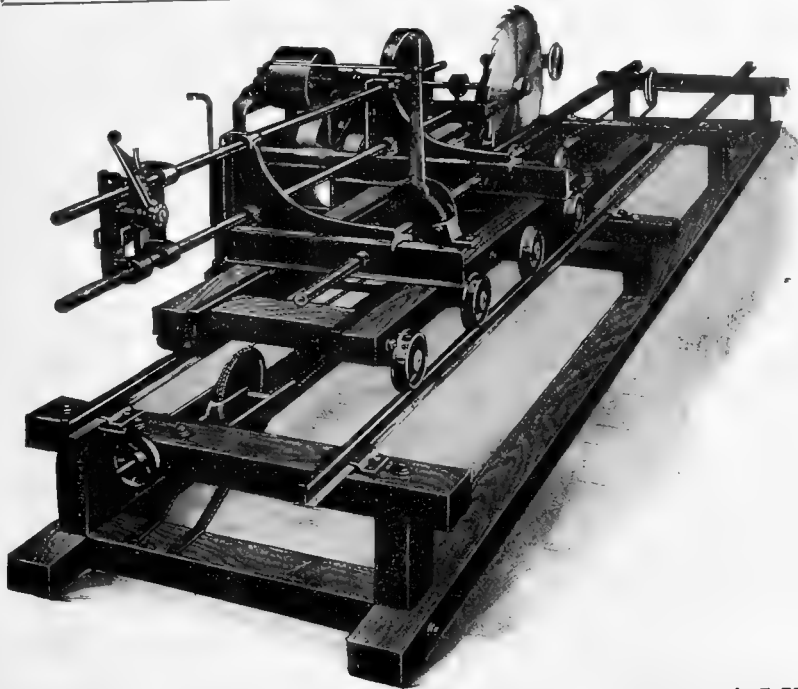
*Let us tell you more about it*

## **C. MATTISON MACHINE WORKS**

897 Fifth Street

BELOIT, WISCONSIN

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

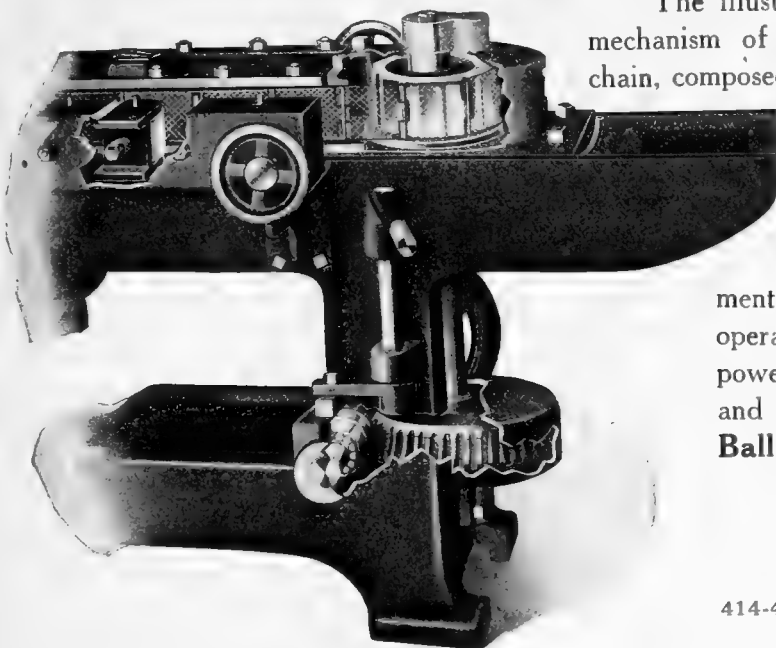
The largest saw that can be used is a 48-in. diameter.

For further information, address :

**THE SINKER-DAVIS COMPANY, Indianapolis, Indiana**

## DO YOU HAVE TROUBLE WITH YOUR GLUED UP STOCK OPENING UP AT THE ENDS?

If so, let us tell you in our illustrated booklet how you can overcome this difficulty by the use of our **New Continuous Feed Glue Jointer**. With this machine, you can make what is known as a "**Spring Joint**"—joint slightly concave, so that, when your stock is glued and pressed together it cannot open up afterwards.



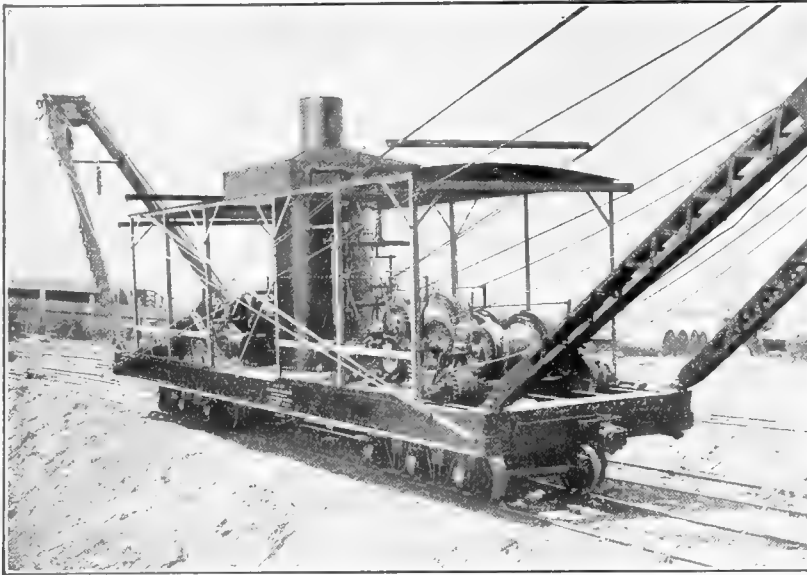
The illustration will give you an idea of the feeding mechanism of our No. 217 which consists of a traveling chain, composed of detachable links. The chain runs over two octagon wheels, one at each end of machine with finished faces and flanged at the lower edge to support the chain—a gib is provided, running full length of the chain—not part way only—insuring perfect alignment. The feed is driven by a 3-step clutch cone operated by a lever close at hand. The feeding power is transmitted by a large bronze worm wheel and steel worm running in oil, absolutely noiseless. **Ball Bearings** are provided for end thrust of worm.

WRITE FOR GLUE JOINTER BOOKLET.

**J. A. FAY & EGAN CO.**

414-434 W. FRONT ST., - - CINCINNATI, OHIO





any machine is the **average** in all kinds of timber, scattered growth and from the long haul as well as the short haul. It's in the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## CLYDE IRON WORKS

Sole Manufacturers of the

**McGIFFERT AND DECKER PATENT SELF-PROPELLING STEAM LOGGING MACHINERY**  
DULUTH, MINN.

Branch Office and  
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New Orleans, La.

Branch Office  
501 Germania Bank  
Building,  
Savannah, Ga.

C-105

## RESULTS

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### CLYDE SELF-PROPELLING STEAM SKIDDER

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of



The Best Skidding Engines are none too good for the service demanded.

This is the principle that has guided our design and construction.

### RUSSEL COMBINED Skidders and Loaders

**LOGGING TOOLS**  
**LOGGING CARS**

Catalogs on Request

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DETROIT, - MICHIGAN

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECT. AND TREAS.

# JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

## Hardwoods

Poplar, Gum, and Lynn  
Siding. Turned Poplar  
Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points, we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if anyone can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

J. B. RANSOM, Pres.

McEWEN RANSOM, Secy

R. T. WILSON, Treas.

## NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

## "ACORN BRAND"

OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

Delivered Anywhere

NASHVILLE, TENNESSEE

# QUARTERED OAK

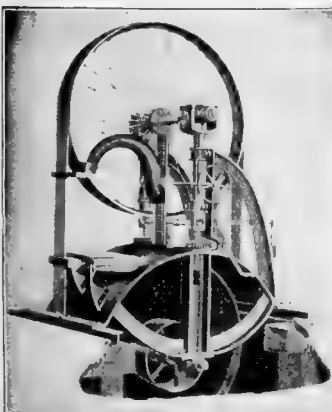
WE OFFER FOR PROMPT SHIPMENT—

5 cars 4-4 1s and 2s Quartered White Oak  
2 cars 5-4 1s and 2s Quartered White Oak  
2 cars 10-4 1s and 2s Quartered White Oak  
10 cars 4-4 No. 1 Com. Quartered White Oak

2 cars 8-4 No. 1 Com. Quartered White Oak  
1 car 10-4 No. 1 Com. Quartered White Oak  
5 cars 4-4 No. 1 Com. Quartered Red Oak

DRY STOCK! :: NO WIDE PICKED OUT. :: ASK FOR PRICES

LOVE, BOYD & CO., - NASHVILLE, TENNESSEE



**"Phoenix"**  
**6-Foot BAND MILL**  
FOR HARDWOOD  
**Serves You Right**

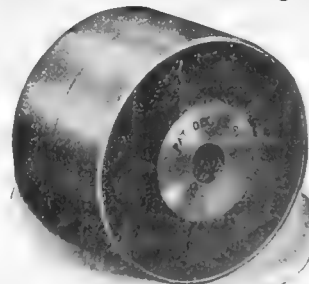
Price Moderate  
Capacity 25,000 to  
30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire

Wis.

## Don't Waste Money Fixing Loose Pulleys



Install the kind  
that never need fixing  
**Wilmarth & Morman**

(Nelson Patent)

**Loose Pulleys**

will run at high speed and in hard service for ten years without being touched except once every once in a while. They save oil and time of oiling as well as repairs. Sent on trial.

Get the Pulley Booklet

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WHERE THE FINEST NORTHERN HARDWOODS GROW

## "ROBBINS"

### Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched,  
bored and steel scraped. Mixed car-  
loads a specialty.

**ROBBINS LUMBER COMPANY**  
RHINELANDER, WIS.

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock*, *Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

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SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

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HAVE A LARGE STOCK OF  
DRY BIRCH—ASH—ELM  
MAPLE AND BASSWOOD

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## WE CAN SHIP QUICK

100 M 1 in. No. 3 Common Basswood  
2 Cars 1 in. No. 2 Common Basswood  
2 cars 1 in. No. 1 Common Basswood  
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200 M 1 in. No. 3 Common Birch  
200 M 1 in. and 1½ in. No. 2 Common and Better Birch, on grades  
3 Cars 1 in. No. 3 Common Ash  
2 Cars 1 in. No. 3 Common Soft Elm

WRITE FOR PRICES

**Cooper & Maxson Lumber Company**  
MILWAUKEE, WIS.

*Ingram Lumber Co.*  
WAUSAU, WIS.

ASH	BIRCH	} WRITE US FOR PRICES
ELM	MAPLE	
HEMLOCK	PINE	
BASSWOOD		

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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### Wholesale Hardwood Lumber

Wisconsin Products Only

Birch, Basswood, Brown Ash, Soft and Rock Elm,  
Hard and Soft Maple, Birch and Maple Flooring

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## The Tegge Lumber Co.

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BUYERS OF  
ALL KINDS OF

**HARDWOOD LUMBER**

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# VENEER

MANUFACTURERS

OF THE U. S.

## Veneers AND Hardwood Lumber

We can furnish anything you want in Sawn Veneer, Hardwood Lumber or Dimension Stock.

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40 Market St., Grand Rapids, Mich.

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Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
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Prompt shipment guaranteed

Let us know your requirements

## The Louisville Veneer Mills

MANUFACTURERS OF

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ROTARY CUT

## VENEERS AND THIN LUMBER

MUNISING

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## PENROD WALNUT AND VENEER CO.

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Manufacturers

Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS

Plain and Figured Long and Butt Wood

## Wisconsin Veneer Co.

High Grade Product in

## DOOR VENEERS AND CABINET STOCK

We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
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Rhineland

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Wisconsin

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GRAND RAPIDS, MICH.

Big Stock Ready for Immediate Shipment

300,000 feet Bird's-Eye Maple Veneers  
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Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

## YELLOW POPLAR

Our Veneers are

WELL CUT  
WELL DRIED  
WELL PACKED

And from selected logs

We are also Manufacturers of High Grade Built-up Work

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Charleston, W. Va.

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Ash Gum Cypress Hardwoods

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MANUFACTURERS OF

Rotary-Cut Gum and Poplar

**VENEERS**

Well manufactured, thoroughly  
KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

### LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

30 cars of 4-4 Log Run Gum  
Plenty cars of 4-4 Graded Red Gum  
80 cars of 4-4 and 5-4 Yellow Cottonwood,  
all grades  
3 cars of 4-4 Panel 18 in. to 22 in. Yellow  
Cottonwood  
15 cars of 4-4 to 8-4 Quartered White Oak,  
all grades  
3 cars of 4-4 to 12-4 Plain Red Oak  
10 cars of 4-4 to 16-4 Plain White Oak  
6 cars of 8-4 1s and 2s Cottonwood  
10 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

## THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri

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Wholesale Manufacturers and Dealers

Quartered White Oak				Also Plain Oak, Poplar, Ash and Other Hardwoods	Quartered Red Oak			
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1-2	13.560	.....	.....		3-4	2.400	400	.....
5-8	25.000	.....	.....		4-4	71.750	139,000	8,800
3-4	5.600	1,000	.....		5-4	53.152	21,630	.....
4-4	87.600	196,700	18,200		6-4	42.215	1,430	.....
5-4	36.700	29,600	.....		8-4	9.865	3,500	.....
6-4	23.900	16,400	.....		5-8	Log run	.....	25,000
8-4	27.400	8,400	.....					
Large Amount Strips 1½ to 2¼ and 2½ to 5½				Send Us Your Inquiries				

MEMPHIS - - - - - TENN.

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### LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber  
at low-grade price

For full information address

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ILLINOIS CENTRAL R. R.

No. 1 PARK ROW

CHICAGO

## A. C. WEST LUMBER CO.

Hickory

Plain Oak

Tupelo and

Ash Lumber

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PROMINENT SOUTHERN MANUFACTURERS

## Keys-Fannin Lumber Co.

Herndon, W. Va.

Manufacturers and Wholesalers

**Poplar, Oak, Bass, Hemlock,  
Chestnut and Lath**

Write us for Prices

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



# Oak Flooring

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2 1/4 FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

The following is a list of special stock we are anxious to  
move promptly, all band sawed and very dry:

- 2 cars 4-4" No. 1 Common Quartered White Oak Strips 2 1/2" to 5 1/2"
- 1 car 4-4" No. 2 Common Quartered White Oak.
- 1 car 5-4" 1s and 2s Plain Red Oak.
- 1 car 4-4" No. 2 Common and Better Quartered Red Oak.
- 2 cars 4-4" No. 2 Common Plain Red Oak.
- 8 cars 4-4" No. 1 Common White Ash.
- 2 cars 4-4" No. 2 Common White Ash.
- 1 car 5-4" No. 1 Common Sap Gum.

## Thistlethwaite Lumber Co., Ltd.

WASHINGTON, LA.

## PARDEE & CURTIN LUMBER CO.

Manufacturers of

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Brand

**OAK FLOORING**  
A GUARANTEE OF PERFECTION

## Williams & Voris Lumber Co.

MANUFACTURERS OF

# BAND SAWED HARDWOODS

**All Thicknesses and Grades**  
Let us quote you Prices

**Chattanooga - Tennessee**

## We Want to Move AT SEEBERT, W. VA.

- 145,000 ft. 4-4 No. 2 Common Birch
- 435,000 ft. 4-4 No. 2 Common and Better Maple
- 75,000 ft. 4-4 Common and Better Ash
- 30,000 ft. 8-4 Common and Better Ash
- 125,000 ft. 4-4 Log Run Beech, M. C. O.

If you can use any of this stock write for our attractive prices.  
Send us your inquiries for anything that you need in Hardwood  
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GENERAL OFFICE, JOHNSTOWN, PA. 18 BROADWAY, NEW YORK CITY

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

**Hardwood and Hemlock Lumber,  
Lath, and Cedar Shingles**

**END DRIED WHITE MAPLE A SPECIALTY**

## SALLING, HANSON CO.

MANUFACTURERS OF

**Michigan Hardwoods**

GRAYLING, MICHIGAN

## Briggs & Cooper Co., Ltd.

SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH	75M FT. 4-4 1'S AND 2'S HARD MAPLE
12M FT. 5-4 1'S AND 2'S RED BIRCH	80M FT. 5-4 1'S AND 2'S HARD MAPLE
20M FT. 6-4 1'S AND 2'S RED BIRCH	70M FT. 6-4 1'S AND 2'S HARD MAPLE
15M FT. 7-4 1'S AND 2'S RED BIRCH	20M FT. 7-4 1'S AND 2'S HARD MAPLE
15M FT. 8-4 1'S AND 2'S RED BIRCH	100M FT. 8-4 1'S AND 2'S HARD MAPLE
25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE	20M FT. 9-4 1'S AND 2'S HARD MAPLE
60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE	40M FT. 10-4 1'S AND 2'S HARD MAPLE
15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE MAPLE	75M FT. 12-4 1'S AND 2'S HARD MAPLE
30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN. AND UP	60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

## DENNIS BROS. SALT & LUMBER CO.

Manufacturers of

**HARDWOOD LUMBER and  
NATIONAL HARDWOOD FLOORING**

GRAND RAPIDS, MICH.

**4-4 Log Run Soft Maple for Quick Shipment**

## RED BIRCH

Write us for delivered prices on any part of the following choice Upper Peninsula Red Birch. Every piece RED according to National Rules of Inspection.

47,000 feet 4-4 1sts and 2nds	6,000 feet 6-4 No. 1 Com.
52,000 feet 4-4 No. 1 Com.	23,000 feet 8-4 1sts and 2nds
15,000 feet 5-4 1sts and 2nds	2,000 feet 8-4 No. 1 Com.
5,000 feet 5-4 No. 1 Com.	2,000 feet 10-4 1sts and 2nds
27,000 feet 6-4 1sts and 2nds	11,000 feet 12-4 1sts and 2nds

## Nichols & Cox Lumber Co.

GRAND RAPIDS, MICHIGAN

## Manistee Planing Mill Co.

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Manufacturers of High-Grade

**Michigan Maple Flooring**

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

## "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{1}{2}$  and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## TINDLE & JACKSON

HAVE READY

5-8 in. No. 2 Common and Better Beech  
5-8 in. No. 3 Common Beech  
4-4, 5-4, 6-4, 8-4 in. Beech  
4-4 in. No. 2 Common and Better Birch  
4-4 in. No. 3 Common Birch

5-4 in. to 8-4 in. No. 1 Common and Better Maple  
4-4 in. and 8-4 in. No. 3 Common Maple  
4-4 in. Merchantable Hemlock  
8-4 in. Merchantable Hemlock  
8-4 in. No. 2 Hemlock

Sales Office, 1009 Ford Bldg., DETROIT, MICH.

**S. L. EASTMAN FLOORING CO.**  
SAGINAW BRAND  
**MAPLE FLOORING**  
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**THE WOLF-LOCKWOOD LUMBER CO.**  
Grand Rapids, Mich.  
Manufacturers and Wholesalers  
NORTHERN HARDWOODS AND CRATING STOCK

**SKILLMAN LUMBER CO.**  
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Write us for Prices on  
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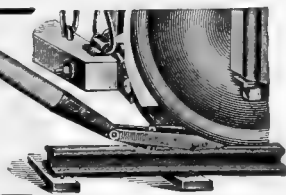
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Manufacturers and Wholesalers of  
**Michigan Hardwoods and Hemlock**



**VAN KEULEN & WILKINSON LUMBER CO.,** Grand Rapids, Mich.  
100 M 8-4 No. 1 C. & B. Maple For 20 M 6-4 No. 2 C. & B. Basswood  
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35 M 8-4 No. 1. Com. and No. 2 Com. Soft Elm  
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ALSO ALL KINDS OF CRATING STOCK

**A. B. KLISE LUMBER CO.,** STURGEON BAY, MICH.  
Manufacturer of Lower Peninsula Hardwoods and  
Hemlock—Water Shipment Only.  
**1,000,000 <sup>4</sup>/<sub>4</sub> No. 1 & No. 2 COMMON HARD MAPLE**

**THE "ATLAS" CAR-MOVER**  
THE BEST DEVICE EVER MADE FOR  
MOVING RAILWAY LOGGING CARS  
BY HAND POWER  
**APPLETON CAR-MOVER CO.**  
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Manufacturers of

**Wisconsin Hardwoods**

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**FRED D. SMITH**

**HARDWOOD LUMBER**

1337-1343 North Branch St. CHICAGO

**F. S. Hendrickson Lumber Co.**

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Cottonwood, Oak, Ash, Gum,  
Cypress and other Hardwoods

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**BIRDS EYE MAPLE VENEER**

With the right thickness behind the veneer.  
Admitted the thickest Birdseye in the world—24  
to the inch (not 32). Price ¼c to 3c per sq. ft.

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**Frederick Gustorf & Co.**

**Wholesale Hardwood Lumber**

Southern Oak a Specialty

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3300 South Center Ave.

Cypress - Yellow Pine  
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(Not Incorporated)

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OAK, POPLAR, QUARTERED OAK, BASSWOOD

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Tel. Canal 1688 and 1693

**CHAS. DARLING & CO.  
HARDWOOD LUMBER**

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**Veneered Tops and Panels**

Facilities: Largest factory (2 acres floor space)  
in the world.

25,000 acres of our own hardwood timberland.

Every Panel Guaranteed

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**Hardwood Record**

for information about

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It will interest you

Paving Blocks, Cedar Posts, Yellow Pine

**W. B. Crane & Company**

Established 1881

**HARDWOOD LUMBER, TIMBER AND TIES**  
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Long Distance Phones Canal 3190-3191  
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Mills at  
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**G. C. PRATT LUMBER AND TIE  
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**Hardwoods, Yellow Pine, Car  
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THE GREATEST HARDWOOD MARKET IN THE WORLD

To close a partnership, I will give a great bargain on 8,000 or 16,000 acres of hardwood timber land in Arkansas. For full particulars, address

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(Successors in Chicago to OTIS MANUFACTURING CO.)

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Tabasco, Cuban and East-Indian DOMESTIC VENEERS  
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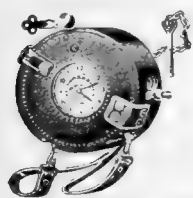


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possess more patented meritorious features than any other device. Every clock produces a different record, which is the only correct system. Approved by all underwriters. Send for circular No. 6.

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Established 1890

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1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

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Let us quote you when in the market for

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**NORTHERN AND SOUTHERN HARDWOODS**

Mills at: Swanton, East Fairfield  
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**Wholesale Hardwood and Building**

**Lumber**

Empire Building, :: PITTSBURG, PA.



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## Hardwoods for Immediate Delivery

Prompt Shipment is more than a trade phrase with us—it is an actual fact. If you use the telegraph (our expense) we can answer your inquiry, quote you, sell you and ship the lumber all in two days' time—sometimes the same day.

## O'NEIL LUMBER CO.

King's Highway and Manchester Ave., St. Louis, Mo.

## Massengale Lumber Company

Wholesale Dealers  
and Manufacturers of

## Hardwood Lumber

ST. LOUIS

Write us for prices on Oak, Ash, Poplar and Cypress

## Alf. Bennett Lumber Co.

ST. LOUIS, MO.

# Sap Gum

1st and 2d—No. 1 Common—No. 2 Common

Ready for quick shipment

One-half million feet of 1 inch thick

## DRAKE-CONGER LUMBER CO.

Successors to

R. E. DRAKE LUMBER CO.

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## Hardwoods and Yellow Pine

We can quote you prices on anything you use and will furnish the grades bought. Good woods and prompt shipment.

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## Red Gum Specialists

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## BERTHOLD & JENNINGS LUMBER CO.

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Wagon and Implement Stock  
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## Garetson-Greaseon Lumber Co.

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## ASH, OAK, GUM AND CYPRESS LUMBER

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Chicago Office: 1416 Fisher Bldg.



# O H I O



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**The Whisler & Searcy Co.**

IRONTON, OHIO

Manufacturers of

**W. Va. White Oak****LONG BILL OAK A SPECIALTY**

FINE STOCK OF

**Bone Dry Band Sawed Material****OHIO RIVER LUMBER CO.**

MANUFACTURERS OF

**Poplar and Hardwoods**

ROUGH AND DRESSED

MOULDINGS AND FINISH

POPLAR SIDING A SPECIALTY

**IRONTON, OHIO****The A. C. Davis Lumber Company**

Manufacturers and Wholesalers of

**Hardwoods and Cypress**

IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS &amp; TRUST BLDG., COLUMBUS, OHIO

**THE POWELL LUMBER CO.**6"x6" up to 24"x24" **TIMBERS** 10' to 70'**OAK, YELLOW PINE, DOUGLAS FIR**A Full Line of Hardwood Lumber  
COLUMBUS, OHIO**McLaughlin-Hoffman Lumber Co.****WHOLESALE HARDWOODS**

Pine Hemlock Cypress

Will contract mill cuts for cash

206-207 Shultz Building

COLUMBUS, OHIO

**OAK** TIES  
TIMBERS  
CAR STOCK**OAK** Lumber All Grades  
Special Dimension Stock**Forbes-Everts Lumber Co.**

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Mills and Office

**VAN BUREN, MO.****We Want to Move**THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.**BABCOCK LUMBER  
COMPANY**

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**Willson Bros. Lumber Co.**

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HARDWOODS**

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**Hardwood Record's**strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

# INDIANA

WHERE THE BEST HARDWOODS GROW

## MALEY & WERTZ

Manufacturers of Famous

## Indiana Hardwoods

### Five Band Mills

Evansville, Indiana

Board of Trade  
Building

Indianapolis, Ind.

## S. BURKHOLDER LUMBER CO.

CRAWFORDSVILLE, IND.

We want to move the following stock quick:

1 car 4-4 No. 1 Com. Quartered White Oak  
2 cars 4-4 No. 2 Com. " " "  
2 cars 4-4 No. 2 Com. Walnut  
1 car 4-4 No. 2 Com. Plain White Oak  
1 car 4-4 to 10-4 No. 1 Com. Ash.

## INDIANA HARDWOODS

The old-fashioned kind you used to get.

## J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## Three Mills in Indiana

FORT WAYNE

INDIANAPOLIS

LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE,

- - - - -

INDIANA

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Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

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OUR SPECIALTY

## Finely Figured Quartered Oak

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Write for Catalogue, please.

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WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY  
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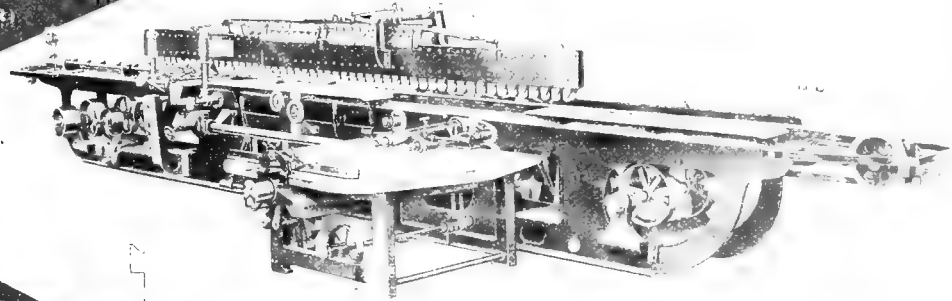
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Crofton, Ky.

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(PATENT APPLIED FOR)

OUR  
NEWEST  
FEATURE  
FORCES THE  
GLUE INTO  
THE PORES  
OF THE WOOD



The LINDERMAN  
AUTOMATIC DOVETAIL  
GLUE JOINTER is a

JOINTER AND JOINER. IT PERFORMS  
IN ONE OPERATION and ONE HANDLING

all the operations necessary to complete a glue joint as jointing, glueing,  
clamping, unclamping and edging to width.

Eliminates the delay of getting jointed stock to the finishing or veneer  
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with a reinforced WEDGE DOVETAIL which is a permanent clamp.

May we send you samples and information of this new important feature?

LINDERMAN MACHINE CO.

MUSKEGON, MICHIGAN

THE NEW WEDGE

# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK.  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## THE W. M. RITTER LUMBER COMPANY

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Carries 50,000,000 Feet Band Sawed

YELLOW POPLAR    WHITE PINE    WHITE OAK    RED OAK  
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SOUTH CAROLINA YELLOW    CYPRESS  
And Other Kinds of Lumber

If you want GOOD stock, WELL MANUFACTURED and GRADED, place your order NOW.  
Prices never go high enough to cause us to fail to fill our contracts to the letter.

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### BAND-SAWN STOCK

in all thicknesses

Plain and Quartered Oak, Ash, Gum, Cottonwood, Cypress, Elm  
Car Timbers and Bridge Planking.    Gum and Cottonwood Siding

— GENERAL OFFICES —

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MANUFACTURERS  
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POPLAR  
LUMBER

ALL GRADES  
5-8, 4-4, 6-4, 8-4, 10-4, 12-4, 16-4  
**DRY** Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

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# LUMBER CO.



# Hardwood Record

Fifteenth Year,  
Semi-Monthly.

CHICAGO, JANUARY 25, 1910

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LARGEST VENEER PLANT IN THE WORLD

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HARDWOOD LUMBER

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CHERRY A SPECIALTY

## S. E. SLAYMAKER & CO.

Representing  
WEST VIRGINIA SPRUCE LUMBER CO.,  
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Fifth Ave. Bldg.,  
NEW YORK

## The Atlantic Lumber Co.

2 Kilby Street, BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

## WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU

## The Davidson, Hicks & Greene Co.

NASHVILLE, - - - - - TENNESSEE

SOUTHERN HARDWOODS, POPLAR, OAK, ASH AND CHESTNUT

Dry stock, standard widths and lengths and straight grades.  
We furnish what we sell in every case. Correspondence  
solicited. Delivered prices any railway point in the United  
States or Canada.

## CHERRY RIVER BOOM & LUMBER CO.

SCRANTON, PA.

MANUFACTURERS AND LEADING DISTRIBUTORS

## West Virginia Hardwoods

"The Best Lumber"

## LUMBER INSURERS' GENERAL AGENCY

Managers of the Leading Stock Fire In-  
surance Companies making a specialty  
of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

## VENEER DRYERS

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.  
Dept. H., Hancock and Somerset Sts.  
Philadelphia, Pennsylvania

We can make prompt shipment in the following quartered

### White Oak

One to two cars 12 inches and up. First and second, nice figure and well manufactured.

Get your order in early for

### Chestnut

One car 12 inches and up No. 1 and No. 2 well manufactured and dry.

Here is a genuine bargain in

### Poplar

200 M feet 4-4 No. 3 Common. Can be shipped surfaced or in the rough.

Ask us about our Log Run

### Bass

We have 4 cars each 4-4 and 8-4—mill culls out—running from 50 to 60% No. 1 Common and Better.

You can get a good price on this Common and Better

### Ash

2 cars each 4-4, 5-4, 6-4, 8-4, 10-4, 12-4 and 16-4; also 1 car 5-4 No. 1 and No. 2 white containing about 20% or more 12 in. and over wide—good tough stock.

Another chance on Heart Rived

### Gypress Shingles

300 M each 6x20 and 7x24. Can ship immediately.

How are you fixed on

### Red Oak

We have about 6 cars each 6-4 and 8-4 No. 1 Common and Better and 100 M feet 8-4 No. 2 Common and Better—all dry and good lengths and widths.

If you are in the market for

### Cherry

get prices on 2 cars 4-4 No. 2 Common and 1 car 4-4 Common and Better.

There is a lot of

### Yellow Poplar

at one of our outside points.  
5 to 6 cars 5-8 No. 1 Common  
2 to 3 cars 5-8 No. 1 and No. 2  
2 cars 5-8, 18 in. and over  
1 car 5-8, No. 1 Common and Better  
100 M feet 4-4 No. 2 Common

If you are in the market for

### Chestnut

get prices on 400 M feet each 4-4 and 6-4 Sound Wormy and No. 2 Common; 200 M feet each 6-4 and 8-4 No. 2 Common and Better; we also have 2 cars Common and Better.

Get prices on this

### Soft Yellow Tennessee Poplar

good widths and lengths. One to two cars each of 10-4, 12-4 and 16-4 No. 1 Common and Better.

What about

### No. 3 Common Poplar and Bass

mixed? We have five to ten cars of 6-4 and 8-4.

Subject to Prior Sales

*"We Have It If It's Hardwood"*

## J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

## The Kneeland-Bigelow Co.

Bay City, Michigan

### OFFER FOR SALE

20,000 ft. 5-4 No. 2 Common and Better Birch.  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.  
75,000 " 6-4 No. 2 Common and Better Basswood.  
100,000 " 5-4 No. 3 " " "

We make a specialty of furnishing promptly bill stuff and timbers, 20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

## W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY

::

MICHIGAN

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Michigan Hard Maple Cadillac Quality

1 x 9	1s and 2s	4M
10-4	1s and 2s	6M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	20M
4-4	No. 3 Common	100M

Order Now while we have dry stock.  
No additional stock will be dry until  
next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co. Lumber and Broom Handles Cadillac, Michigan

Have the following well manufactured stock for sale:

2 cars 6-4 Soft Maple No. 1 Com. and Bet.  
2 cars 4-4 Basswood No. 1 and No. 2 Com.  
Part car 4-4 Basswood 1s and 2s  
1 car 4-4 Cherry No. 3 Com. and Bet.  
1 car 4-4 White Ash No. 2 Com. and Bet., full log run  
3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.  
4 cars 4-4 Beech No. 2 Com. and Bet.  
2 cars 6-4 Birch No. 1 Com. & Bet.

## CADILLAC QUALITY

WHEN YOU WANT  
LUMBER OF CADILLAC QUALITY,

Lumber which has been man-  
ufactured and seasoned prop-  
erly, and grades which have  
not been blended to meet price  
competition,

SEND US YOUR INQUIRIES



**COBBS & MITCHELL**  
(INCORPORATED)  
CADILLAC, MICHIGAN



W. W. CUMMER,  
President

W. L. SAUNDERS,  
Vice-President

F. A. DIGGINS,  
Sec'y & Treas.

## CUMMER-DIGGINS CO.

CADILLAC, MICHIGAN

Manufacturers of

"CUMMER" BRAND  
MAPLE and BEECH  
**FLOORING**

**Excelled by None**

In Quality of Material Used,  
Workmanship or Manufacture.

A Large Stock Enables Us to Fill Orders  
Without Delay.

WRITE US FOR PRICES

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

PLAIN RED OAK	COTTONWOOD	SAP GUM	TUPELO GUM
3/8 Nos. 1 & 2 30,000	4/4 x6 to 12" Nos. 1 & 2 288,000	3/8x 6 & up Nos. 1 & 2 20,000	5/4 Nos. 1 & 2 9,700
1/2 Nos. 1 & 2 107,000	4/4x13 to 17" Nos. 1 & 2 52,300	1/2x 6 & up Nos. 1 & 2 35,700	<b>RED GUM</b>
3/4 Nos. 1 & 2 63,700	4/4x18 to 21" Nos. 1 & 2 95,600	5/8x 6 & up Nos. 1 & 2 72,500	3/4x 6 & up Nos. 1 & 2 27,800
6/4 Nos. 1 & 2 42,000	4/4x22 & up Nos. 1 & 2 74,100	5/8x15 & up Nos. 1 & 2 27,000	3/8x 6 & up Nos. 1 & 2 44,000
8/4 Nos. 1 & 2 32,000	5/4x 6 to 12" Nos. 1 & 2 135,200	4/4x 6 & up Nos. 1 & 2 158,800	1/2x 6 & up Nos. 1 & 2 7,500
3/8 No. 1 Com. 14,800	6/4x 6 & up Nos. 1 & 2 11,800	4/4x13 to 15" Nos. 1 & 2 102,100	5/8x 6 & up Nos. 1 & 2 50,000
1/2 No. 1 Com. 30,000	8/4x 6 & up Nos. 1 & 2 22,100	4/4x17 to 21" Nos. 1 & 2 49,000	4/4x 6 & up Nos. 1 & 2 71,000
3/4 No. 1 Com. 9,200	4/4x 4 & up No. 1 Com. 518,000	4/4x22 & up Nos. 1 & 2 76,100	5/4x 6 & up Nos. 1 & 2 30,300
4/4 No. 1 Com. 94,000	5/4x 4 & up No. 1 Com. 70,800	5/4x 6 & up Nos. 1 & 2 131,700	6/4x 6 & up Nos. 1 & 2 21,100
6/4 No. 1 Com. 73,500	6/4x 4 & up No. 1 Com. 52,400	6/4x 6 & up Nos. 1 & 2 25,100	8/4x 6 & up Nos. 1 & 2 11,300
8/4 No. 1 Com. 59,700	4/4x 3 & up No. 3 Com. 156,000	4/4x13 to 17" B-B Nos. 1 & 2 53,400	4/4 No. 1 Com. 98,000
12/4 No. 1 Com. 3,000			
4/4 No. 2 Com. 143,000			
4/4 No. 3 Com. 122,000			

## STOCK AT VICKSBURG YARDS:

SOUND WORMY	QUARTERED WHITE OAK	COTTONWOOD	COTTONWOOD B-B.
4/4 97,000	6/4 Nos. 1 & 2 18,000	4/4x 6 to 12" Nos. 1 & 2 247,000	4/4x 8 to 12" 71,000
<b>ASH</b>	6/4 No. 1 Com. 9,800	4/4x13 & up Nos. 1 & 2 119,000	4/4x13 to 17" 46,300
4/4 Nos. 1 & 2 22,000	5/4 Nos. 1 & 2 Sycamore 17,000	5/4 x6 to 12" Nos. 1 & 2 434,000	
5/4 Nos. 1 & 2 19,200	5/4 L-R Maple 37,400	5/4x13 & up Nos. 1 & 2 121,000	
6/4 Nos. 1 & 2 43,000		6/4x 6 & up Nos. 1 & 2 93,000	
8/4 Nos. 1 & 2 36,000	<b>PLAIN WHITE OAK</b>	4/4x 8 to 12" B-B Nos. 1 & 2 42,000	
5/8 No. 1 Com. 30,000	5/8 Nos. 1 & 2 26,000	4/4x13 to 17" B-B Nos. 1 & 2 63,000	
4/4 No. 1 Com. 140,000	4/4 Nos. 1 & 2 37,900	4/4 x4 & up No. 1 Com. 192,000	
5/4 No. 1 Com. 11,200	3/8 No. 1 Com. 40,300	4/4x13 & up No. 1 Com. 98,000	
6/4 No. 1 Com. 26,000	3/4 No. 1 Com. 6,300	4/4 No. 3 Com. 117,000	
8/4 No. 1 Com. 13,400	4/4 No. 1 Com. 76,000		
12/4 No. 1 Com. 1,200	6/4 No. 1 Com. 65,000		
4/4 No. 2 Com. 48,900	8/4 No. 1 Com. 4,800		
<b>CYPRESS</b>			
4/4 Shop 74,000			

Let us quote you prices on anything you may want in the above list.

We'll make it worth your while.

# PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

CHICAGO, ILL.

# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock **THAT IS IN SHAPE TO GLUE.**

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

veneer. **THE GLUE WE USE IS GUARANTEED HIDE STOCK.**

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed **THE BEST.**

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

# HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

## HARDWOODS

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

## WHITE PINE

### WE WANT TO BUY

50 M. ft. 1 x 10 inches -14 feet 1s and 2s Red Gum, No Sap.  
50 M. ft. 1 x 12 inches-14 feet 1s and 2s Red Gum, No Sap.  
Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.  
50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.  
50 M. ft. 1½ inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.  
1 carload 5-4 x 6 inches and wider, 14 feet, dry White Oak, 1s and 2s.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

### WE WANT TO SELL

35 M. ft. 5-4 inches  
35 M. ft. 6-4 inches  
50 M. ft. 8-4 inches  
No. 1 Common and Better Hard Maple--will saw to order.  
50 M. ft. 4-4 inches No. 1 Common Poplar, dry.  
50 M. ft. 4-4 inches 1s and 2s Poplar, dry.

## YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

## CAR STOCK

# HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

GENERAL

OFFICES: GRAND RAPIDS, MICH.

RIGHT NOW  
We Want to  
TALK TO YOU ABOUT



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

# R.E. Wood Lumber Company

Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

We own our own stumpage and operate our own mills.

Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:  
CONTINENTAL BUILDING.

Baltimore, Maryland



ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bldg., NEW ORLEANS  
1215 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

1009 White Building, SEATTLE  
829 Chamber of Com., PORTLAND

### Thomas Forman Company DETROIT

MANUFACTURERS OF HIGH GRADE

#### MAPLE AND OAK FLOORING

We are making a specialty of

#### CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1½, 2, 2½ and 2¾ inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

### Wisconsin Land & Lumber Co. HERMANVILLE, MICH.

POLISHED



ROCK MAPLE

## FLOORING

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.

Write today for prices and booklet.

## 3 Cardinal Points



The finest Mexican Mahogany known

6,000,000 feet in stock. Lumber and Logs. Every thickness and grade.

### Lewis Thompson & Co., Inc.

Lumber Veneers Logs

OFFICE, Philadelphia, Pa.  
YARDS, Astoria, L. I.

# LOUISVILLE

## FOR

# HARDWOODS

**Plain Oak**  
**Quartered Oak**  
**Chestnut**  
**Ash**

**Walnut**  
**Hickory**  
**Poplar**  
**Mahogany**

## BIG DRY STOCKS

# RIGHT

In Louisville

In the Producing Territory

In the Consuming Territory

In Every Way

**US** Today

**Norman Lumber Co.**  
**Louisville Point Lbr. Co.**  
**E. B. Norman & Co.**

**W. P. Brown & Sons Lbr. Co.**  
**Edw. L. Davis Lbr. Co.**  
**Ohio River Saw Mill Co. .**

**C. C. Mengel & Bro. Co.** have the largest stock of  
 Mahogany in the United States right in Louisville.

# PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES:

218 FRANKLIN BANK BUILDING, PHILADELPHIA

S. B. VROOMAN CO., Ltd.

**Mahogany, Teak and Domestic Hardwoods**

1135 Beach St., Philadelphia, Pa.

**DANIEL B. CURLL,** Real Estate Trust Bldg.,  
PHILADELPHIA, - PA.

RED OAK

POPLAR

MAPLE

ASH

WHITE OAK

CHESTNUT

BASSWOOD

BIRCH

MILLS AT GLENRAY, W. VA.

Capacity 60M Feet—10 Hours

## J. A. SPALDING LUMBER

Pacific Coast Stock a Specialty. Correspondence Solicited  
328 Witherspoon Bldg., PHILADELPHIA

## WRITE RICHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum  
4-4 Com. and Better Red Gum

4-4 to 12-4 Log Run Maple  
5-4 Nos. 1 and 2 Com. Mountain Oak

**RICHTER LUMBER CO.**

Sole Agents Seminole Brand Cypress Shingles

Land Title Bldg., PHILADELPHIA

## JOHN W. COLES

Hemlock  
White Pine  
Spruce

WHOLESALE

**HARDWOODS**

Real Estate Trust Building

Yellow Pine  
North Carolina Pine

Philadelphia

## HORACE G. HAZARD & CO.

**WILL BUY**

OAK SQUARES  
ASH SQUARES  
OAK TIMBER AND PLANK  
25 to 35 feet long  
PLAIN AND QTD. OAK  
All Thicknesses

Drexel  
Building  
PHILADELPHIA  
PA.

## WM. A. REED, WHOLESALE LUMBER HARDWOODS, CYPRESS AND OTHER WOODS

1115 Stephen Girard Bldg.

PHILADELPHIA, PA.

## TOMB LUMBER COMPANY

Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

WHOLESALE

**HARDWOODS** WHITE PINE, YELLOW PINE, SPRUCE  
AND HEMLOCK

Would appreciate offerings of well manufactured Hardwoods suitable for  
Eastern Markets.

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

Mills:

Fenwick, W. Va.

Edgewood, N. Y.

Cadosia, N. Y.

Forkston, Pa.

## Fenwick Lumber Company

Manufacturers

**Hemlock, Spruce, Hardwoods**

General Offices:

Bennett Building  
Wilkesbarre, Pa.

Sales Offices:

Real Estate Trust Bldg.  
Philadelphia, Pa.

# THE EAST

LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

**Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum**

Also Have Other Mills Under Contract

**SALES OFFICES:**

**1019-20 PENNSYLVANIA BUILDING, PHILA.**

**74 CORTLANDT STREET, NEW YORK**

### R.S. CORYELL LUMBER CO.

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

### H. D. WIGGIN 89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

Band Mills, Complete Planing Mills and Dry Kilns  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.

Daily Capacity, 150,000

### No. 1 Common Oak Flooring

In the past ninety days we have shipped to New York and Baltimore alone upwards of 800,000 ft. of No. 1 Common Oak Flooring for Apartment Houses.

Address all Correspondence

**WHITING LUMBER CO.**

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

**INDIANA QUARTERED OAK CO., 7 East 42d St., New York**

### CHAS. K. PARRY & CO.

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

**WE WANT:**

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood

### PALMER & PARKER CO.

TEAK	<b>MAHOGANY</b>	EBONY
ENGLISH OAK		DOMESTIC
CIRCISSIAN WALNUT	<b>VENEERS</b>	HARDWOODS

103 Medford Street, Charlestown Dist.  
BOSTON, MASS.

### WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

### ELY BROTHERS, Inc.

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

Address, 210 Beacon St., Hartford, Conn. 120 West Silver St., Westfield, Mass.

### JOHN L. ALCOCK & CO.

BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of shipment. Spot cash.

Baltimore, Md.

### CHARLES HOLYOKE

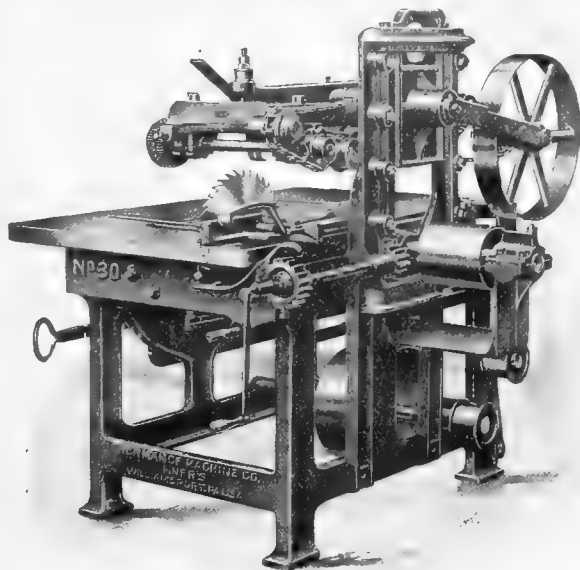
141 MILK STREET, BOSTON, MASS.

**HARDWOODS**

### ROBERT W. HIGBIE COMPANY HARDWOODS—BIRCH, MAPLE, BEECH

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.



## A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances without adjustment. It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.

# HERMANCENCE MACHINE COMPANY

WILLIAMSPORT, PA.

CHICAGO REPRESENTATIVES:

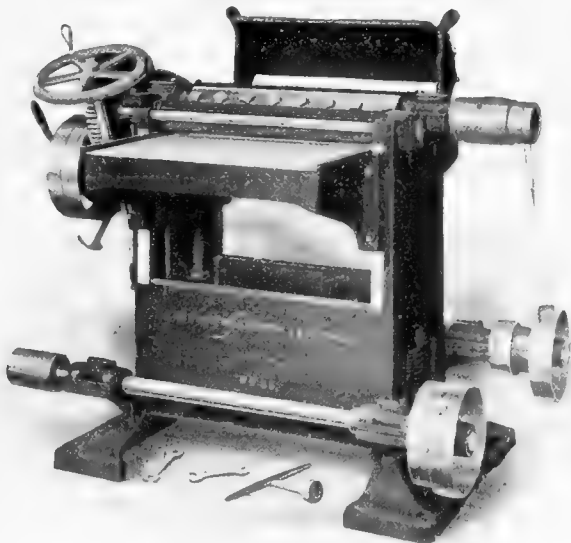
Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

## Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS

CHICAGO, ILLINOIS



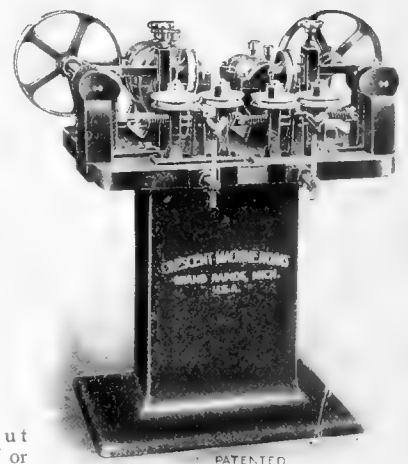
No. 35 SINGLE SURFACE PONY PLANNER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

## MOST PERFECT

## DOUBLE HEAD DOWEL MACHINE

These machines have two spindles running side by side, both spindles operated at the same time and by the same operator. Double No. 1 cuts from ¼-in. to 1-in. diameter; double No. 2 cuts up to 2-in. in diameter; double No. 3 cuts up to 3-in. in diameter. These machines are designed for the rapid production of round rods for all purposes, and have a capacity of 7,000 feet per hour and larger when required. Waste stock and every grade of stock may be turned without danger of it twisting off or clogging in the cutter head.



PATENTED

Write for Circular describing these machines in detail

## CRESCENT MACHINE WORKS

Manufacturers Patented and Improved Woodworking Machinery

Grand Rapids,

Michigan

# CHICAGO MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

159-161 N. Canal St.

Chicago, Ill.

REPRESENTING EXCLUSIVELY

BAXTER D. WHITNEY & SON,  
HERMANCENCE MACHINE CO..

GREAVES, KLUSMAN & CO.,  
McDONOUGH MFG. CO..

PORTER MACHINERY CO.,  
BEACH MFG. CO..

CRESCENT MACHINE WORKS,  
of Grand Rapids,

WEST SIDE IRON WORKS,  
New Chicago Line.





## “Welcome to Our City”

- ★ ★ ★ Just come across the bridge, or any other way to get here.
- ★ ★ ★ All roads lead to this, the Great Lumber Market.
- ★ ★ ★ We will give you the “Glad Hand” and a “Square Deal.”
- ★ ★ ★ Call on us; write us; wire us; or telephone us.
- ★ ★ ★ Be friendly.
- ★ ★ ★ It's worth your while to get acquainted.
- ★ ★ ★ Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbersmen on following pages; and let us do some business with you.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## WE HANDLE DRY HARDWOODS

For  
Domestic and Foreign Markets

Correspondence Solicited

### FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## St. James Cedar Company HARDWOOD DEPARTMENT Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

### WE HAVE FOR SALE,

10 cars 3-4 Firsts and Seconds Red Oak  
5 cars 5-4 No. 1 Common Red Oak  
2 cars 4-4 1s and 2s Red Oak  
5 cars 4-4 No. 1 Common Red Oak  
5 cars 4-4 No. 2 Common Poplar  
2 cars 4-4 Clear Sap Poplar

## The New River Lumber Co.

Producers of

### HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

Norma, Tenn.

New River, Tenn.

GENERAL OFFICE:

1109 Union Trust Bldg.

CINCINNATI

## OAK—CYPRESS—GUM

DIRECT SHIPMENTS | MIXED CARS QUICK  
FROM THE SOUTH | FROM CINCINNATI

### THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



CINCINNATI

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
PARQUETRY OAK—5-16

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

## OHIO VENEER CO.

Manufacturers of

VENEERS and thin lumber of  
every description

Importers of MAHOGANY and

FOREIGN WOODS

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: 2624-34 Colerain Ave., Cincinnati, O.

## MIDLAND LUMBER COMPANY

HARDWOOD  
LUMBER

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards	Cottonwood, 18 to 21 inches wide
5 " —4-4 1s and 2s	" 13 to 17 " "
3 " —5-4 1s and 2s	" 6 to 12 " "
5 " —4-4 No. 1 Common	" 13 inches and up "
1 car—4-4 Clear One Face	" 4 inches to 7 inches "

COTTONWOOD AND RED GUM OUR SPECIALTY

Write us for any items YOU NEED

# CINCINNATI

THE GATEWAY OF THE SOUTH

**THE MALEY, THOMPSON  
& MOFFETT CO.**

## Veneers, Mahogany and Hardwood Lumber

Largest Stocks

Best Selections

**CINCINNATI, OHIO**

We are Specialists in

## RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

## John Dulweber & Co.

**HARDWOOD LUMBER**

Mills In Ohio, Kentucky, Mississippi, Tennessee      Office: S. W. Cor. Findlay & McLean Sts. Cincinnati      Distributing Yards McLean Ave., from Findlay to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

- 2 cars 2½ in., 3 in. and 4 in. Ash
- 1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.
- 1 car 10-4 in., 1s and 2s Quartered White Oak
- 1 car 12-4 in., 1s and 2s Quartered White Oak
- 1 car 4-4 in., 1s and 2s Plain White Oak, 12 in. and up
- 1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

**THE T. B. STONE LUMBER CO.**  
Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

## SPECIAL STOCK AT SPECIAL PRICES

- 4-4 1s and 2s Sap Gum
- 4-4 No. 1 Com. Sap Gum
- 4-4 No. 2 Com. Gum
- 6-4 1s and 2s Sap Gum
- 6-4 No. 1 Com. Sap Gum
- 4-4 No. 1 Com. Red Gum
- 4-4 No. 1 Com. Ash
- 6-4 No. 1 Com. Ash
- 4-4 No. 2 and No. 3 Com. Ash
- 6-4 No. 2 and No. 3 Com. Ash
- 4-4 L. R. Hemlock
- 4-4 L. R. W. Pine
- 4-4 No. 1 Com. Pl. Oak
- 4-4 No. 2 Com. Pl. Oak
- Oak Timbers
- 4-4 No. 2 and No. 3 Com. Poplar

## KENTUCKY LUMBER CO.

CINCINNATI, OHIO

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

## THE GRAHAM LUMBER CO., LTD.

41 East Fourth Street

Manufacturers and Dealers in General Hardwood Lumber, especially Poplar, Basswood, Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

## The M. B. Farrin Lumber Co.

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI  
Saw Mills: VALLEY VIEW, KY.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

**SOUTHERN LUMBER**  
**PLAIN and QUARTERED OAK**  
**YELLOW POPLAR**  
**CHESTNUT MAPLE**  
**BASSWOOD**

**BAND SAWED, WIDE AND GOOD LENGTHS**  
**OLD FASHIONED GRADES OUR SPECIALTY**

## L. W. RADINA & CO.

DEALERS IN

**POPLAR AND**  
**HARDWOODS**

CINCINNATI : : OHIO

# BANNING

for dry stock  
 for quality  
 for low prices

**Inquiries for HARDWOODS**

ADDRESS

**LELAND G. BANNING,** 5th and Main Sts., **Cincinnati, O.**

## BENNETT & WITTE

**MANUFACTURERS OF LUMBER**

**Poplar, Cottonwood, Gum, Oak, Chestnut,**  
**Ash, Maple, Elm, Walnut and Cypress**

We cater to the trade of those who inspect and Measure their Lumber. We Ship all over the Globe  
 Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Wire or Write to either  
 Branch Main Office  
**Memphis, Tenn. Cincinnati, Ohio**  
 222 W. 4th St.

# SWANN-DAY LUMBER COMPANY

**Rough and Dressed Lumber - Ties, Staves and Box Shooks**

**OUR SPECIALTIES:**

## POPLAR, OAK, CHESTNUT AND HEMLOCK

**Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty**

**GENERAL OFFICES:** 1005-1006 Second National Bank Bldg., **CINCINNATI, OHIO**  
**SHIPPING OFFICES:** Clay City, Kentucky **MILLS IN KENTUCKY:** Jackson, Beattyville and Clay City

## GALLOWAY-PEASE COMPANY, CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

**TENNESSEE MOUNTAIN OAK**  
**ST. FRANCIS BASIN RED OAK**

We offer the following thoroughly dry stock ready for immediate shipment:

8000 feet 4-4 1s and 2s Mountain Oak	50000 feet 5-4 No. 1 Com. Mountain Oak
9000 feet 5-4 1s " 2s " "	50000 feet 6-4 " " " "
10000 feet 6-4 1s " 2s " "	15000 feet 8-4 " " " "
15000 feet 8-4 1s " 2s " "	40000 feet 4-4 " " White Oak
55000 feet 4-4 No. 1 Com. " "	14000 feet 4-4 Log Run Cherry Choice stock,

**At Poplar Bluff, Mo.**  
 200,000 feet No. 1 Common St. Francis Basin Red Oak  
 70,000 feet No. 2 " " "

**At Johnson City,**  
 A full stock of Sound Wormy Chestnut in 4-4, 5-4, 6-4 and 8-4.

## C. C. BOYD & CO.

Manufacturers of

## Hardwood Lumber

## and Veneers

**MILLS:** { North Bend, O.  
 Lambert, Miss. **OFFICES:**  
 40 Glenn Building

**CINCINNATI, OHIO**



# CINCINNATI



THE GATEWAY OF THE SOUTH

## RIEMEIER LUMBER CO.

Plain and Quartered

### Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

EASTERN BRANCH:

Buffalo, N. Y.

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

### HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and FlooringBAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## DUHLMEIER BROS.

### SOUTHERN HARDWOODS

CINCINNATI,

OHIO

"We make a specialty of 1-20, 1-12, 1-16,  
1-8 and 3-16 Mahogany, Oak and Walnut, Thin  
Lumber and Veneers and carry everything in stock  
in Laguna Mahogany, Quartered Ohio White Oak  
and Walnut."

THE FREIBERG LUMBER COMPANY

Manufacturers

POPLAR, FINDLAY, McLEAN AND DALTON STS.  
CINCINNATI, OHIO

### WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and  
we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
 250 M feet 5-4 Sound Wormy Chestnut  
 250 M feet 6-4 Sound Wormy Chestnut  
 200 M feet 8-4 Sound Wormy Chestnut  
 60 M feet 4-4 No. 1 Com. and Selects Poplar  
 200 M feet 4-4 No. 2 Com. and Selects Poplar  
 300 M feet 4-4 No. 3 Com. and Selects Poplar  
 2 cars 4-4 1 and 2 Quartered White Oak  
 2 cars 4-4 No. 1 Common Quartered White Oak  
 1 car 4-4 No. 2 Common Quartered White Oak  
 1 car 4-4 C. and B. Basswood  
 60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
 100 M feet 4-4 No. 1 Com. Pl. White Oak

THE HARDWOOD LUMBER CO., CINCINNATI, OHIO  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

### OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTSOFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## The Asher Lumber Company

Manufacturers and Wholesalers

### HARDWOODS

POPLAR A SPECIALTY

Bank and McLean,

CINCINNATI, O.

## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

### WRITE US FOR PRICES



# Results Are What Count



'09 Special All-Steel Combined Skidder and Loader

**A Combined Skidding and Loading Machine that will clear up the largest area at a setting** and can be moved and set up ready for business in the shortest possible time will get the best results.

The latest Russel Machine has some distinct improvements that save time and trouble, consequently money.

Note the new method of suspending skidding sheaves. They

are hung from a vertically hinged jib or triangle, the outer end of which is guyed by two lines, one on each side, which are power-tightened and can be set while skidding lines are going out. The guy lines lead back so they do not interfere with either skidding or loading. The uppermost leg of jib has a spring connection to tower reducing shocks. All strains due to skidding are absorbed by the guy lines. The swinging boom is operated by wire ropes passing through sheaves suspended from a steel frame projecting from tower and leading to two drums on loading engine, controlled by one lever.

Machine is raised and lowered by hydraulic or patented geared jacks.

Built for 2 or 4 lines, with stiff or swinging boom.

Constructed entirely of steel, except loading boom.

Is without question the strongest and fastest machine of the day.



A Russel Donkey Skidder

**RUSSEL WHEEL AND FOUNDRY CO.**  
DETROIT, MICHIGAN

# GIBSON TALLY BOOK



Special, patented, triplicate tally tickets supplied, printed on waterproofed paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets— $4\frac{1}{8} \times 8\frac{5}{8}$  inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

## PRICE LIST

Aluminum Tally Covers, each.....	\$ 1.00
Aluminum Tally Covers, per dozen.....	10.00
Patented triplicate Tally Tickets (stock form) per 1,000.....	10 00
Single sheet manila (stock form) Tally Tickets, per 1,000.....	4.00
Special forms of Tally Tickets \$1.00 extra.	

Specimen forms of Tally Tickets mailed on application.

Covers sold on approval to responsible concerns.

*Manufactured by*

# HARDWOOD RECORD

355 Dearborn Street,

CHICAGO

F. G. EBERHART, Pres.

Incorporated, 1902

Capital Stock, \$120,000

R. G. PAGE, Sec'y &amp; Treas.

"FROM TREE TO CUSTOMER"



# LICKING RIVER LUMBER COMPANY.

MANUFACTURERS  
COLONIAL BRAND OAK FLOORING

HUNTINGTON, W. VA.

## "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

**The I. Stephenson Company**  
WELLS, MICHIGAN

## CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

75,000 Feet	1 inch	1st and 2nd Red Gum
80,000 Feet	1 1/4 inch	do
75,000 Feet	1 1/2 inch	do
50,000 Feet	2 inch	do
25,000 Feet	2 1/2 inch	do
50,000 Feet	3 inch	do

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

## HEADQUARTERS

FOR

## Lumber Fire Insurance

66 BROADWAY, NEW YORK

*Reduced Rates  
Standard Policy*

**LUMBER UNDERWRITERS**  
FOR LUMBERMEN BY LUMBERMEN

## WARD BROTHERS

BIG RAPIDS, MICH.

## MAPLE FLOORING

WE GUARANTEE OUR GRADES AND  
MANUFACTURE ARE UNEXCELLED

## OAK FLOORING

Kiln-  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## Band Sawn and Equalized Quartered White Oak

3/4 inch, 75,000 feet	1sts and 2nds	15,000 feet	No. 1 Common
1/2 inch, 35,000 feet	" "	250,000 feet	" "
3/8 inch, 75,000 feet	" "	12,000 feet	" "
3/4 inch, 100,000 feet	" "	17,000 feet	" "
4-1 inch, 250,000 feet	" "	300,000 feet	" "

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED

Memphis, Tennessee

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

CHICAGO, JANUARY 25, 1910.

No. 7.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

LOUIS L. JACQUES, Secretary

10th Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.

Telephones Harrison 8086-8087-8088

### REPRESENTATIVES

Western Territory - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.  
Northern Territory - C. F. Dedekam, 355 Dearborn St., Chicago  
Southern Territory - E. W. Meeker, 355 Dearborn St., Chicago

### TERMS OF ANNUAL SUBSCRIPTION

the United States, Canada, Philippine Islands and Mexico . . . \$2.00  
all other countries in Universal Postal Union . . . 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

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Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings

#### HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The eighth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, on Tuesday, Wednesday and Thursday, February, 1, 2 and 3, 1910.

LEWIS DOSTER,  
Secretary.

R. M. CARRIER,  
President.

#### NATIONAL ASSOCIATION OF BOX MANUFACTURERS

The annual meeting of this association will be held on Wednesday, Thursday and Friday, February 23, 24 and 25, 1910, at French Lick Springs Hotel, French Lick, Indiana. Hardwood manufacturers are especially invited to attend.

E. H. DEFEBAUGH,

C. FRED YEGGE,

#### NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The next annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Wednesday and Thursday, March 2 and 3, 1910.

E. F. PERRY,  
Secretary.

GEORGE F. CRAIG,  
President.

#### NATIONAL LUMBER MANUFACTURERS' ASSOCIATION

The Board of Governors of the above association have fixed the dates for the 1910 annual meeting for April 19 and 20 at New Orleans, La.

GEORGE E. SMITH,  
Secretary.

EDWARD HINES,  
President.

### General Market Conditions

Every prospect for an increased volume of business has been sadly interfered with during the past fortnight by the continuation of the general storm of snow and sleet that has spread over the entire

north country from Denver to Portland, Me. The railroads have had hard work to get their passenger trains through and little has been accomplished in the way of moving lumber freight. The demand from all sources is assuredly in excess of anything that could possibly be supplied from dry stock. Northern stock is practically stripped of dry lumber. The same can be said of the south country in good end of the product. Plans are well under way looking for a considerable increase in hardwood production, but it is going to be mid-summer before the supply is up to the demand on any desirable items of most varieties of hardwoods.

The furniture expositions at Chicago and Grand Rapids are just about closing and thus far the sales have been disappointing. Furniture people have been obliged to advance their prices materially and while the number of people at these shows has been larger than ever, the total sales do not foot up nearly as great as was expected. The business is surely coming, but it is not coming in the rush that was anticipated.

The hardwood flooring people report an active trade in both oak and maple.

The veneer manufacturers say that trade was never as good as at the present time.

Hardwood interior finish mills are generally busy.

There is a growing call and a corresponding increase in output on hardwood dimension stock and this feature of the business promises to become a very important factor in the aggregate of lumber transactions before very long. Today prices on this material are much lower than they should be, but if the user of this material can be educated up to paying a decent price for it, it will be a good thing both for him and for the producer.

### The Record's Daily at Cincinnati

HARDWOOD RECORD regards the forthcoming Cincinnati meeting of the Hardwood Manufacturers' Association of the United States and its affiliated interests of so much importance that it will put out daily issues of the paper on the first, second and third of February, at Cincinnati. This paper will have fifty-two pages, more than one-half the size of the regular issues of the publication, and will contain an account of the daily "doings" at the meetings and a roster of attendants. A number will be shown opposite each name corresponding with the number on the badges worn by the delegates. Thus it will be easy for those not acquainted to find out who is who. The paper will contain considerable editorial matter, numerous caricatures of prominent hardwood lumbermen and a lot of miscellaneous piffle and spoof that will at least add to the gaiety of the occasion.

HARDWOOD RECORD office headquarters at Cincinnati will be in Room 909 on the same floor with the Convention Hall and next door to the Assembly Room. Here a portion of the editorial staff will be stationed to carry on the work of the daily.

At this time an exhibition will be made, for any who are not familiar with it, of HARDWOOD RECORD's Bulletin System, involving the buyers of hardwood lumber, veneers and panels and dimension stock, together with their annual requirements, with which many RECORD advertisers are already familiar.

There will also be shown at these offices the new Gibson Hardwood Tally Book, which it is hoped will there meet with as much interest

as it has already received from those who have seen this advanced form of making hardwood tallies.

All visitors will be welcome at HARDWOOD RECORD headquarters.

## Wonderful Changes in Hardwood Requirements

As is well known to the average HARDWOOD RECORD patron, this paper has been engaged for several years in collecting and collating information involving the annual hardwood requirements of the majority of the concerns in the United States and Canada which use in their various lines of production hardwood lumber in wholesale quantities. At regular intervals this information is printed in bulletin form and supplied to advertising clients.

At least annually the sundry paragraphs in these bulletins are forwarded to the lumber buyers of the various concerns with the request that, if the information does not accurately represent their requirements at the time, they correct it. During the last few days the old requirements, accompanied by an explanatory letter, have been sent out to the full list of houses embodied in all the bulletins except information received during the past ninety days. At the present time the RECORD is receiving more than 500 letters and corrected reports daily from these manufacturing institutions, and within the next ten days a large and comprehensive correction bulletin will be issued, which will show the hardwood requirements of these various wholesale consumers for the year 1910.

The astonishing feature of these reports is the wonderful transformation that has taken place during the past year in the range of kinds and quantities of lumber that is to be purchased during 1910. In a good many cases concerns which were large buyers of many of the well-known and standard varieties of hardwoods have eliminated their use entirely, and others have reduced the quantities materially, and in nearly every case substitution is taking place for many previously esteemed woods; in some cases the requirements are largely confined to these substitute woods.

There is a tremendous increase in the requisitions for inch, 24 to 28-inch panel poplar; there is a marvelous increase in the inquiries for red and sap gum; there is a decided increase in requisitions for red birch; a marked increase in the call for the gray elm of the North, and a considerable increase in the call for inch, sound, wormy chestnut. There seems to be a diminution in the call in some localities for oak of all varieties, and there is a marked decrease in the demand for white and black ash. Not more than twenty-five of the thousands of concerns reporting advise that their lumber contracts are made for the year, and a good many make specific requests for immediate offers, with the statement of how large quantities can be supplied.

The RECORD is rushing this correction bulletin to press as fast as possible so that its advertising clients may at once have the benefit of the marked changes in requisition, and to enable them to get in prompt touch with the buyers.

Incident to the publication of this interesting and valuable bul-

letin, the RECORD wishes to advise its contemporary that advertises that it is "the only weekly paper that covers the southern field," to take notice that this document will be copyrighted, and that steps will be taken to fully protect the publishers against the pilfering of the information therein contained.

## A New Tally Book

HARDWOOD RECORD has been asked times without number to suggest some better and more logical scheme than that now in vogue for the tallying of hardwood lumber, and making authentic and satisfactory records of the same. With this end in view, the editor has combined with the best features of tally books and tally sheets now in use some original ideas of his own, and about February 1 a new and unique form of tally book will be put on the market by HARDWOOD RECORD. Illustrations showing the convenient way these covers are held in the hand, and of the pages of the book will be found in an advertisement on page 7 of this issue of the RECORD. These three-throw tally ticket covers are made from sheets of twenty-gauge aluminum, hinged together at one edge and accommodating four tally tickets  $4\frac{1}{8} \times 8\frac{5}{8}$  inches in size. The cover is held in the hand and is readily closed or opened; the center leaf may be thrown backward or forward by inserting the thumb and the fingers through rubber bands fastened to hooks on the outside of both the front and back covers. The covers fold compactly to less than a quarter of an inch in thickness, and fit the side or inside coat pocket. The four aluminum pages give an opportunity to employ four tickets at a time if need be for complicated tallies, or a straight grade may be registered on one or two pages.

The device accommodates any form of tally sheet desired, but an especially convenient form is a patented triplicate tally ticket, which is printed on waterproof paper of different colors with carbon backs. Thus no loose carbon sheets are necessary. Tallies made on these tickets are unalterable, and their use enables the inspector to retain his triplicate ticket, and to forward the original and duplicate tickets to the office. This gives the general

office an opportunity to hold the original tally as a matter of record, and to attach the duplicate to invoice. In the event that a lumberman does not desire a duplicate or triplicate to invoice, single tally sheets may be employed. Both the padded triplicate tickets and the single tickets are held in place by rubber bands slipped into notches on the corners of the aluminum leaves.

The tally books have been experimented with by several leading manufacturers and jobbers, who have placed orders with the RECORD for a quantity for their use. It is believed that they will be found absolutely perfect, durable, convenient and accurate for the tallying of lumber.

A patent for the device has been applied for, the entire work copyrighted, and the triplicate tally sheets are made under special license from the General Manifold Company, the owner of the patent thereof.

## FELLOWSHIP

When a man ain't got a cent, an' he's feeling  
kind of blue,  
An' the clouds hang dark and heavy, an' won't  
let the sunshine through,  
It's a great thing, O my brethren, for a feller just  
to lay  
His hand upon your shoulder in a friendly  
sort of way!  
It makes a man feel queerish; it makes the tear  
drops start,  
An' you sort o' feel a flutter in the region of  
the heart;  
You can't look up and meet his eyes: you don't  
know what to say,  
When his hand is on your shoulder in a friendly  
sort of way.  
O, the world's a curious compound, with its  
honey and its gall,  
With its cares and bitter crosses, but a good  
world after all;  
An' a good God must have made it—leastwise,  
that is what I say,  
When a hand is on your shoulder in a friendly  
sort of way.

JAMES WHITCOMB RILEY



Specimen forms of these tally tickets will be mailed to any one interested on application, and the covers will be sold on approval to responsible concerns.

## Laborers Should Become Trained Workmen

Melville W. Mix, head of the big industrial plant of the Dodge Manufacturing Company at Mishawaka, Ind., last week sounded a warning to manufacturers of this country in an address made before the Indiana Engineering Society. He alleged that manufacturers do not try to make expert workmen out of their employees, but that they put men at work in their shops whether they have any ability or not, just so they can turn out the work. He expressed the fear that this system would have a deplorable effect upon the industrial world.

Mr. Mix in the course of his address said that manufacturing establishments all over the state of Indiana are working overtime, and that every vestige of the panic of 1907 and 1908 has disappeared, and that the number of factory employes now engaged exceeds any previous record. He stated that the reduced volume of business of these panic years gave a long needed opportunity for making changes in plants and improvements in products, and that this action is being reflected in the enormous production that is now being made in many lines. He prophesied that 1910 will prove the banner year in manufacturing production in the Hoosier State. He also referred to the many plants and extensions to plants that are now in progress of construction, notably at Indianapolis, Anderson, Terre Haute, Evansville, Ft. Wayne, Muncie, LaPorte, South Bend, Mishawaka, Gary and other points. He stated that the investment in these improvements will involve fully \$100,000,000.

Continuing, Mr. Mix said that it is a much debated question whether we are bringing along with sufficient rapidity the class of mechanics that is required to maintain the high mechanical standard of these industries. In times like the present very poor mechanics are able to command the wages of the skilled and educated artisans, which is certainly destructive to individual initiative and ambition, and to the personal interest that the mechanic should receive before being placed in charge of important work. The tendency seems to be anything to man the shop, regardless of ability or development of future service, and he thinks the harvest will be anything but a desirable one.

Mr. Mix regards Indiana with its natural resources as commanding a strategic position in the matter of assembling materials and distributing manufactured goods, and there is no reason why the state should not occupy a commanding position in the engineering and manufacturing world. He referred to the universities and manual training schools of the state, which are equipped with the very latest laboratory equipment, manned by competent, energetic instructors, who are thoroughly investigating the mechanical development throughout the state as second to none. This he commends.

The information and warning of this resourceful and energetic head of the big Mishawaka manufacturing institution are worthy of consideration, not only by manufacturers of machinery and mechanical appliances, but by lumber manufacturers and the numerous individuals engaged in manufacturing lines which consume large quantities of lumber. Mr. Mix's position is well taken—that it pays to educate employes of all classes to the highest efficiency.

## The Big Cincinnati Hardwood Meeting

Unless all the signs of the times go amiss, the eighth annual meeting of the Hardwood Manufacturers' Association to be held at the Sinton Hotel, on February 1, 2 and 3, is going to be a record breaker both in point of attendance and in the character of the legislation prevailing.

All divisions of the hardwood industry, the manufacturers, jobbers and wholesale consumers, seem to be intensely interested in the affair. Cincinnati is making a great effort to entertain the convention royally and practically every man connected with the business there is participating in preparations for the event. Nearly every

body of wholesale consumers of hardwoods in the country has pledged delegates and on the whole the interest is so manifest that undeniably it will be the largest gathering of hardwood hosts ever assembled in the history of the trade.

The invitation that has been sent out by the association is so general that it covers every phase of hardwood production, marketing and utilization. The three days set aside for the sessions will certainly be full of work.

The program has not been completely arranged except as noted below:

### PROGRAM

#### MONDAY, JANUARY 31

10 a. m.—Meeting of the Executive Grading Commission in the assembly room, together with representatives of the different consumers' organizations, as well as individual buying interests, to continue all day.

8 p. m.—Meeting of the Executive Board.

#### TUESDAY, FEBRUARY 1

##### FORMAL OPENING OF THE CONVENTION

10:30 a. m.—Address of welcome by Hon. Louis Schwab, mayor of Cincinnati.

Address of welcome by James J. Heekin, president of the Chamber of Commerce.

Address of welcome by A. J. Conroy, president of the Business Men's Club.

Address of welcome by C. S. Walker, president Cincinnati Lumbermen's Club.

Response in behalf of the association.

Annual address of the president, R. M. Carrier.

Report of the treasurer, C. M. Crawford.

Report of the secretary, Lewis Doster.

Appointment of committee to consider reports of officers.

Recess.

7:45 p. m.—"A Talk on Mountain Lumbering" (Conventional Hall), by H. H. Gibson, editor of the *HARDWOOD RECORD*, illustrated by numerous stereopticon and moving pictures of scenery, forest trees, woods work, splash damming, saw milling, mountaineers, moonshiners and feudists.

This part of program to be called as time and conditions justify.

##### REPORT OF COMMITTEE ON OFFICERS' REPORTS

Address, "Wooden Packages," B. F. Masters.

Address, "Organization by Consumer," O. B. Bannister.

Address, "Costs of Manufacture," Frank F. Fee.

Address, "The Functions of a Lumber Newspaper," J. H. Baird.

Address, "Stain in Gum, etc.," Dr. Herman Von Schrenk.

Address, "Furniture Consumption(?)," George P. Hummer.

Address, "Improvement of Waterways," Hon. Albert Bettinger.

##### REPORTS OF THE STANDING COMMITTEES AS FOLLOWS

Finances, George E. W. Luehrmann, chairman.

Transportation and Increase in Freights, R. L. McClelland, chairman.

Drainage and Improvement of Waterways, S. B. Anderson, chairman.

Terms of Inspection or Selling Code, W. A. Gilchrist, chairman.

Car and Construction Oak Rules, R. G. Page, chairman.

Insignia of association by a representative of the committee.

Standard Weights of Hardwood Lumber, W. E. DeLaney, chairman.

Forestry, W. B. Townsend, chairman.

In Memoriam—John B. Ransom, Nashville, Tenn.; J. E. Defebaugh, Chicago, Ill.; F. S. Hendrickson, Chicago, Ill.

This part of program to be called exactly as time indicates.

#### WEDNESDAY, FEBRUARY 2

Dr. Herman Von Schrenk (Conventional Hall), expert on timber preservation, will continue his former talk by giving a stereopticon illustration of defective parts of woods.

4 p. m.—Trading on the Floor (Assembly Room, same floor as Convention Hall). A new feature. Will be the order of business from 4 to 6 in the Assembly Room in the afternoon of Wednesday, when producers and purchasers may, in open meeting, meet and get acquainted. All order of business of association is suspended until Thursday, 10:30 a. m.

#### WEDNESDAY NIGHT

6:30 p. m.—In Convention Hall, has been promised to the Cincinnati lumbermen, who have arranged to do their very best, and they will insure a royally good time with a banquet, music, vaudeville and smoker. It is requested that notice be given that this is strictly informal as to dress. All to be given within the Sinton Hotel.

#### THURSDAY, FEBRUARY 3

10:30 a. m.—Report of Executive Grading Commission.

Reports of committees.

Election of officers for the ensuing year.

Time shown on program will be promptly carried out. Owing to the enormous amount of work, it is requested that all interested will be prompt in attendance.

## Pert, Pertinent and Impertinent

### Lots o' Them

A certain class of men, we guess,  
Are very much like drums.  
From heads that hide most emptiness  
The greatest uproar comes.  
—Catholic Standard and Times.

### Jack and Jill

Jack and Jill went up the hill  
To get a pail of water;  
Said Jack: "My dear, I wish 'twas beer."  
Said Jill: "You hadn't oughter."

"I never see a woman that would chaw tobacco or a man that would kiss a poodle dog."—JUDGE.

In a woman's weakness lies her strength.

It is all right to refrain from telling the truth when silence is better.

It's one thing to run into debt and another to crawl out.

Drifting with the tide is one way to get where you don't want to go.

Women who don't believe what they hear about others are fond of repeating it.

Retrospection is a great toe-stumper of progress.

It is difficult to figure your expenses in advance, as fully one-half of them are unexpected.

Think three times before you speak and thus give the other fellow a chance to make a fool of himself.

You can easily flatter some men by asking their opinion of something they know nothing about.

### Human Nature

Oh, this would be a funny world if built upon a plan that suited each inhabitant—woman, child and man; 'twould be a topsy-turvy mass, a queer patched-up affair, with zero weather in July and gold bricks on the square. We'd take a day off every week and change things all about; we'd turn the north pole upside down, and the equator inside out; and when we had it all fixed up we'd start a general row, and every one of us would kick lots more than we do now.

### Little Troubles

Our little troubles of today,  
How big they are, how gloom and gray;  
They fill our somber hearts with dread,  
And cloud the bright sun overhead.

Our little troubles of today,  
It seems as if they'd always stay,  
Tomorrow comes new thoughts to stir—  
We almost wonder what they were.

—Boston Herald.

## On to Cincinnati



It looks as though the greatest convention in hardwood history was coming off at Cincinnati, February 1, 2 and 3.

An old toper says it's a shame the way society women waste good alcohol by burning it under a chafing-dish.

A man may know his wife like a book, but he can't shut her up like one; and a woman may know her husband like a book, but she isn't necessarily satisfied with the knowledge she has acquired.

A man usually gets what he deserves in the end, but he often gets a lot of good things that he doesn't deserve in the meantime.

The sacrifice you are glad to make is seldom a sacrifice.

The man with the muck rake is behind the times. What he needs is a steam shovel.  
—LIFE.

It's a pity a man can't put a plaster on his conscience when it hurts him.

Some people are so formal that they even hesitate when it comes to bowing to the inevitable without an introduction.

It is usually the blunt man who says the sharpest things.

### At the Doctor's Expense

"Doctor," said the patient, who had been ailing for a long time, "be frank with me. Why do you demand such a large fee for cutting out my appendix?"

"Well, the truth is," explained the frank M. D., "when I remove that appendix I cut off my chief source of revenue."—Tit-Bits.

Medical Professor—What is the result, young gentlemen, when a patient's temperature goes down as far as it can?

Student—Why er—he gets cold feet!—Cleveland Leader.

A Philadelphian, who has since then fortunately regained his health, was last year the subject of an extended examination by specialists.

"The examination seems to have delighted Dr. Blank," said the patient to one of the doctors when they were alone for a moment, "for I have noticed that his eyes are positively beaming. I assume, then, that my case is not a

grave one."

"Well," hesitated the physician addressed, "I hardly feel justified in saying that. But I understand from Dr. Blank that he is going to perform a number of interesting operations on you."  
—Lippincott's.

She—Why don't you consult a doctor about your insomnia?

He—What? And run up more bills? Why, it's because of what I owe him now that I can't sleep.—Leslie's Weekly.

# AMERICAN FOREST TREES

## EIGHTIETH PAPER

### Post Oak

*Quercus Minor* (Marsh) Sargent.

Post oak is botanically and commercially a white oak and is seldom distinguished from the true white oak, *Quercus alba*, in commerce. It is seen at its best in the uplands of the Mississippi basin and in the Gulf states west of the Mississippi, where it attains a considerable size. In the northeastern states and in Florida it is small, becoming shrubby in some localities, and more or less of local growth. Limestone uplands or dry, sandy or gravelly soils seem to offer the best conditions for its existence, where it grows in company with Black Jack, red and white oak, sassafras, dogwood, gums and red cedar.

The range of growth of post oak extends from New Brunswick south through the Atlantic states into Florida; west through the Gulf states and throughout the Mississippi River system, growing west brokenly to Montana. It is the common oak of Texas but in the North is rather scarce, becoming more plentiful in the lower Appalachians.

Post oak is the most common name for this tree but various sections of its range have given it their own names which probably have local significance. The following names are in use in the localities denoted: post oak in the eastern and Gulf states, Connecticut to Texas and in Arkansas and West Virginia; box white oak in Rhode Island; iron oak in Delaware, Mississippi and Nebraska; chène étoile in Quebec; overcup oak in Florida; white oak in Kentucky and Indiana; box oak and brash oak in Maryland.

The broad, dense, round-topped crown of the post oak with its peculiar foliage make it very noticeable in the woods, even to the casual observer. The tree has an average height of sixty to eighty feet and is about two feet in diameter, but in exceptional cases it reaches one hundred feet in height and has a diameter of three feet. It has a moderately thick, dark brown bark with a reddish tinge and deep fissures, the broad ridges being covered with thin scales. On the branches it becomes much thinner and lighter in color, the branchlets being unfissured and glabrous in the second year, although fuzzy at first. They are rather heavy and rounded and terminate in short round buds with conspicuous scales. A noticeable feature of the tree is the peculiar branching. The branches are heavy and crooked, separating often, with wide angles, forming knees which when big enough, have a commercial value.

When the tree is in foliage the tufted appearance of the leaves grouped on the ends of the twigs gives it a distinctive look. The leaves are five to seven inches long usually, but in some cases, especially on young specimens, are ten inches or more in length. They are dark, shiny green and on a short petiole, the veins and mid-rib being heavy and con-

The post oak is a monoecious tree and flowers in May. The staminate flowers are in aments three to four inches long, the calyx yellow and hirsute, while the pistillate flowers are either sessile or stalked and have ovate scales, hirsute on the margins, and red stigmas.

Like the other white oak acorns, those of the post oak are sweet and edible, occurring every year. They are usually sessile, are broadly ovate and about three-quarter inches long, being covered for two-thirds of the length with the scaly cup. The crop is usually profuse and in 1900 this was the only mast oak.

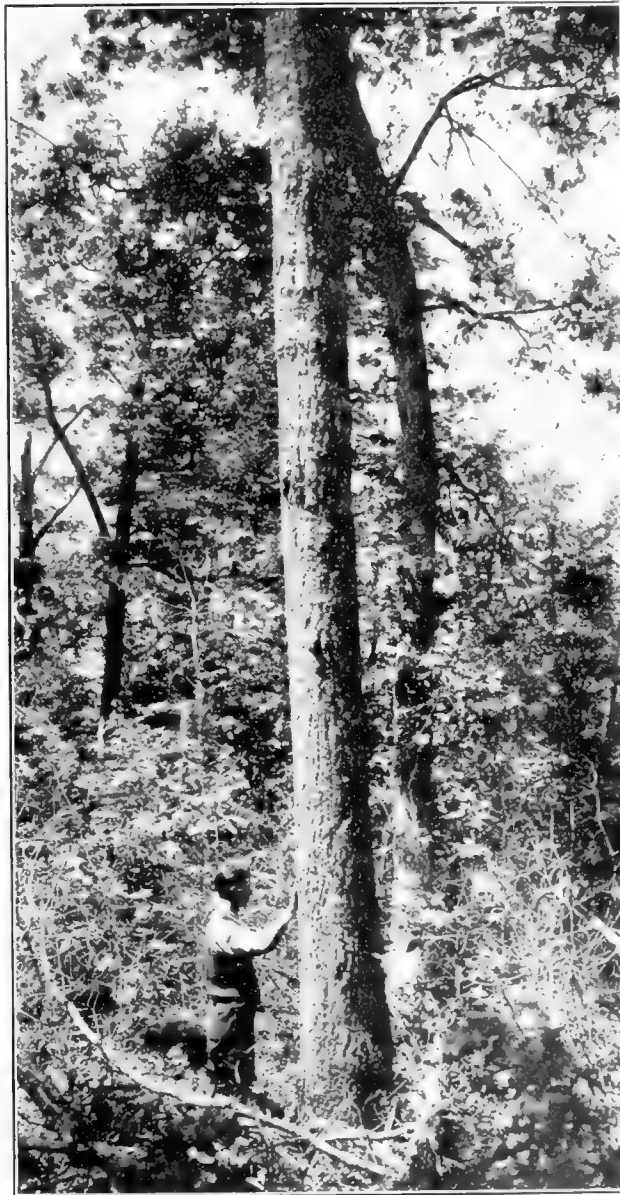
When cut this tree shows a light to dark brown heart and a thick, lighter colored sap. The wood is close grained, hard, strong and durable in contact with the soil. In seasoning it is liable to check, and great care must be taken to get good results. It is adaptable to the same uses as true white oak, its distinct medullary rays giving it an excellent figure, and when used as lumber it is often quarter-sawn. Its hardness and durability give it an extensive use in cooperage, as wagon and furniture stock, for construction purposes and for fencing, for agricultural implements, ties, poles and other uses which require oak of high character. Its use as fuel is general.

One cubic foot of the seasoned wood weighs 52 pounds, and one thousand board feet about 4,350 pounds; the specific gravity is .3367. Based on kilograms and square centimeters, the coefficient of elasticity is 83257; the modulus of rupture is 872; and the longitudinal resistance is 487. The post oak comes under the classification of ring-porous woods and shows rather small rings of annual growth.

Of the two other botanical names for this tree, *Quercus obtusiloba* (Michx.) is inspired by the blunt, rounded lobes of the leaves, and *Quercus stellata* (Wang.) might be derived from the star-like leaf clusters at the ends of the twigs or from the peculiar, five pronged branching of the hairs on the upper leaf surface, as seen under a glass.

The half-tone picture of the forest type of growth of post oak shown in connection with this article is from a photograph made by the editor of HARDWOOD RECORD in Morgan county, Kentucky.

The leaf shown in connection with this article is a half-tone made directly from a post oak leaf from a tree which grew in the



FOREST TYPE POST OAK, MORGAN COUNTY, KENTUCKY.

spicuous. The identification of these leaves is easy as they are heavy in texture, are bi-laterally developed with a large, obtuse lobe on each side about in the middle, giving them a maltese cross effect, a triangular basal section, deep sinuses and rounded lobes. They are very persistent, staying on the tree until the new leaves push them off in the spring.

Appalachian Mountains in North Carolina. The large square lobes in the middle and the triangular basal section are very noticeable.

#### Glossary of Technical Terms Used

**Ament:** A spike of flowers of one sex, usually falling from the tree in one piece.  
**Bilaterally developed:** Developed along a central axis; similarly on both sides.  
**Calyx:** The usually green exterior part of a flower, generally joined to the stalk.  
**Glabrous:** Smooth.  
**Hirsute:** Coarsely hairy.  
**Lobe:** The division of an organ.  
**Mast:** The fruit of the oak, beech and other trees. While such trees produce some fruit every year, it is only at regular intervals that the crop is profuse. These periods vary with different trees.  
**Medullary rays:** The familiar "flashes" or "mirrors" shown in quarter sawing some woods. They are used by the tree as store-houses for starch.  
**Monococious:** Having both sexes on the same specimen.  
**Obtuse:** Blunt or rounded at the apex.  
**Ovate:** Shaped like the outline of a hen's egg; having the broad end at the base.  
**Persistent:** Staying on through the winter.  
**Petiole:** The stalk of a leaf.  
**Pistillate:** Referring to a flower without male organs.  
**Ring-porous wood:** Having annual rings made distinct by large pores in the spring wood, denser summer wood alternating.  
**Sessile:** Without any stem or stalk.  
**Staminate:** Denoting flowers without female organs.



LEAF FORM OF POST OAK.

## Builders of Lumber History

NUMBER LXXXVIII

WILLIAM A. BENNETT

(See portrait supplement.)

There is without doubt no one connected with the hardwood industry of this country, who is wider known and whose life work is more closely interwoven with its history and its associations than William A. Bennett of Cincinnati, O.

After this sweeping assertion, a little personal history in its support might not prove uninteresting to the coming generation of lumbermen, as well as those who are now its most active representatives.

W. A. Bennett first saw the light of day in the little town of Dover, Mason County, Ky., January 8, 1854. Mason County is famous the world over as the center of the great tobacco-producing belt of Kentucky. Young Bennett attended school in Mason county, and continued to Kentucky University, where he finished his education.

He then went to Cincinnati, and on August 1, 1872, commenced his career as a lumberman by entering the employ of C. W. & S. G. Boyd, then the oldest and largest hardwood operators of the Queen City. He remained with the Boyds until January 14, 1884, when, with the late Charles Witte, also employed by C. W. & S. G. Boyd, he formed the copartnership of Bennett & Witte, and opened an office at No. 8 Public Landing, on the river front. Here the firm remained until 1886, and then moved its offices uptown to No. 9 West Fourth street, in the Mitchell building, where it remained until 1894, when the present suit of offices in the Methodist Book Concern Building, No. 220 West Fourth street, was secured.

The firm prospered and expanded, and in order to meet more expeditiously the growing demands of its business, an office was

opened at Memphis, Tenn., in 1901, with George C. Ehemann, the bookkeeper of the Cincinnati office, as manager, and a most successful branch business established.

Bennett & Witte have always been closely identified with the hardwood business, and in connection with their Memphis branch have storage yards at that city. They also operate a retail yard at Greenfield, Ohio.

William A. Bennett was married on December 17, 1879, to Miss Alice E. Henry of Clinton county, Ohio, and has one daughter, Miss Julia A. Bennett. He resides in Avondale and is fond of his family and home, where conditions are ideal.

Notwithstanding the demands of his own business, Mr. Bennett's supreme delight in life seems to be in lending a hand to others. He is never so happy as when giving advice on knotty and almost insurmountable problems occurring in the lives of his fellow business men. He is approachable at all times and gives with a ready ear to all, but he is not easily imposed upon. Whoever goes to him with a clear and well-defined case finds a ready listener, but let a person suggest one item that even approaches a shady proceeding, and his dismissal is so prompt that it makes his head swim. Always open, free and above board in all his business transactions, he can see no reason to go under cover on any project, and once his ire is aroused the unfortunate who has occasioned it will never forget the scolding he has received.

Mr. Bennett has always been deeply interested in the progress of the hardwood trade, and has been identified with every movement to bring about association and intelligent discussion of all subjects that are

interesting to those engaged in the lumber business. He was one of the charter members of the Cincinnati Lumbermen's Club, and was its second president, in 1897. He was present and aided in the organization of the National Hardwood Lumber Association at Chicago, on April 8, 1898, and was its president for three terms. He is a member of the National Wholesale Lumber Dealers' Association and is a member of the Indiana Hardwood Association.

Mr. Bennett was chairman of the committee of the National Hardwood Lumber Association which arranged for and carried out the hardwood exhibit at the Paris Exposition in 1900. Through his instrumentality the funds were raised, the project financed and carried to a successful fruition, with the hearty co-operation of John W. Williams.

Mr. Bennett was elected president of the Cincinnati Chamber of Commerce in 1907, and refused a renomination owing to press of private business. He is also a member of the Cincinnati Business Men's Club, the most influential business body in the state.

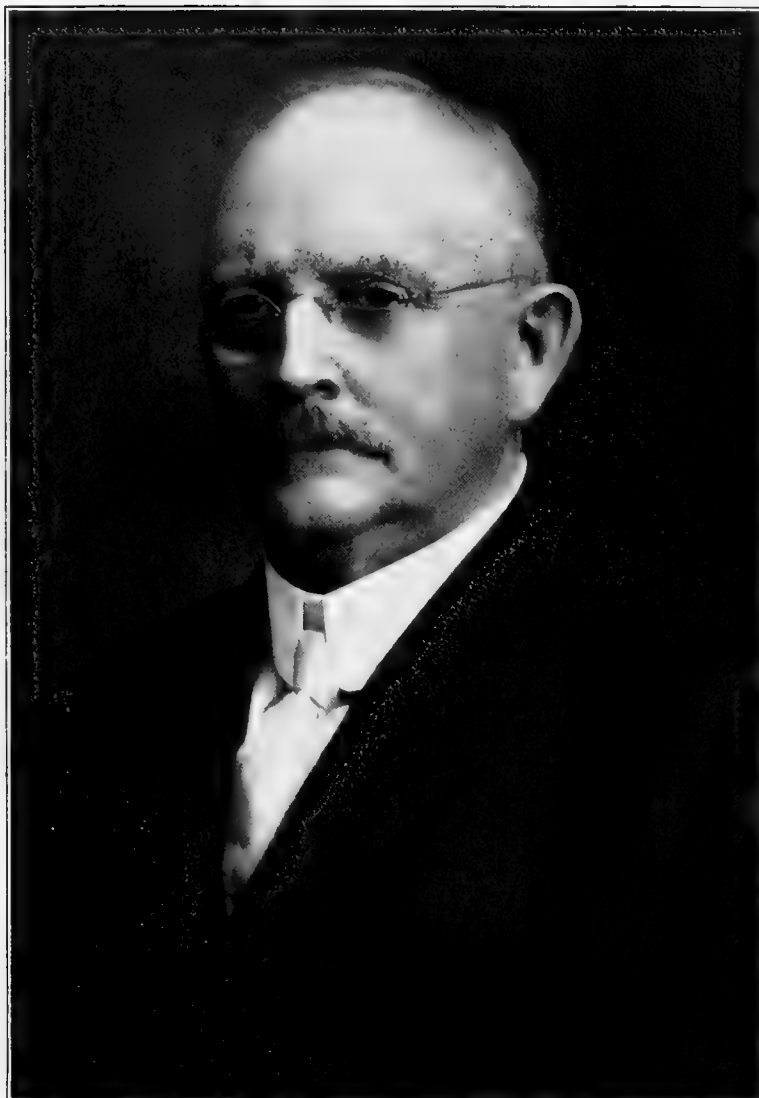
Notwithstanding his long standing and honorable career in business life, Mr. Bennett shrinks from publicity, and while willing at all times to aid with his knowledge any matter of public welfare he always requests that his name be not used.

In conclusion, it may be well to add a few words which show the esteem in which Mr. Bennett is held by the business fraternity and men of affairs in this vicinity. On numerous occasions he has been called upon by the courts to act as receiver for various business enterprises whose methods have led them to the bar for solution. It is a noteworthy fact that on all such occasions his work has been so successful that the clouds have been cleared away and the business restored to a sound basis. He was at one time acting as receiver for three immense enterprises, and the labor involved was such as to seriously interfere with his own private affairs, yet he stuck to his post and successfully cleared them all. He was called upon to act again by the courts, but was compelled to ask to be relieved from further duty as receiver, as he was sadly in need of rest, and the court reluctantly acceded to his request.

#### Big San Francisco Hardwood House

The RECORD is in receipt of the January stock list of White Brothers, San Francisco, Cal. The first page of this big list is embellished with a picture of the big Japanese steamer M. S. Dollar, discharging a cargo of oak logs from Mororan, recently received by this concern. The stock is manufactured at Petaluma, thirty-seven miles from San Francisco, where they also saw West Coast mahogany, genezero, Spanish cedar and primavera.

White Brothers' list of stock and general hardwoods is said to be the largest west of Chicago. The house aims to carry everything there is in hardwoods of both domestic and foreign varieties. They are large buyers of lumber from the Mississippi valley section. Included in their stock is a complete assortment of oak and maple flooring.



**WILLIAM A. BENNETT**  
CINCINNATI, O





# A Forestry Student's Letters to His Father

## THIRD SERIES

DARMSTADT, Germany, Dec. 23.

My Dear Father: Well, I sure do miss your letters. What is the matter? I have not heard from you for over ten days now. I think quite a few of our letters do not arrive at all, for I have written you twice a week and you said you do not receive half of them.

Things are going fine with me, and last Monday I took my identification exam., on which hinged my degree in forestry. I passed one hundred in it, and stuck Dr. Schenck on one tree, so I am now assured of my degree, having passed every exam. in the Biltmore Forest School. Will finish my courses about February fifteenth and will stay here until about the twenty-eighth, leaving for Genoa at that time to meet you on the third of March. We will have a great trip together, although I am anxious already to see the good old U. S. A.

I have had a great time since we have been over here. The things I have seen and learned cannot be told in a letter, and I am so anxious to talk to you both about it all. Have worked harder in the school than I ever did before. Our entire day is taken up at work, and at night we have to write our diaries and then are too tired for anything else. Exercise! we sure do get our fill of it; average ten miles every day in walking, and when it's over mountains and through the woods it seems much longer. I feel fine, too, and am in better health than I ever was.

The climate here in Darmstadt is awful. The sun has only been out for two days since we have been here, and in the morning you cannot see across the street because of the mist.

I have a great friend in an English forester here. He is working under Schlick in Oxford and comes from Cape Town, South Africa, a fine fellow, interested in our practical and financial side of forestry. Have had him at our school and he says Schenck has it all over Schlick. He intends joining the school in three years, after he has completed his course under Schlick.

English foresters in India get great pay. They draw at the start two thousand per year, advancing as they gain practical experience. At the end of twenty years they are pensioned and retired at a salary of five thousand per year. They are not as well equipped in forestry as we are either, according to them. Their work, though, is merely government work, and they do not seem to bother with the financial end, which is the most interesting, it seems to me.

I just purchased a set of Schlick's books on Forestry, costing twenty-five dollars. They are good ones and will make a great asset to the library at home. Have been reading his sylviculture lately, which helps a lot in the work under Schenck. This trip to Europe has been of much benefit to me in forestry. It makes one who knows and has lived under our lumber conditions realize more than ever what a great thing it is for our country to be blessed with a supply of wood which can be made everlasting without the planting of trees, if we only keep out the fires. Here fires are unknown, and hence the natural regeneration amounts to almost as much as the artificial. It also makes one realize the serious waste of timber that is going on at home. That is the most important item in conservation, it seems to me. Why can't we use veneered furniture just as well as the solid stuff? It costs less and makes a better article, a fact which is proven here. I wish, Dad, you could be here for about a month; it sure would open your eyes.

Please do not send this letter to the Editor

of the HARDWOOD RECORD, as I have already sent him a lot of dope.

I haven't seen an American girl to talk to since I left the States, and the Dutch girls are awful.

Will probably run down to Munich with Jerry Sullivan at the end of this month, as my work is about finished here. May take a few short trips to Heidelberg, Weisbaden, etc. Trains run to all those nearby towns every hour, and it costs but fifty cents fare, third class. Will also walk down to the Rhine Valley some Sunday. Last week while working we explored a couple of old castles built in the year 800 A. D. They were interesting and were different from those you usually see because they are out of the way of the tourists' route, hence no flim-flam about them. I rambled into the dungeon of one, and it gave me the jimmies. On this trip to the Rhine I intend to look at every one of them. They are always on the top of a mountain.

Next week we go to the Black Forest. Will do some estimating work there, which will be very interesting.

We all are following the advice written by a Biltmore graduate recently. I tell you, one can't do better than follow "the man who looks like the Kaiser."

Follow, follow, follow the man over the mountain trail,  
Follow him fast and follow him far,  
Follow his distant hall;  
Beat through the brush, through briars and sedge,  
Scale the rocks of the craggy ledge,  
Hustle, rush and stick is the rule  
When you hit the trail with the Forest School.

Through second growth, through the virgin woods,

Follow the man with the "forest goods,"  
Over the ridge and down the slope,  
Tearing along at a tireless lope,  
Stumble, grumble, cuss and swear,  
But stick to the man with scanty hair,  
From two p. m. till six at night,  
Scrambling on in rugged flight,  
Skip and trip on mossy banks,  
It's work and sweat with little thanks  
When you hit the trail with Doctor "Shanks."

Say—stick it out, you're going, kid;  
There is no doubt you never did  
Hit work like this, believe me, boys,  
Tho' all ain't bliss it has its joys,  
So beat it with 'em o'er the sea,  
And keep your eye on Germany;  
The paths you'll find are rough enough  
To show the bunch you've got the stuff.  
Hang to the crowd and don't be shook;  
Cold feet won't warm in cozy nooks  
And foreign fuss and far away  
Don't change the "Foresters, U. S. A."  
Remember, boys, no one's a fool  
Who trails with Schenck and his Forest School.  
Yip!

Let me know your trip through Europe, so I can leave instructions where the fellows can send my trunk with books and old clothes when they leave here April sixth. That trunk is so heavy it would cost my passage to lug it around. When I go to England I'll visit my Oxford friend.

Must close now, with love. Write soon, and send me two hundred dollars.

—  
ST. MORITZ, Switzerland, Dec. 26.

Dear Father: Received your cablegram last night just as I finished my Christmas dinner, and I wanted to whoop with joy when it came. Am having the time of my life up here among the Alps. We left Darmstadt day before yesterday, missed our connections at Basel, so consequently spent Christmas eve riding third class, having to go through a tunnel three miles and a half long. Fifteen foresters are with me here. Am going down a toboggan tomorrow of four miles; we also go for a ten-mile sleigh ride to see a big glazier. They have snow here all year round on the mountains; it is now up to your waist. We went out on skees today; it was great

sport. This is the finest spot in all Europe, it is claimed. The Grand Hotel, where I am stopping, is as fine as any I have ever seen and is jammed with people from all parts of the world; we had a hard time getting in. What do you think, I met a Theta Delta Chi man from Williams College here last evening; it seemed like a real Christmas present from home. Will attend a dance here this evening and will write you later. I missed you so much Christmas; without father and mother it is no Christmas at all. We return to Darmstadt Tuesday evening; then begins another siege of work until you come.

—  
DARMSTADT, Germany, Dec. 29.

My Dear Father: I arrived home here yesterday, Wednesday, after an all day's ride from St. Moritz. It sure was great to find your letters and mother's waiting for me. I had the time of my life at St. Moritz. Twelve of us left Saturday morning for there. I did not decide to go until the last minute, but the thought of being alone here in Darmstadt over Christmas was too much, so I decided to go where we could get some good sport as well as see the greatest scenery in the world. You cannot imagine the grandeur of the Alps. They are certainly great! To see one-half of them covered with green foliage and the other half all snow—it sure is wonderful.

We arrived at St. Moritz Christmas morning and had a hard time getting into a hotel, as all the rooms were taken in all the hotels. We finally managed to get in the Grand, one of the best, after they put two beds in each single room for us. Fun, I do not believe I ever enjoyed anything more than this! That night we had our Christmas dinner in full dress (everybody does at St. Moritz), and just after dinner I received your cablegram, which made me feel fine.

Next morning we were up early and went skeeing on snow three feet deep. It was fun to watch the fellows fall on their necks. I did not do much because of my game knee, but it was great sport. In the afternoon we went skating on the largest and best ice rink I have ever been on. Each hotel there has its own rink, with elevators to take the guests down to them. Here we met some fine English married ladies (introduced ourselves), who took us up to the hotel and introduced us to the "ultra" of the Grand. The next day we went tobogganing in the morning on a run three miles long, and may be it wasn't great sport. In the afternoon we hired a sleigh and hitched five bobs on behind it, and went out to a large glacier. There is an ice cave in this glacier, so we went inside of it. The trip out and back (twenty miles) was sure fun, as every once in a while some fellow would get dumped off his sled and then the gang would beat up the horses to leave him behind. That night we had a dance, but we did not swing to amount to anything, as they are too dignified here to dance much.

That's the way it went each day until we left, and when we did go we had English, French, Germans and Spanish, also Russian people, begging us to stay longer.

We sang for them, beat ragtime on the piano, etc., to the words of "Ripping, don't you know, old boy," from the "Bally Englishmen."

Got back here last night and was on the job in school this morning. Dr. Schenck had us out today on a deuce of a long and hard field trip. We walked about five miles, and I am pretty tired tonight after the exertion, so will close now and go to bed.

Please tell mother not to give my letters to the editor of HARDWOOD RECORD. I heard from Dr. Schenck that he is publishing them, and they are not what I want published.

# THE STORY OF YELLOW POPLAR

Illustrations from Photographs by Editor Hardwood Record



IN THE BREAKS OF THE BIG SANDY, SHOWING ONE OF THE YELLOW POPLAR  
LUMBER COMPANY'S LOG DUMPS

## CHAPTER II

The Big Sandy river, or according to its own Indian name, the Chattarawha, has been famous in lumber history ever since the manufacture of yellow poplar became a commercial pursuit. Other mighty good poplar grows in the Alleghenies, the Blue Ridge and the lower Appalachians, but no concrete growth in any locality has approximated in stand per acre, in thin sap and yellow heart, in splendid texture or average size the poplar of the Big Sandy.

This great stream flowing into the Ohio river at Catlettsburg, Ky., just above Ashland, and opposite Coal Grove, the milling and general headquarters of the Yellow Poplar Lumber Company, for a distance of about one hundred and fifty miles, forms the boundary line between eastern Kentucky and western West Virginia. In its upper branches it extends through a half dozen counties of eastern Kentucky and has other branches in Buchanan, Dickenson and Wise counties, Virginia. Along its lower reaches it has minor branches, but on the West Virginia side of the river the watershed is narrow and most of the water from that region flows eastward into the Guyandotte river.

As near as can be estimated, the average cut per acre of poplar timber on the Big Sandy and its tributaries has averaged about 2,500 feet. This area involves a territory approximately 40 by 150 miles—6,000 square miles, or 3,840,000 acres—which would show, at a rough guess, the total poplar stand of the past and the comparatively small amount of the present to be in the neighborhood of nine and a half billion feet.

Of course, the lower reaches of the river are old and practically exhausted timber sections, and the greater portion of the timber tributary to the streams that grew in Kentucky and West Virginia has been cut.

Levisa Fork, penetrating Lawrence, Johnson, Floyd and Pike counties, is one of the chief branches of the Sandy river and in that

territory is regarded as the main stream of the river. However, the other fork, making the dividing line between West Virginia and Kentucky, is equally as well known as the Big Sandy. The stream has its main fork at Levisa. The Levisa forks again above Pikeville, in Pike county, the main stem being Russell Fork, which has its sources over in Virginia. This section of the river breaks through the Cumberland mountains at the state line which is known as the "Breaks of the Big Sandy."

This is a tremendous and picturesque chasm strewn with rocks often as big as a good sized house and has embattling cliffs rising to a height in some places of fifteen hundred feet. While there has been a good deal of poplar timber of as fine quality as has ever been cut above this gorge, it has remained for the Yellow Poplar Lumber Company to devise means of getting this timber down to the rafting water above Pikeville. From the Pikeville regions to the mouth of the river, the Big Sandy is an ideal, well-banked and comparatively placid mountain river. It has the finest log running stream in the mountain country.

The Yellow Poplar Lumber Company some years ago in supplementing its timber holdings, purchased large areas of land in Dickinson and adjoining counties in Virginia, anticipating that a railroad would eventually be completed up the Big Sandy to the coal regions in old Virginia. The Chesapeake & Ohio railroad built a line as far as Elkhorn City and there, at least temporarily, extension has ceased.

It came about then that the Yellow Poplar Lumber Company had to devise means to stock its mills and it was necessary to drive the bigbear the breaks of the Big Sandy—with its logs. Early in March of last year the company put in a logging operation, with headquarters at Barts Lick, Dickinson county, Va., which is some thirteen miles from the terminus of the Chesapeake & Ohio railroad at Elkhorn City and across two mountain ridges. Men, live stock, machinery and supplies were moved in and camp and tram-

road building commenced. At the end of November the company had ten million feet of splendid poplar dropped into the river along the "breaks," and thirty million feet in one immense log dump above the "breaks." Contemporaneous with this work it commenced the construction of an immense splash dam, heretofore described in *HARDWOOD RECORD*, below the big log dump. This splash dam is now in successful operation and a large portion of the forty million foot log crop for 1910 is now splashed either through the "breaks" to rafting water or is far enough advanced to show that the company is going to have the biggest crop of poplar logs ever manufactured by any one concern in a single year in the history of the trade.

The picture at the head of this article shows one of the wildest places in the "breaks" of the river. The cliff at the right rises to a height of about fifteen hundred feet and the one at the bend of the river in the distance is not of much less altitude. At the left, utilizing a small cove, a log road was constructed and the great poplar sticks are seen rolled down the side of the bank and partially into the river bottom from the rollway. The area pictured is so great that the big poplar timbers look like matches, but they will average more than seven hundred and fifty feet to the stick.

The picture on the right-hand page is typical of the Yellow Poplar Lumber Company's operations and shows the cutting of the kerf of the big tree previous to felling it with the cross-cut saw.

The final picture shows a splendid poplar tree that has been felled and cut to the lengths in which it is transported to the river.

In the next chapter of this story will be analyzed the engineering difficulties and the tremendous cost involved in getting poplar timber out of as rough and forbidding a country as this to the company's sawmilling point in the mouth of the Big Sandy. To the lumberman not familiar with rough country operations it would be appalling both in cost and the tremendous labor involved.

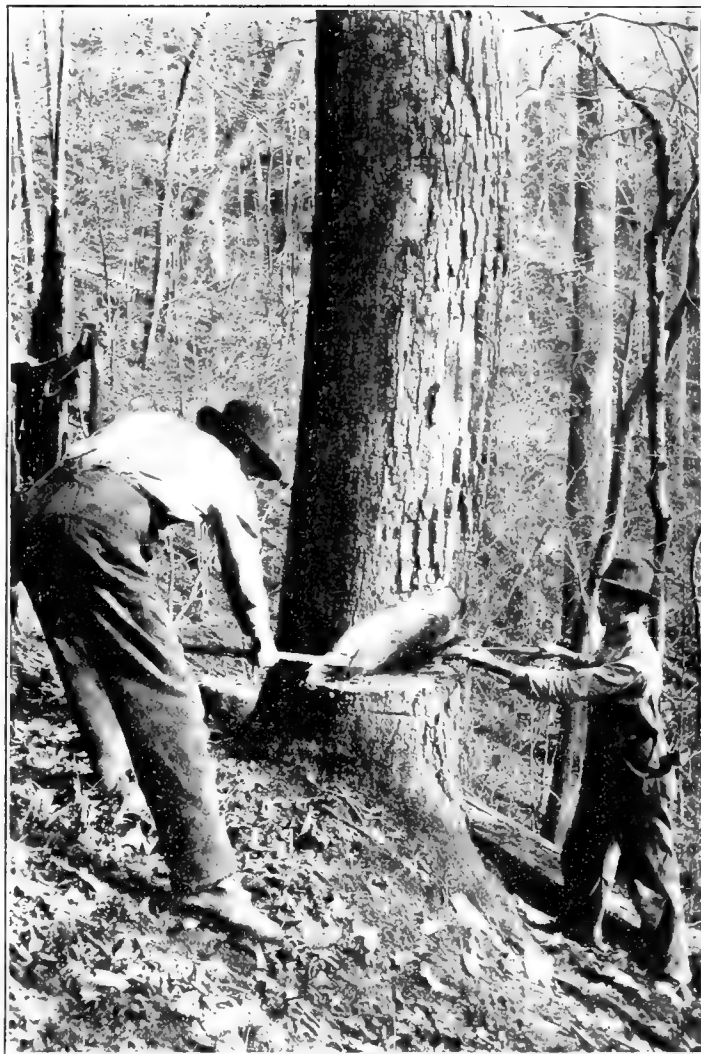
The average user of poplar lumber seems to be of the impression just now that poplar is getting "pretty high." Before the buyer has finished reading this series of articles covering the immense cost involved in securing this timber from the remote and only remaining regions where it now exists, he will be surprised that the price of the wood still remains as low as it does. White pine lumber of not nearly so large sizes as are obtainable in poplar commands a much higher price and has for years. Ordinary white pine ship decking, which is only a three-faced material, three by four inches in size, is worth about \$180 per thousand at the Atlantic seaboard today. Surely poplar lumber of the texture and width in which it is supplied, in comparison to white pine, is still a very low-priced commodity.

Getting out poplar logs from timber regions like this is "rush-and-hurry-up" work from start to finish. After the swamping for the railroad is made it has to be built with the crude materials at hand. Steel rails are not employed because the railroad haul and teaming across the mountains of the steel rails alone would figure more than the entire cost of building wooden tramroads, which last long enough to clean the timber from the desired territory.

During the last year this company has taken poplar from over fifteen thousand acres, and has started the work veritably from the ground up. The several locomotives employed were dismantled and taken apart at the end of the railroad and hauled in sections over the two mountain ridges referred to. Hundreds of teams have been at work ever since the first of last March until a recent date in hauling machinery, supplies, concrete, dynamite and other things necessary to keep the work going.

It is no city-desk job for the laborers in lumber operations in Dickerson county. Every man is on the job at four o'clock in the morning (eastern time), and after the work is well started the log trains are never stopped during the twenty-four hours, and even Sunday is not entirely respected. This means rising at three o'clock. High wages of necessity have to be paid, but every man on the job is a worker and is just as enthusiastic in getting the monumental task accomplished as are the principals of the concern themselves.

In all the writer's woods experience he never has seen such fast work accomplished in logging as has been done at the Yellow Poplar Lumber Company's operations during the year 1909 and thus far during 1910.



CUTTING THE KERF



A BIG YELLOW POPLAR FELLED AND CUT TO LENGTH

# Third Annual Hardwood Manufacturers of Wisconsin

The Hardwood Manufacturers of Wisconsin convened for their third annual meeting at the Hotel Pfister on Friday, January 21. The meeting was highly successful and was replete with interesting discussions. President Goodman occupied the chair and Secretary Chapman recorded.

The hardwood meeting was preceded by the annual of the Northwestern Hemlock Association, at which a movement was inaugurated to dissolve this association and consolidate with the Hardwood Manufacturers, all moneys to be turned over to the new body, which is to be called the Northern Hemlock and Hardwood Manufacturers' Association. It was decided by the Committee on Consolidation that the constitution of the Hardwood Association was better adapted to the new requirements, hence it was recommended by them for adoption, with suitable amendments until changed by proper authority. The question was left until the afternoon session to be voted upon.

The regular hardwood meeting was brought to order by President Goodman at half-past eleven, without adjourning from the previous meeting. The roll call was dispensed with.

was an excess in the appropriation of \$266, which would be entered to the credit of the various members interested. In speaking of getting reports of sales from members, the speaker said that it was pretty hard to get them to respond. To simplify things, he decided to get out regular forms to be filled in. A copy is shown below:

We hereby apply for membership in the Hardwood Lumber Manufacturers of Wisconsin or its successor, and if our application is accepted by the association to continue as members from year to year and until we notify the proper officer of our withdrawal. The first of each year we agree to furnish the secretary an estimate on which we are to pay quarterly assessments in accordance with Article XIII of the constitution and at the end of the year will make a final settlement as provided for by the same article.

Signed.....  
Address.....  
Dated.....1911..  
For the year 1910 we estimate our sales at  
.....M hardwood lumber.  
.....M hemlock lumber.

He said that some members had complained of the assessment of four cents for every thousand feet shipped as being too large, and said that, while he firmly believed that the association is worth even more than that to its members, still it was his wish to get it down as low as possible. He advocated making the assessment on hardwood in the new association higher than that on hemlock and recommended, stating that he was talking merely as an individual, that the rate on hardwood be three cents per thousand feet shipped and on hemlock one cent and a half. This would provide a revenue of \$10,000 annually, which would provide for all expenses.

The membership for last year was reported as sixty-five, representing a total sale of 150,000,000 feet, the secretary expressing his belief that there should be a sale of 175,000,000 feet at the end of this year. The report closed with an appeal for prompt responses to all requests for information, it being pointed out that general stock sheets can be sent out two weeks after requests for reports if everybody is prompt.

The chair requested the secretary to read a telegram from Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, dated Chicago, in which Secretary Doster extended his greeting and invited the Wisconsin association to the meeting in Cincinnati on February 1, 2 and 3.

Chairman Pardwell of the Special Railroad Committee, which was discharged last August, reported that they had asked a 4½-cent reduction to eastern trunk lines, but had obtained but three cents. He said that Minnesota and central Wisconsin points were not allowed a proportional less rate, but that the matter had been reopened and the railroads gave assurance of action in the near future.

Chairman Landon of the Legislative Committee reported that on October 20, at a meeting to show why the burning of slashings should not be compelled by law, State Forester Griffith reported that, while he had estimated that it would cost 60 cents a thousand feet, actual experiments showed that intelligent burning would cost from \$1.46 to \$1.92 per thousand feet. He admitted that no experiment had been made when the bill was advocated.

Chairman Owen of the Committee on Consolidation reported a recommendation by the Board of Directors that the Bureau of Grades be increased from five to seven men, to include both hemlock and hardwood men.

## Constitution for the Consolidated Organization Adopted

Secretary Chapman, a member of this committee said that they had met in Milwaukee a month ago and spent a whole day in discussing

the subject and had adopted the Hardwood Constitution with the following changes:

CHANGES IN THE CONSTITUTION TO BE OFFERED AND VOTED ON AT THE ANNUAL MEETING OF THE HARDWOOD LUMBER MANUFACTURERS OF WISCONSIN AT MILWAUKEE, FRIDAY, JANUARY 21, 1910.

Article 1. This article to be changed so as to read as follows:

"The name of this association shall be "The Northern Hemlock & Hardwood Manufacturers' Association."

Art. 2. This article to be changed so that it will cover manufacturers of both hardwood and hemlock lumber and to read as follows:

"Individuals, firms or corporations actually manufacturing hemlock and hardwood lumber, or either, and who manufacture at least half as much as their total sales in the states of Wisconsin, Minnesota and the upper peninsula of Michigan shall be eligible to membership in this association upon the payment of the assessment which may be levied by the Board of Directors.

"The Board of Directors shall pass upon the



W. C. LANDON, WAUSAU, PRESIDENT.

and after the minutes of the last meeting were read President Goodman gave a short talk, in which he prophesied a prosperous year for both branches of the new association and expressed himself as anxious to systematize grading rules.

The next order of business was the appointment of a Nominating Committee, to select officers for the ensuing year. The members appointed were A. F. Osborn, chairman, M. J. Quinlan and J. R. Davis.

The Committee on Market Conditions, composed of Messrs. Buswell, Chapman, Landon and Brightman, was next appointed.

## Secretary's Report

Secretary Chapman read the report of the treasurer, a summary of which showed a balance at the beginning of the year of \$178, receipts during the year amounting to \$5,840, making a total of \$6,018. Total expenses were \$5,271, leaving a balance on hand of \$747. The report was accepted.

The secretary's report followed. His financial report showed a balance of \$958. Secretary Chapman stated that some of the members did not report as great a volume of business as had been estimated and as a consequence there



GEORGE E. FOSTER, MELLEN, TREASURER.

eligibility of applicants for membership."

Art. 6. This article on the election of officers to be changed to read as follows:

"At least thirty days before the date of the annual meeting, it shall be the duty of the president to appoint a Nominating Committee of three members who will submit to the members at the annual meeting nominations for the offices of president, vice-president, treasurer and four directors. This report shall then be submitted to the members for vote."

The balance of this Article 6 is not changed.

Art. 12. A paragraph is to be added to this article which provides for an auditor, which shall read as follows:

"It shall be the duty of the auditor to examine and sign all vouchers."

All other articles. There are no changes offered in any other articles of the constitution and they are to remain as adopted December 15, 1906, except Article 13, which was amended at a later meeting held in Wausau.

## AFTERNOON SESSION

Following the recess the convention reassembled at 2 o'clock. Chairman Owen of the Bureau of Grades was the first to report.

Mr. President and Gentlemen: In the early



part of last year shipments by the members of this association were light and demands on the Inspection Bureau were not as heavy as we could wish. Late in the year shipments have been much better, and indications are that the volume will increase. From all information we are able to obtain, the outlook for the present year is bright. The demand for all kinds of hardwood lumber seems to be larger and more persistent. Prices are stronger and in some cases advancing. The low end of our stock is, if anything, stronger and there are indications that it would stand an advance.

The necessity for some arrangement with the National Hardwood Manufacturers' Association in regard to our inspectors acting as national inspectors under certain conditions is assuming more importance. We, however, cannot report any progress in this matter, but we hope eventually to have this arranged in a satisfactory manner.

#### MEMBERSHIP

We are now supervising the grading of hardwood lumber at sixty-five plants, an increase of four over the preceding year.

#### INSPECTION

We notice an increased demand for our inspection of carload lots prior to shipment. We believe that this indicates a growing confidence in our methods and fairness. As already indicated, shipments being light the early part of last year, we did not handle as much lumber as we could conveniently have done. We, however, inspected during the year 2,126,599 feet in 331 calls. We found "no shipping" in 152 of these; 288,477 feet of lumber was handled at special requests in nine separate inspections.

We wish to impress upon all members the importance of reporting promptly any slackness on the part of inspectors and of making such suggestions as they believe will increase the efficiency of this service.

At the call for general stock sheets returns from forty-eight members showed a total of 86,008,000 feet on hand.

After the acceptance of this report the chair called on President Agler of the National Hardwood Lumber Association, who gave his assurances that he would do everything possible to have the inspectors of the Wisconsin association recognized as National inspectors. He prophesied a busy year for the lumber trade and closed with an invitation to the Louisville convention in June.

Chairman Buswell of the Market Conditions Committee reported the recommendations of that body as to hardwood prices for the coming year.

#### Election of Officers

The Nominating Committee made their report and Chairman Osborn submitted the following names:

President—W. C. Landon.  
Vice-president—R. E. McLane.  
Treasurer—George Foster.  
Directors—O. W. Brightman, G. H. Atwood, L. Rowlands and J. H. Johannes.

Bureau of Grades—A. R. Owen, C. A. Phelps, C. A. Goodman, M. J. Quinlan, J. D. Brownson, M. P. McCullough and J. T. Phillips.

It was moved and carried that the secretary cast a unanimous ballot, which he was instructed to do by the chairman, who then yielded to the new president. President Landon delivered a short talk suitable to the occasion and called on Leonard Bronson, manager of the National Lumber Manufacturers' Association, who gave an absorbing talk on the work and principles of that body. He told of some of the important things that organization is working on at present, as proper transportation facilities for lumber, the Corporation Tax Law, conservation, uniform state laws, timber tax, and cutting regulations. Mr. Bronson pointed out that successfully meeting public antagonism is their hardest duty and is really the keynote to everything they undertake and begged the earnest co-operation of all lumber interests. He deplored the "Trust" cry which has worked such great hardship and the many foolish state and federal regulations. Manager Bronson stated that the association realized that concessions must be made by the trade and that it was their duty to see that such concessions be wisely made.

President Landon made the remark that after listening to Mr. Bronson's talk he felt it more

imperative than ever that the Wisconsin body join the National Lumber Manufacturers' Association. He then called on ex-President Osborn of the Hemlock Association, who submitted the following motions:

First—That the Hemlock and Hardwood Manufacturers' Association of Wisconsin affiliate with the National Lumber Manufacturers' Association, fees to be paid quarterly.

Second—That delegates be appointed to go to New Orleans and that a sufficient appropriation be made for expenses.

Third—That the National Manufacturers' Association be requested to get a decision from the United States courts proving the unconstitutionality of the state law of Illinois requiring foreign corporations to secure licenses.

These motions were all duly seconded and carried in order.

The next important business was the decision to secure a secretary to give his entire time to the association work and to receive a salary commensurate with services rendered.

The Bureau of Grades was changed to the Committee of Grades and Information at the suggestion of ex-President Goodman. He was followed by Mr. Osborn, who told of the requirements of the experiment station at Madison and it was decided that the association arrange to provide necessary material to the station.

This closed the regular business and after announcement of the meeting of directors and Bureau of Grades the association adjourned.

Following is a list of those in attendance:

A. S. Osborne, Medford Lumber Company, Medford, Wis.  
H. S. Childs, secretary, Minneapolis, Minn.  
Scott W. Chambers, Northwestern Lumber Company, Stanley, Wis.  
W. C. Landon, Barker & Stewart Lumber Company, Wausau, Wis.  
W. A. Holt, Holt Lumber Company, Oconto.  
J. H. Johannes, Jacob Mortenson Lumber Company, Wausau, Wis.  
G. H. Chapman, Northwestern Lumber Company, Stanley, Wis.  
F. H. Pardoe, Fenwood Lumber Company, Wausau, Wis.  
W. P. McCullough, Brooks & Ross Lumber Company, Schofield, Wis.  
E. P. Arpin, Arpin Hardwood Lumber Company, Grand Rapids, Wis.  
G. H. Earle, Wisconsin Land & Lumber Company, Hermansville, Mich.  
W. J. Wagstaff, Oshkosh, Wis.  
J. R. Davis, John R. Davis Lumber Company, Phillips, Wis.  
John Weyerhaeuser, Atwood Manufacturing Company, Park Falls, Wis.  
George E. Foster, Foster-Latimer Lumber Company, Mellen, Wis.  
W. H. Atwood, Atwood Manufacturing Company, Park Falls, Wis.  
A. R. Owen, John S. Owen Lumber Company, Owen, Wis.  
A. R. Week, John Week Lumber Company, Stevens Point, Wis.  
George H. Lusk, Nye, Lusk & Hudson Co., Thorpe.  
S. W. Hollister, Hollister-Amos & Co., Oshkosh.  
M. J. Quinlan, Menominee Bay Shore Lumber Company, Soperton, Wis.  
C. F. Stout, Rice Lake Lumber Company, Rice Lake, Wis.  
George C. Willson, W. J. Maxwell Lumber Company, Rosholt.  
W. J. Maxwell, W. J. Maxwell Lumber Company, Galesville.  
L. W. Gibson, Medford Lumber Company, Medford, Wis.  
H. H. Heinemann, Heinemann Lumber Company, Heinemann, Wis.  
William A. Smith, Oconto, Wis.  
G. H. Plato, Northland Lumber Company, Green Bay, Wis.  
N. C. Johnson, Northland Lumber Company, Green Bay, Wis.  
R. T. Doud, Doud Sons & Company, Winneconne, Wis.  
James O'Callaghan, The O. C. Lumber Company, Vulcan, Mich.  
C. H. Weber, The Wilson-Weber Lumber Company, Menomonie, Wis.  
E. J. Young, Brittingham & Young, Madison.  
H. H. Stolle, Stolle-Barndt Lumber Company, Tripoli, Wis.  
L. W. Edwards, L. W. Edwards Lumber Company, Antigo, Wis.  
Andrew Oelhofen, John Oelhofen Lumber Company, Tomahawk, Wis.  
E. A. Gooding, Gooding & Mylea Lumber Company, Wausau, Wis.

E. J. Gillouly, Foster-Latimer Lumber Company, Mellen, Wis.  
J. E. Collins, Crocker Chair Company, Elton, Wis.  
L. A. Rousseau, H. W. Wright Lumber Company, Merrill, Wis.  
W. A. Schneider, Brooks & Ross Lumber Company, Schofield, Wis.  
J. E. Dougherty, Fullerton-Krueger Lumber Company, Minneapolis, Minn.  
J. J. Lingle, Westboro Lumber Company, Westboro, Wis.  
E. H. Hamar, Worcester Lumber Company, Chassell, Mich.  
G. B. Knox, Perley Lowe & Company, Peshtigo, Wis.  
J. L. Wells, Girard Lumber Company, Dunbar.  
A. C. Wens, Bird & Wens, Menominee, Mich.  
E. K. Hughey, Yellow River Lumber Company, Stillwater, Wis.  
S. W. Chambers, Northwestern Lumber Company, Stanley, Wis.  
C. F. Lusk, Owen, Wis.  
W. H. Holt, Holt Lumber Company, Oconto, Wis.  
K. C. Schulz, Goodman Lumber Company, Goodman, Wis.  
R. B. Goodman, Goodman Lumber Company, Goodman, Wis.  
Charles A. Goodman, Sawyer-Goodman Company, Marinette, Wis.  
Eugene Shaw, Daniel Shaw Lumber Company, Eau Claire, Wis.  
S. C. Ryenbeck, Hackley-Phelps-Bonnell Co., Milwaukee.  
C. K. Ellingson, Ellingson Lumber Company, Hawkins.  
J. D. Brownson, Yellow River Lumber Company, Stillwater.  
F. W. Buswell, Buswell Lumber & Manufacturing Company, Buswell, Wis.  
Howard S. Weiss, Forest Products Laboratory, Madison.  
E. W. Meeker, HARDWOOD RECORD, Chicago, Ill.  
Albert LaBorg, Stetsonville.  
W. T. McGuire, Rietbrock Land & Lumber Company, Milwaukee, Wis.  
W. C. Rowe, American Lumberman, Chicago.  
F. E. Worden, F. E. Worden Lumber Company, Oshkosh, Wis.  
O. O. Agler, Upham & Agler, Chicago, Ill.  
Leonard Bronson, National Lumber Manufacturers' Association, Chicago, Ill.

#### Success of Big Splash Dam

The Yellow Poplar Lumber Company continues to have the best sort of luck in handling its splash dam in Russell Fork of the Big Sandy in Dickenson county, Virginia.

There have been no heavy rains—in fact, very little rain on the upper ridges of the Big Sandy—but still the company is able to fill the dam with a good deal of frequency and has succeeded in splashing out a good share of its logs to rafting water between Elkhorn City and Pikeville. There has been no ice in the Big Sandy this season, and now that the heavy ice in the upper Ohio has gone out the company will turn its rafts loose down the Big Sandy and will probably commence sawing within a few days. This big dam insures the Yellow Poplar Lumber Company its full crop of forty million feet for the year's sawing.

#### Semiannual New York Lumber Trade Assn.

The regular semiannual meeting of the New York Lumber Trade Association was held at the association rooms, 18 Broadway, on January 11, and was followed by a regular meeting of the Board of Trustees. Important business was transacted, and the following were elected to membership: E. E. Dey & Sons Company, Fifty-sixth street and Eleventh avenue; Henderson-Murphree Company, 1 Madison avenue; Chicago Lumber & Coal Company, 1 Broadway; Palmer & Semars Lumber Company, 540 West Fifty-seventh street, New York, and Geo. F. Craig & Co., Philadelphia, Pa. The association voted to send delegates to the annual meeting of the National Wholesale Lumber Dealers' Association. New rules were adopted governing the inspection of short leaf pine.

Resolutions were passed concerning the death of the following members: Norris H. Norden; Charles I. McAllister of H. B. Murchie & Co.; Thomas Rae of Crane & Clark; Francis I. Vanderbeck, of Vanderbeck & Sons.

The annual banquet of the association will be held at the Waldorf-Astoria February 3.

# Annual National Lumber Exporters' Association

The tenth annual meeting of the National Lumber Exporters' Association was held at the Hotel Rennert, Baltimore, Md., January 19 and 20, with about twenty-five members from various parts of the country present. The association was organized in Baltimore in January, 1900, so that it was particularly appropriate that the tenth annual should also have been held in that city.

The deliberations of the meeting were not open to the public, as was decided some time ago by the association in view of the delicate nature of some of the matters discussed, it being thought wiser to admit only those directly interested.

President Harvey M. Dickson of the Dickson Lumber Company, Norfolk, Va., occupied the chair and Secretary E. M. Terry recorded.

In his annual address to the association President Dickson spoke of the depression which has existed in the exporting business during the past two years, saying that this is nearly at an end and predicting improvement for 1910; in fact, he declared that improvement was already in evidence. He pointed out that shipbuilding on the Clyde, and wagon building throughout Great Britain are gradually reviving, and that members of the association may look for improved trade as the result of this condition.

Mr. Dickson stated that the association has had a very successful year, that the membership has increased and it is now larger than at any time since the organization of the association. Finances are in excellent condition and the agreements with the steamship lines have worked satisfactorily.

Mr. Dickson also reported that an excellent insurance policy had been arranged with a prominent company and that a majority of the members have availed themselves of it, thereby getting the benefit of especially favorable rates. The question of measurements has been taken up with the foreign markets and satisfactory progress. Mr. Dickson said, has been made in this direction. He also said that the association is taking aggressive action in regard to the Italian government's classification of gum as a cabinet wood, and said that the State Department at Washington has promised to make renewed representations to the Italian government in this matter.

Continuing, Mr. Dickson said that the agreement which the New Orleans transportation lines had proposed would be taken up at the next day's session. This relates to the counting of lumber and to clean bills of lading, in order that the liability of the common carrier for shortages, etc., may be determined. In concluding Mr. Dickson referred to the appropriateness of holding the meeting at Baltimore this year, and stated that the original promoters of the organization, with one exception, are all living.

Secretary E. M. Terry in his annual report set forth in detail the work of the year in securing agreements with the railroad and steamship companies for handling the product of the members of the organization. He also referred to the book of rules for all ports with which business is being done. This book was compiled from very complete data and is a valuable feature of the association's work. It was distributed a week or two ago. Mr. Terry stated that there are now sixty-nine members of the association.

Treasurer Richard W. Price of Price & Heald, Baltimore, reported a substantial balance in the bank, and stated that this amount is about double that on hand last year.

L. Palmer, assistant secretary of the association, who is stationed at New Orleans, La., reported on the work that is being done in his territory.

Next in the order of business was the presentation of committee reports covering details of the various departments of association work during the year. The reports were received with enthusiasm and showed that the organization is in good condition and is serving the trade well.

A committee was appointed to consider a form of contract for use in governing sales with the United Kingdom. This committee

was instructed to learn the sentiment of the members on the subject and to report any suggestions received to the Board of Directors. The committee consists of Richard W. Price, chairman; F. F. Fee, George D. Burgess, C. F. Korn, John L. Alcock, S. Menzies, George M. Spiegle and D. T. Rees.

A resolution was presented and adopted urging upon the members the necessity of curtailing promiscuous consignments of hardwoods to foreign markets as much as possible.

After luncheon the time was taken up largely with the most important business which came before the meeting, that of revising the constitution and by-laws. A committee consisting of W. H. Russe, Memphis, Tenn.; John L. Alcock, Baltimore, and E. E. Taenzer, Memphis, had been appointed to draw up a new draft of the by-laws for approval by the association. The new constitution and by-laws were submitted section by



HARVEY M. DICKSON, NORFOLK, VA., RE-ELECTED PRESIDENT.

section and brought forth much interesting discussion. Excellent progress was made, however, and by 6:30 in the evening the work had been completed. Two of the important changes made are the charge of an initiation fee of \$50 from new members and the insertion of a new by-law to cover the difficulty which has been experienced in the past by reason of some members using the brands of others. This law reads as follows: "Any member using the brand of another member knowingly, whether the brand be registered or not, shall be subject to expulsion."

## SECOND DAY'S SESSIONS

Sessions were held in the morning and afternoon of the second day. At the morning session a resolution urging President Taft to send a message to Congress in favor of the repeal of the publicity clause in the new Corporation Tax Law in so far as it applies to small corporations was adopted.

The question of admitting foreign firms to membership was brought up and was finally referred to a committee which will report at a special meeting of the association at a future date to be fixed.

The agreement submitted by the transportation lines at New Orleans for adoption by the association, which provides for the counting of lumber put on ships and for fixing the responsibility for loss or damage touched on in President Dickson's address, was referred to the Committee on Transportation.

It was decided to take up with the Kansas City Southern and the Iron Mountain railroads the complaint that they are discriminating against the hardwood exporters by the imposition of a higher rate on lumber, from producing points in the state of Louisiana to New Orleans, when intended for domestic use than when designed for export.

Election of officers resulted as follows: President, Harvey M. Dickson, Dickson Lumber Company, Norfolk, Va.; first vice-president, Fred Arm, J. M. Card Lumber Company, Chattanooga, Tenn.; second vice-president, Edward Barber, Illingworth, Ingham & Co., Ltd., Cincinnati, Ohio; treasurer, Richard W. Price, Price & Heald, Baltimore; secretary, E. M. Terry, Baltimore; assistant secretary, L. Palmer, New Orleans.

The directors elected were: D. T. Rees, Rees-Scott Lumber Company, New Orleans; Ludwig Haymann, Hugo Forchheimer, New Orleans; Richard P. Baer, R. P. Baer & Co., Baltimore; John L. Alcock, John L. Alcock & Co., Baltimore; George M. Spiegle, George M. Spiegle & Co., Philadelphia; Gustav A. Farver, Russe & Burgess, Memphis; W. M. Ritter, W. M. Ritter Lumber Company, Columbus, Ohio; W. H. Russe, Russe & Burgess, Memphis; Chester F. Korn, Farrin-Korn Lumber Company, Cincinnati; F. F. Fee, Fee-Crayton Hardwood Company, Little Rock; Walter T. Hart, Price & Hart, New York, and T. B. Allen, T. B. Allen & Co., Galveston, Tex. The last four are new members, the others having been re-elected.

## Social Features

The social features during the convention were all most enjoyable. The principal event was the banquet given on the evening of the first day at the Merchants' Club. The dining hall was decorated with palms, evergreens and flowers and an orchestra rendered delightful music during the evening. The members and guests assembled in a lower room and proceeded in a body to the banquet hall, where covers were laid at small tables seating four. This gave a homelike and congenial aspect to the occasion, which was particularly enjoyable because of its informality. After a most delightful repast, embodying a number of characteristic Baltimore delicacies, Richard W. Price, who acted as toastmaster, in a very happy fashion welcomed the members in place of the mayor of Baltimore, whom he had expected to perform this pleasant duty. Among the speakers of the evening were Lewis Dill and E. F. Perry of the National Wholesale Lumber Dealers' Association, and W. D. Gill, W. M. Borgan and Henry D. Duker, ex-presidents of the Baltimore Lumber Exchange. There were a number of invited guests present and the affair was voted most delightful.

A luncheon at 1 o'clock on the first day of the convention was another very enjoyable feature of the meeting. A number of traffic men, lumbermen of national prominence and ex-presidents of the Baltimore Lumber Exchange were present. The luncheon was served at the Rennert.

#### Attendants

Harvey M. Dickson, the Dickson Lumber Company, Norfolk, Va.  
 Fred Arm, J. M. Card Lumber Company, Chattanooga, Tenn.  
 Edward Barber, Illingworth, Ingham & Co., Ltd., Cincinnati, Ohio.  
 Richard W. Price, Price & Heald, Baltimore.  
 John M. D. Heald, Price & Heald, Baltimore.  
 John L. Alcock, John L. Alcock & Co., Baltimore.  
 Chester F. Korn, the Farrin-Korn Lumber Company, Cincinnati, Ohio.  
 W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn.  
 George D. Burgess, Russe & Burgess, Inc., Memphis, Tenn.

George M. Spiegle, George M. Spiegle & Co., Philadelphia, Pa.  
 R. E. Wood, R. E. Wood Lumber Company, Baltimore.  
 G. L. Wood, R. E. Wood Lumber Company, Baltimore.  
 H. L. Bowman, R. E. Wood Lumber Company, Baltimore.  
 M. S. Baer, Richard P. Baer & Co., Baltimore.  
 Frank A. Parker, Mann & Parker, Baltimore.  
 W. O. Price, Baltimore.  
 Holger A. Koppell, Baltimore.  
 S. Menzies, James Kennedy & Co., Ltd., Cincinnati, Ohio.  
 H. D. Billmeyer, Billmeyer Lumber Company, Cumberland, Md.  
 W. J. Eckman, M. B. Farrin Lumber Company, Cincinnati, Ohio.  
 E. E. Goodlander, Goodlander-Robertson Lumber Company, Memphis, Tenn.  
 F. F. Fee, Fee-Crayton Hardwood Lumber Company, Little Rock, Ark.  
 Maurice J. Dukes, R. A. & J. J. Williams Company, Philadelphia, Pa.  
 E. M. Terry, secretary, Baltimore.  
 L. E. Palmer, assistant secretary of the N. L. E. A., New Orleans.

aristocracy of money. And his name today is one that by right once was higher than that of any Aldrich or Ballinger, but today is synonymous with that of "traitor" and "dog"—a thing for every honest American to spit upon, as when Arnold is mentioned.

It is just a question of time in this country when the pioneers are properly honored and the would-be betrayers properly condemned. Gifford Pinchot can well afford to bide his time. And the time of the Ballingers will come.

It is the country that cannot afford to wait too long.

President Taft could have done nothing else except dismiss Pinchot from his position as chief forester. It was rank and deliberate insubordination when Mr. Pinchot wrote his letter to Senator Dolliver, to be read in the Senate, in direct disobedience of executive instructions. It forced the hand of President Taft. Pinchot knew what he was doing. And President Taft knew what he was bound to do in self-respect and consonance with his official dignity.

And the fine thing for patriotic Americans to consider is the way that Pinchot and Taft have faced each other and fenced and finished, with politeness and respect for each other's motives preserved, while respect for each other's judgment long ago had disappeared.

During the congressional investigation of Mr. Ballinger we shall have many occasions to explain the meaning and the causes thereof, and just why the attempted monopolization of Alaska by the Hill-Morgan-Harriman-Guggenheim-Standard Oil holders of illegal claims affects every citizen of New England, Pennsylvania and the gulf states as personally as it does the taxpayer of Seattle or Los Angeles.

For present understanding of the situation in Washington, it is enough to say that President Taft could not have done otherwise than dismiss from the government service Mr. Pinchot when he did, and that Mr. Pinchot could not sanely have done other than what he did, in view of his devotion to the cause of conservation, of which he is the creator and to which he has devoted his life and private fortune.

Pinchot simply has focused a fight and prevented a diversion. The planned whitewash of Ballinger and his allies conducted by committees packed by Cannon's caucus and Sherman and Aldrich would have been made easy by shifting all investigation toward discrediting Pinchot and the Forestry Department. Pinchot forces his own disappearance. The investigation henceforth must be full, fair and clear or there will be an outcry from the country.

Pinchot deliberately became insubordinate toward the President, whose honorable intent he still respects, but whom he believes deluded and misguided, simply because Pinchot believes the cause to which he has devoted his life of more importance to the nation than

## The Dismissal of Pinchot

Inasmuch as the following article from the Philadelphia North American so fully concurs with the previously expressed opinion of the RECORD in regard to the loss which this country has sustained through the ousting of Gifford Pinchot from the position of head of the United States Forestry Service, it is printed in full:

A man named Gifford Pinchot, a one-ideal fanatic, a lank, lean, long-legged American, who happened to be born the heir of several millions of dollars without tendencies toward the purchase of chorus girls and vintage wines; who happened to be born with ideals and a tendency toward concentration of his abilities; who happened to be a big man, a fanatical fighter at the crucial moment when a nation, in its awkward age, needed "scrappy" scious, has just been kicked out of his chance to do the work that he chose as his day's work because it was the work that he loved best.

We have waited almost a full week to talk about Gifford Pinchot and Taft. And the reason of that delay has been because we think that we know Pinchot and our President.

Let us confess. Our comment has been hesitant. Our conclusion is that neither the President nor the chief forester could have done otherwise than both have done, in view of the happenings of the preceding months.

We do no more than express the sentiment of most of the millions of the \$0,000,000 of Americans when we say that the enforced retirement of Gifford Pinchot from the nation's service means the infliction of a loss to this country that would be irreparable if we did not know that the official retirement of Pinchot meant only that he had "just begun to fight."

Pinchot is not a personage nor a politician. He is just an economic issue personified. He has been "fired" from office—and properly so. But he is the first man in America's political history who has forced himself to be "fired" from office in order to strengthen a cause. Therefore, Mr. Pinchot, private citizen, presents today an interesting study of

citizenship as contrasted with other citizens of officially higher rank.

We are ready and willing to face with facts and figures any citizen who would dare deny that in the enforced retirement of Pinchot from the public service the country has sustained a loss well-nigh irreparable.

No one citizen of America, from Washington to Roosevelt, fathered, fostered and disseminated an idea fertile with such future possibilities and fallow with such far-reaching value to this nation as did Pinchot when he preached and taught and nagged Roosevelt into setting up as the highest, whitest monument of the public life of Roosevelt the conservation of the national resources.

Viewing things broadly, real Americans can well afford to look into each other's eyes and exchange "straight-flung words and few," and, knowing that the wrong passes but the right persists, talk to each other as "neither children nor gods, but men in a world of men."

Fools may think that Aldrich and Cannon and Ballinger and Hitchcock are winners because Gifford Pinchot has been "fired." Other near-sighted folk may wonder why the North American does not promptly denounce President Taft as a tool of the copper Guggenheims and Tom Lawson, because they are the only ones who have indorsed unequivocally the inchoate Taft trust program as outlined in a tentative message.

Here is our talk to those who regard Gifford Pinchot as discredited:

Daniel Boone and Simon Kenton, and Lewis and Clarke, and Crockett and Bowie and Houston were regarded as crazy, trouble-stirring fanatics when they started out in their empire-winning work for this nation. They gave their lives to win. But they won. They got no gain. But their country stands strong among the world powers today because of them.

Aaron Burr was a cabinet officer in his day. He never went into the wilderness. He sailed smoothly down the Ohio and landed at Blennerhasset's island. He had imperial dreams, too—an empire of privilege and an

any man or any administration.

Gifford Pinchot is right. He has done well. He has sought official immolation as young Glavis did months ago. Both men blocked for a time at least the completion of a long-planned thievery of a billion dollars from the American people.

Both Pinchot and his devoted co-workers know and have known all along that there is one thing more vital to the welfare of the country than the continuation of the work of Pinchot and that is to keep thieves from

stealing the nation's wealth in such surety as to make useless all future effort of patriots of the Pinchot brand.

To be sure the president has done the best thing he could in such a bad situation and doubtless has appointed the best man available for the position, Henry S. Graves, director of the Yale Forest School, who will become chief of the Forestry Service on February 1. Mr. Graves is thoroughly in sympathy with the work as it has been carried on in the past by Mr. Pinchot, and if he is left untrammelled

by political grafters, he will doubtless serve the country fairly well. At the same time he has not had the breadth of training that his predecessor has enjoyed and is not nearly as well equipped to carry on the work as was Mr. Pinchot.

The RECORD wishes Mr. Graves the best possible fortune in his new position. It trusts that if he does not get a fair deal he will do exactly as Gifford Pinchot did and make things so unpleasant for the administration that he also will get the "run."

## Meeting Michigan Hardwood Manufacturers' Assn.

The winter quarterly meeting of the Michigan Hardwood Manufacturers' Association was held at the Pontchartrain Hotel, Detroit, on Thursday, January 20, and called out the largest attendance ever present at one of these meetings.

The session was called to order in one of the clubrooms of the hotel at 10:30 a. m. President Charles A. Bigelow presided and Secretary Knox recorded.

The roll-call developed the presence of representatives of more than forty members.

After calling the meeting to order President Bigelow announced that he had no speech prepared, but stated that the association was in good financial condition and that it had increased its membership by a total of two since the last meeting.

The secretary announced new members of the association as follows: Brownlee-Kelly Company, Detroit; David Ward estate, Bay City; Lake Independence Lumber Company, Big Bay; Nadeau Bros., Nadeau, and Robinson Lumber Company, Goodard.

The secretary read the minutes of the last meeting, held on October 28, which were approved. The secretary then read the report of the treasurer, which showed that the association had a balance on hand on October 1 last of \$770.51, and that on January 1 it had a balance of \$5,921.17. Expenditures since that time were \$950.56, leaving a balance on hand at the present time of \$4,970.91. The report was accepted and approved.

The secretary read his report, which was accepted.

### Secretary's Report

To the Officers, Directors and Members of the Michigan Hardwood Manufacturers' Association: Gentlemen—Another year has rolled around and we are met again to compare notes and discuss problems that mean a great deal to every manufacturer of lumber in Michigan at this time, and the outlook seems very promising. The lumber industry of Michigan is one of the most if not the most important of any of the manufacturing interests of the state.

According to government statistics for 1908 Michigan ranked seventh in the list of states producing lumber. Michigan ranked first in production of maple, having a percentage of 46.1; first in production of beech, with a percentage of 20.9; first in production of ash, percentage 9.4; second in production of basswood, percentage 15.6; second in production of elm, percentage 17.7; third in production of birch, percentage 13.2; third in production of cedar, percentage 11.9; third in production of hemlock, percentage 19.6; sixth in production of white pine, percentage 6.1.

Michigan, a state so long in the lead in white pine production, was surpassed by three New England states, New Hampshire, Maine and Massachusetts, which were supposed to have been cut out years ago. It is true that there is little original timber left in New England, and it is a noteworthy fact that the cut in New England states is from second growth timber.

Because of unusual conditions surrounding the lumber market, especially in hardwoods, it was deemed best to call our midwinter meeting at the earliest possible date or as soon as the stock reports for the quarter ending December 31, 1909, could be prepared.

Owing to so many of our members being extremely busy closing up their books for 1909 and getting ready for 1910, we have had considerable trouble in getting our report ready for this meeting, and it was not until a week ago we saw

over the snowdrift the meeting date as January 20. So if your company has been importuned by the secretary for your different reports you will appreciate the difficulty of getting a full report of the membership.

Notwithstanding none of our members have discontinued operations and a number have withdrawn from the association, we come before you with a report showing an increase of two over a year ago. We believe the stock report and comparative figures given you today represent the far greater amount of Michigan hardwoods, and the Market Conditions Committee will cover the amount of stocks and values in their report.

The Jerry Madden Shingle Company, who were enrolled at the October meeting, have sold their hardwood lands and withdrawn from us.

We are pleased to advise that the assessment levied on hardwood lumber and manufactured lumber that entered into flooring has been almost entirely collected in. The amount netted the association is \$4,741.70 on 316,295,574 feet at 11 1/2 cents per thousand feet. This amount will carry the association through the year 1910, with a balance for the following year, under present conditions.

A new feature has been added to our work during the last few months in endeavoring to place the manufacturing members in touch with the consuming manufacturer and dealer. The secretary mailed blanks headed "Stocks Wanted"



C. A. BIGELOW, CADILLAC, PRESIDENT.

and received a large amount of inquiries and has asked our members having the stocks to handle direct with the party desiring such stock. There are quite a few inquiries that were received during the time that we were compiling stock lists that have not been answered. These will be cared for just as soon as we can get to it. It is hoped this feature will be the means of helping the members and your cooperation is solicited. There is no intention on the part of this office to come between buyer and seller.

One of the subjects to be considered today is report of Grading Rules Committee on uniform grading rules for hemlock lumber. Some little information has been gathered and it is hoped a basis fair to all members will be the outcome.

Another topic for discussion is the question of furnishing car stakes.

It is with regret that we record the death of

Arthur Hill and Wellington W. Cummer, prominent lumbermen in this state.

The above report is respectfully submitted.

J. C. KNOX, Secretary.

A letter addressed to ex-President Diggins from the president and secretary of the National Wholesale Lumber Dealers' Association dated December 21 was read. The letter recited that the adverse decision by the Interstate Commerce Commission in the matter of the car stake and equipment complaint had made it incumbent on the National Wholesale Lumber Dealers' Association to appoint a committee to consider the feasibility and advisability of carrying out one of the suggestions contained in the report submitted to the complainant associations by Counsel Ross and his associates. After careful consideration this committee decided that the only practical line of action lay in an effort to obtain from Congress an amendment to the Hepburn Act which would compel the railroads to furnish the car stakes and other necessary equipment for the transportation of lumber and similar commodities upon flat and gondola cars. It was recited that a bill had been obtained, prepared and introduced in the House of Representatives at the last session of Congress known as House Bill No. 27528, but had not yet been considered.

The committee was instructed to take steps to have this bill presented at the next session of Congress and make an effort to accomplish its passage. The association asked the Michigan Hardwood Manufacturers' Association, which originally joined in the old car stake and equipment complaint matter, to join with them in forwarding this necessary legislation.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, President Bigelow and others joined in approval of this measure, and on motion the chair was instructed to appoint a committee to draw a resolution of approval and have it addressed to every member of the Senate and the Lower House from the state of Michigan, and ask assistance in having this law passed.

The chair appointed as such committee F. L. Richardson, W. L. Saunders, R. Hanson and Leonard Bronson. Later this committee presented a report in accordance with its instructions, which was adopted.

On invitation, Leonard Bronson, manager of the National Lumber Manufacturers' Association, addressed the meeting on the subject of joining the organization which he represents. He recited the work that the association had done in the past and the plans they had for future work on broad national lines.

In approval of Mr. Bronson's proposal, Mr. Richardson and others made brief addresses.

Mr. Gibson, editor of HARDWOOD RECORD, said that the Michigan Hardwood Manufacturers' Association would recall that four and a half years ago their association was formed at his suggestion and that all conceded it was a great success. He stated that a great deal of Michigan money is invested in timber holdings and in the lumber industry in many other states and that the association now had an opportunity of connecting itself in a big National association which would

help it in every state in which the members have interests. He stated that joining the National Lumber Manufacturers' Association would be worth its entire cost to more than fifty lumbermen in the state of Michigan, and inasmuch as they had approved of the speaker's judgment in the organization of the Michigan body, he hoped they would also take his judgment and join the big National lumber manufacturing institution.

On motion of W. L. Martin, supported by John S. Weidman, the organization joined the National Lumber Manufacturers' Association.

On invitation of the president, Mr. Gibson of HARDWOOD RECORD stated that his publication had been engaged for several years in collecting and collating information pertaining to the prospective annual requirements of wholesale consumers; that he recently had sent out a request for correction of this information covering annual requirements for 1910, and that the reports were coming in at the rate of five hundred to a thousand a day, with every indication that prospective requirements in many cases of double that in the year 1909. He further stated that apparently there was no call for rock elm and ash, but there was a marked increase in demand for all other hardwoods manufactured in Michigan. The call for maple and birch is apparently double that of last year, while the call for basswood, elm and beech had increased from thirty to fifty per cent.

#### Report of Market Conditions Committee

Bruce Odell, chairman of the Committee on Market Conditions, then read the report of that committee:

Your committee on market conditions is pleased to report as follows:

We believe that conditions as reported by this committee at the October, 1909, meeting apply to conditions today, except that conditions as regards Michigan hard maple are growing stronger daily, and that the shortage of this wood is more apparent at present than at any time in the past.

All the northern hardwoods seem in good demand, especially in the better grades, and we believe that the prices recommended in October are conservative, except for 4/4 Michigan hard maple, which we believe should meet with ready sale at \$1 per thousand higher for better grades than No. 3 common.

The January, 1910, stock report shows that only 11,000,000 feet of 4/4 Michigan hard maple, including the grades of 1sts and 2nds, No. 1 common and No. 2 common, in the hands of the members of this association unsold, a smaller amount of unsold stock of this size and grades than shown by any previous January report. It is apparent, also, that an unusually large amount of this season's cut of Michigan hard maple, especially of the flooring stock, is now under contract.

It is a well known fact among manufacturers of maple flooring that they have for years sold their product at lower prices than it should bring and for this reason their margin of profits have been narrow, but it is equally as well known that the demand for and the real intrinsic value of maple flooring warranted much higher prices, and there is no good reason why the manufacturers of maple flooring should be made to suffer because of the business methods of the maple flooring manufacturers.

The conditions as reported the lower grades of northern hardwoods are typical of the conditions following a period of general low prices, and it is the opinion of this committee that as the price of the better grades advance, the demand for the lower grades will increase. While we do not recommend higher prices for No. 3 common hardwoods at present, we do believe the conditions have strengthened materially during the past three months.

#### HEMLOCK

From the secretary's report we find a continued improvement as regards stock on hand, there being reported 117,000,000 of piece stuff, as against 132,000,000, and 34,000,000 of boards, as against 38,000,000 a year ago, or a total of 19,000,000 less of stock on hand unsold than reported January 1, 1909.

This would indicate an improvement in hemlock conditions generally, and we believe that the market should be strong at prices recommended at our October, 1909, meeting.

Respectfully submitted,

BRUCE ODELL.  
D. M. KNEELAND.  
JOHN C. ROSS.  
G. VON PLATEN.  
OSCAR L. LARSON.  
F. L. RICHARDSON.  
W. C. HULL.

On motion the report was accepted.

D. H. Day, chairman of the Committee on Grading Rules of Hemlock, then presented a specific report of sundry grades that his committee recommended.

At 12 o'clock the meeting adjourned for lunch.

#### AFTERNOON SESSION

The meeting reconvened at 2 p. m. and a thorough discussion was made of the report of the Hemlock Grading Committee.

On motion of Mr. Richardson the report was accepted and the secretary was asked to have the rules put in printed form and distributed among the members, and that each member be requested to try them out for three months, and at the next meeting report any necessary change that their experience and their use would think desirable.

The committee was continued and asked to prepare a supplemental report at the next meeting.

On motion of Bruce Odell the chair was elected to a position on the Board of Governors of the National Lumber Manufacturers' Association and was instructed to appoint the delegates to which the Michigan Hardwood Manufacturers' Association is entitled.



J. C. KNOX, CADILLAC, SECRETARY

On motion of Mr. Hull it was decided that the next meeting of the association would be held at the Ponchartrain Hotel, Detroit, some time during the month of April.

Mr. Bronson then addressed the association and stated that it was one of the hopes of the National Lumber Manufacturers' Association to endow a chair of forestry and lumbering at Yale with an endowment of \$100,000. He stated that \$65,000 of this sum had already been raised and that one individual had agreed to contribute \$10,000 when \$25,000 more had been pledged. He said he hoped that the public spirit of the Michigan lumbermen would induce them to make contributions to this fund.

The meeting then adjourned.

There were present:

Anderson, A. F., Cadillac, Mich. Mill, South Boardman.  
Bigelow, Charles A., Kneeland-Bigelow Company, Bay City, Mich.  
Brownlee, W. E., The Brownlee-Kelly Co., Detroit, Mich.  
Carleton, E. H., Mills-Carleton Company, Cleveland, O.  
Cornwell, E. J., Estate of L. Cornwell, Wolverine, Mich.

Culver, W. T., Stearns Salt & Lumber Company, Ludington, Mich.

Day, D. H., Glen Haven, Mich.

Derry, S. F., S. F. Derry & Co., Millersburg, Mich.

Fuggan, Charles, Tindle & Jackson, Pellston, Mich.

Eastman, S. L., Eastman Flooring Company, Saginaw, Mich.

Gilchrist, Frank R., F. W. Gilchrist, Alpena, Mich.

Gilchrist, F. W., Alpena, Mich.

Giff, J. B., Elk Rapids, Mich.

Groesbeck, E. C., Stearns Salt & Lumber Company, Ludington, Mich.

Hanson, R., Salling-Hanson Company, Grayling, Mich.

Hartwick, E. E., L. Jensen, Salling, Mich.

Hawes, O. S., Salling-Hanson Company, Grayling, Mich.

Hoyt, L. A., National inspector, East Jordan.

Hull, W. C., Smith & Hull, Traverse City and North Manitou Island.

Jackson, W. A., Tindle & Jackson, Pellston, Mich.

Jameson, J. A., St. Ignace, Mich.

Jenks, John H., Cleveland, G.

Kelly, Will, Brownlee-Kelly Lumber Company, Detroit, Mich.

Kimball, F. A., Churchill Lumber Company, Alpena, Mich.

Kneeland, D. M., The Michelson & Hanson Lumber Company, Lewiston, Mich.

Knox, J. C., secretary Michigan Hardwood Manufacturers' Association, Cadillac, Mich.

Langdon, N. M., Antrim Iron Company, Mill, Mancelona.

Larson, O. A., Buckley & Douglas Lumber Company, Manistee, Mich.

Lobdell, E. J., Lobdell & Churchill Manufacturing Company, Onaway, Mich.

McGuire, C. C., Midland Lumber Company, Cincinnati, O.

Martin, W. L., Embry-Martin Lumber Company, Cheboygan, Mich.

Michelson, A. E., N. Michelson Lumber Company, Michelson, Mich.

Michelson, F. L., Johannesburg Manufacturing Company, Johannesburg, Mich.

Mitchell, Charles F., Mitchell Bros. Company, Cadillac, Mich.

Myers, L. R., Richardson Lumber Company, Bay City, Mich.

Nelson, Z. H., Tindle & Jackson, Pellston, Mich.

Odell, B., Cummer-Diggins Company, Cadillac, Mich.

Porter, W. P., East Jordan Lumber Company, East Jordan, Mich.

Rayburn, R. H., Island Mill Lumber Company, Alpena, Mich.

Richardson, F. L., Richardson Lumber Company, Bay City and Alpena, Mich.

Robinson, S. A., Robinson Lumber Company, Goodas, Mich.

Ross, Horace A., E. B. Foss & Co., Bay City, Mich.

Ross, John C., Ross & Wentworth, Bay City, Mich.

Saunders, William L., Cummers-Diggins Company, Cadillac, Mich.

Platen, G. Von, Boyne City, Mich.

Ward, F. B., David Ward Estate, Deward, Mich.

Weidman, J. S., Weidman, Mich.

Bronson, Leonard, National Lumber Manufacturers' Association, Chicago, Ill.

Fuller, L. E., Lumber World, Chicago, Ill.

Gibson, H. H., HARDWOOD RECORD, Chicago, Ill.

Holmes, Arthur L., secretary Michigan Retail Dealers' Association, Detroit, Mich.

Howe, Wilard C., American Lumberman, Chicago, Ill.

Shaw, J. S., Grand Rapids, Mich.

Wellmuth, E. J., American Lumberman, Chicago, Ill.



# Annual Indiana Hardwood Lumbermen's Association

The eleventh annual convention of the Indiana Hardwood Lumbermen's Association assembled in the Denison hotel, Indianapolis, Thursday, January 13, at 2 o'clock p. m. The meeting was called to order by the president of the association, John M. Pritchard. It was the best and largest attended meeting ever held by the association.

The President, Gentlemen: It is now my privilege to call this convention to order.

I have never thought that it was proper for a person to apologize when he had a duty to perform, but the circumstances are such today that I am sure that you will agree with me that apologies are not altogether in bad taste. In the first place, inasmuch as I was compelled to leave the state shortly after being elected to office, it seems an imposition that I should be allowed to return and have the honor to preside at this meeting. In the second place, my worthy predecessors have had the ability to give you, in addition to a very good report which was due the membership, some very good poetry, which I am utterly unable to do.

Now we are glad today that we have such a large attendance of our own members, and we are especially pleased that we have so many of our friends to whom we extend the full privi-

and "has come up smiling."

A notable thing about this panic has been the optimistic view of business men at all times. At first it was generally said that it was only a "Wall Street flurry," and would not last to exceed three months; but at periods of about three months ever since it has been predicted that the next three months would see the end. While these predictions, made from time to time, did not prove to be wholly correct, they at least proved that it pays to continue to look upon the bright side of things, and undoubtedly tended to shorten the period of depression. We need not dwell upon the conditions that have prevailed for the past two years, but we may profitably use the lessons we have learned, and surely we now find all conditions favorable for a period of general prosperity. I predict that the year 1910 will be a profitable and satisfactory one for lumbermen.

A point of great interest to lumbermen at the present time is the conservation of our natural resources, and there is not a day but that we read in the daily press something concerning this subject. The public is aroused and is demanding that our legislators pass proper laws and make the necessary appropriations to conserve our great natural resources for posterity as well as for our own wealth, health and happiness.

Among the chief natural resources are our forests, which we, as lumbermen, are rapidly denuding, but on the other hand, as citizens, we are intensely interested in seeing that proper steps be taken by states and nation to preserve the forests, and to reforest along practical lines. We might be asked to reconcile these statements, and in reply may say that we live in an age of civilization which demands homes and furniture, and that the lumbermen are legitimately and properly supplying this demand by converting the forests into lumber. Mr. S. Burkholder, who represents our association on the State Board of Forestry, will later give you a report of what has been accomplished in forestry in our state during the past year.

Next to forestry in interest to lumbermen is the development of our waterways, and we urge every member of this association to give careful consideration to all projects for improvement of waterway transportation of freight and express his views to his congressman. Waterway transportation of freight offers a practical way of keeping the rates on rail transportation at a reasonable basis. This is a vital question to lumbermen, and we should urge that our state and government proceed with all reasonable dispatch to improve our waterways along practical lines.

At a former meeting of this association a resolution was passed unanimously endorsing a bill known as the Ilburn Bill, pending in Congress, being an act to strengthen the powers of the Interstate Commerce Commission, which measure, after being amended somewhat, was finally passed. Although the railway corporations vigorously opposed the passage of this measure, its operation has proven to be of as much, if not more, benefit to the railroads than to the shippers, for doing away with rebates and free passes has been a source of much revenue to the railroads. During the present session of Congress efforts will be made to pass a bill to further strengthen the powers of the Interstate Commerce Commission. This bill, if passed, will be a great improvement to the interests of shippers. Our transportation committee will probably call your attention to the particulars of this bill, and I urge your careful consideration of the same.

A question of continued interest to lumbermen is that of uniform inspection. The products of our forests are being drawn upon from almost every country on the globe, and the requirements of our home markets are enormous and are increasing, despite the introduction of substitutes for wood in all kinds of construction work, manufacture of farm machinery, automobiles, furniture, etc. Several years ago lumbermen saw the desirability of the single standard of inspection for all markets, and by organization established a set of inspection rules to be uniformly applied in grading our lumber, and upon which should be founded a fair and impartial system of adjusting complaints. You are all familiar with the progress which has been made and know of the difficulties encountered in harmonizing the views of all interests in the trade. That great progress has been made toward uniformity, and the old chaotic conditions much improved, cannot be denied.

The National Hardwood Lumber Association was first in the field with inspection rules, but at periods of revision all views could not be satisfied, and subsequently the Hardwood Manufacturers' Association of the United States was formed and adopted a set of inspection rules. Later the United States Hardwood Inspection Rules were adopted in New York, as neither the

National rules nor the Manufacturers' rules were strict enough to suit some of the lumbermen in the New York district. I do not question the integrity or the right of the organizations other than the National association to adopt inspection rules, and I believe that generally the differences of opinion have been dealt with as honest differences. There has been much discussion on the rules problem, and today the demand for uniformity is greater than ever. This problem must eventually be solved by lumbermen, and, in my opinion, will be solved by them, but time and patience are required.

While the rules may not suit all of us in all particulars, I do not believe that there is any great demand for a revision at this time, unless it should be for the purpose of establishing a single set of rules. Our association has had a prominent part in rule making, and has always stood for harmony and uniformity. We have members in both the National and Manufacturers' Associations, and we should continue to exert our influence for harmony and for one set of inspection rules.

The Lumbermen's Club of Memphis has filed a complaint with the Western Classification Committee, with relation to existing rates on articles shipped in straw and fibre board boxes, versus like articles shipped in wooden boxes. Today the Memphis lumbermen and others are meeting with the Western Classification Committee at San Antonio, Texas. A proper classification of rates on articles shipped in wooden boxes means a market for much low-grade lumber which is now allowed to go to waste. Hence, this is an important matter for lumbermen, and



J. M. PRITCHARD, MEMPHIS, TENN. RI-  
TIRING PRESIDENT AND DIRECTOR.



L. A. SWAIN, SHELBYVILLE, PRESIDENT.

leges of this convention. We hope that you will feel perfectly free to take part in the proceedings and make yourselves at home.

Mr. Pritchard then gave his annual address as follows:

## President Pritchard's Address

Gentlemen and friends of the Indiana Hardwood Lumbermen's Association: I congratulate you upon this, the eleventh birthday of this association. Your achievements since the organization are such that all of you may, and should, feel justly proud. A brief review of our history will show that our membership has increased from nine to 140, that we have at all times expressed a position of fairness on all questions, as they arose, which directly affected the hardwood lumber business, and that our views, when once decided upon, have been earnestly but courteously urged and that almost without exception we have gained our points.

I further congratulate you that the new year which has recently begun undoubtedly marks the end of what will probably be known in history as the money panic of 1907. We have had more than two years to study the causes of this panic, and have all experienced the results, but, while the conditions which have prevailed during the past two years have been especially hard upon the lumber business, I am proud to state that, so far as my knowledge goes, there has not been a single member of this association but has paid one hundred cents on the dollar

I recommend that this association endorse this movement of the Memphis Lumbermen's Club.

Conditions have changed wonderfully in the past twenty years. It has been a period of formation of all classes of men into organizations. Lumbermen's organizations have proven of much benefit to the members, for by organization all may receive the benefit of the best thought of the best men. Views may be crystallized, and when expressed have the power of numbers back of them. It has proven so in our organization, and, above all that has just been said, the greatest thing to us is the social feature. The value of our acquaintances and friendships thus formed is inestimable, and no matter what the status of the rules problem, or the transportation problem, or any other problem may be, I am sure this association will never make the mistake of taking itself too seriously, and that Indiana lumbermen will continue to make sociability a special feature of their annual meetings.

I want to thank our efficient secretary, each member of the board and each member of the association for his loyalty to me as an officer, and I bespeak for my successor the same kindnesses you have always shown me. My regret at leaving my native state is lessened by the fact that I know that you will always have these delightful annual gatherings, which will afford me and scores of others an opportunity to journey to our old home once a year to see you. To this association is like a big family, and I am proud that I have the honor to be a

ember, and as long as my health and circumstances will permit I expect to be present at the annual meetings of the Indiana Hardwood Lumbermen's Association and to enjoy the good fellowship which always prevails.

The President: Gentlemen, we will next hear the report of the secretary.

Secretary Kramer then read his report, as follows:

#### Report of the Secretary

Mr. President, fellow members of the Indiana Hardwood Lumbermen's Association, gentlemen: Another year's page has been turned and the seventh annual convention confronts us. In submitting you this report it is needless for me to say that the past year has been quiet in most part and uneventful; trade conditions have been improving all during the year and our members generally are very well satisfied. With the approach of the holidays, marketing became more quiet. Thus far in the new year we note some increase, and as we near the warmer months of spring, markets likewise will be warming up.

During the year your board of managers held two meetings, one at Detroit during the annual convention of the National Hardwood Lumber Association and the other at Indianapolis in November. Association matters were gone into with interest at each meeting, optimistic feeling prevailed among the board, and so far as I have been able to learn the same feeling has prevailed among a goodly number of our association members. Some woods have advanced more per thousand feet than was anticipated, some have

opportunity affords. We should use our influence and efforts to increase our membership.

We have a few delinquents, some of whom will square up at this meeting; all others we hope will bring up their arrearages soon. The small sum of our annual dues should not keep away anyone who is eligible to membership in our association.

#### TRADE ETHICS

This association was not represented by delegates at the Trade Ethics Conference, but as an association we participated with them in a financial way. To each of our members I mailed a copy of the Code of Ethics that was formulated and adopted by that conference. No fair-minded lumberman will question but that a great deal of good would result through the observance of the code as formulated. We therefore recommend the endorsement of same by our association.

#### INSPECTION RULES.

The chairman of our Inspection Rules Committee will give you his report later. In connection would like to add that this association, as most of you know, has been the pioneer in the matter of inspection and has been quite a factor in bringing out the basic principles found in the rules of the National Hardwood Lumber Association, and has caused a great deal of good to the lumberman; this association, as an individual association, does not want or care to issue a set of rules, but we do want uniformity and not fluctuating of grades—if any fluctuating let it be in price.

#### DEMURRAGE.

One question, in which all of you are very greatly interested, one which this association has rubbed up against and fought for, one that has caused more unpleasant feeling, more dissatisfaction among the shipping interests; one, I feel safe in saying, that has been the cause of more claims being filed with the railroad companies, is that of demurrage or car service. In this I feel we are going to be relieved to a very marked degree. You no doubt have noted the Uniform Code as adopted by the National Association of Railway Commissioners at Washington in November last, and we find our own State Railway Commission taking the lead in accepting the plan as adopted by the national commission and ruling that said plan become effective March 1, next.

The results attained through this ruling will be largely beneficial to the shipper and consignee, although they are not as yet perfectly satisfactory. Would cite you to one paragraph, namely, Paragraph C, under Rule 9, average agreement, wherein freight cars are put in two classes, thus barring credit on box cars, including refrigerator cars, against freight cars of all other description, or vice versa.

It has been my purpose to give to you at this meeting a stock report, giving you in total the amount of lumber on hand for 1908 as against that of 1909, the tendency of changes in price and the indications as to increasing or decreasing the output of 1910 over 1908 and 1909, but owing to the very few reports handed in, I am unable to present it.

I thank you for your attention, and bespeak for my successor your loyal support.

C. H. KRAMER, Secretary.

The President: I wish Mr. Barnaby would see that the door is closed back there, and barred, so that no one can pass out. It has been stated to me that the association is becoming very suspicious of the treasurer. I don't know whether he is present or not, but if he is I hope you will see that he doesn't escape. We will now receive the report of the treasurer, Charles Wood.

#### Treasurer's Report

Mr. Wood: Mr. President and Gentlemen—There are only two things about this treasurer's report to state: I am required to report here some sixteen dollars that Mr. Pritchard is supposed to have, and some two hundred and fifty dollars that the secretary is supposed to have. [Laughter.] I haven't seen either amount. I think, too, that it is well the door be barred. We had on hand at the close of our last meeting, \$53.78. We collected for dues and from other sources, \$370. From tickets sold for the banquet, \$34, and Mr. Pritchard actually paid me \$8.90, and Mr. Kramer \$10. Putting in the \$16 that Mr. Pritchard says he will pay me, and the \$250 that the secretary promises to turn over, make total receipts of \$747.68. We paid out last year, for stenographer, \$15; for banquet, \$234.90; printing, \$37.95; to the Retail Lumber Dealers' Association, \$50; total, \$337.85; showing that we should have on hand \$409.83.

Well, I've got the eighty-three cents. [Laughter and applause.]

The chair then appointed as a committee to pass upon the reports of the officers: Van B. Perrine, chairman; W. W. Knight and Charles H. Barnaby.

#### Reports of Standing Committees

The President: Next in order will be the reports of the standing committees. The first committee is that on Inspection Rules. As I am chairman of that committee I have to report that the Inspection Rules Committee had a meeting, but have no written report prepared. The sentiment of the committee is that at present it is desirable that there be stability to the rules, and that no changes or revisions be asked, unless it be in the nature of bringing about a single set of inspection rules. That is the sentiment of your Committee on Inspection Rules.

If anyone has anything to say with reference to this matter an opportunity will be afforded under the head of new business.

The next report to be received is that of the transportation committee, W. A. Guthrie, chairman.

Mr. Guthrie: The committee has nothing special to report. We will have some suggestions



VAN B. PERRINE, FORT WAYNE, VICE-PRESIDENT.



C. H. KRAMER, RICHMOND, SECRETARY.

not advanced as much per thousand feet as was expected. It seems that the time is not far distant when most of our woods will move in the market with, if not a fair margin, at least a small margin of profit.

We cannot advise too marked increase in output, too great overtime duty, or double shifts at the mills, but as this association or any member of it, as far as I can learn, is not a member of a lumber trust or combination or in any way connected with a combination, each member will increase or decrease his output as he sees or feels his market will require.

Since our last annual meeting we have lost seven members: two by being out of the state, two by going out of the lumber business, three simply declining to remain members. I have, however, to present to you for your approval for membership, the Board of Managers having already acted upon them, the applications of: J. H. Pritchard Lumber Company, Memphis, Tenn.; The Hoosier Veneer Company, Ladoga, Ind.; R. A. Hooton Lumber Company, Indianapolis; Bommer Veneer & Lumber Manufacturing Company, Indianapolis; Fred J. Bosler, Indianapolis; F. P. Ice & Son, Mount Summit, Indiana; James B. Eaton & Co., Bluffton; L. C. Collier, Campbellburg; W. J. Hare, North Vernon; J. M. Personett Lumber Company; Tessellated Flooring Company, Edinburg, and Fred Wade, Indianapolis.

Many other applications could be had if each member of the association would form a committee of one and forward this proposition when

to make under the head of new business.

President Pritchard then appointed as a Nominating Committee: Claude Maley, Bedna Young and Clyde Roach.

The President: We have with us today a member of our association who is a member of the State Board of Forestry, Samuel Burkholder, and we would like to have him give us a report of what has been done in regard to the forest work of our state.

Mr. Burkholder: Mr. President and Gentlemen—In regard to what the state board has been doing, I have nothing to say at this time, because their report for the year is now in the hands of the state printer, and if you will send me your address I shall be glad to send you a copy of it as soon as it comes from his hands.

Mr. Burkholder then reported as the chairman of the Forestry Committee as follows:

#### Mr. Burkholder's Report for the Forestry Committee

To the president and the members of the Indiana Hardwood Lumbermen's Association: When the lumbermen of the United States first began cutting there were 850 million acres of timber, containing about 5,000 billion board

feet of lumber. Today there are about 550 million acres, with less than half the amount of timber there was in the beginning. At our present rate we are cutting and using about 20 billion cubic feet every year, while the forests that we have left are not growing over 7 billion cubic feet. If things are allowed to run along as they have been it will not be very many years before we will be up against a timber famine. The question at present is, "What should be done?"

It is a recognized fact that no matter how much other material is used as a substitute for wood our increasing population will keep the total amount used to about the same as now. The only remedies are reforestation and conservative lumbering.

Reforestation is made more practical by the fact that over 25 per cent of the land of the United States is too rough to grow anything successfully but timber. The very magnitude of the proposition and the long wait for financial returns makes it a government work.

Lumbering is far more conservative than formerly and will continue to be more conservative as the price of lumber rises and makes it pay.

There are two ways that hardwoods today are being wasted that I wish to call to your attention.

The first is the cutting of all lumber into even lengths. By far the greater part of hardwoods is cut up into small pieces after it reaches the factory. The consumer is not a loser, as he can use the odd length. Then what difference

of Mr. Burkholder in regard to the lengths of hardwoods, I do not think is at all out of place. So much hardwood is used for cutting up purposes, and if the lumber shipped, as to percentage of cutting, is suitable for the purpose into which it is to be manufactured, it does not seem to me to make any difference whether a board is eleven feet long or twelve feet long, if it cuts up right, and no matter how some like to have their piles trimmed up nicely in their yards, or are accustomed to the old system of ten, twelve, fourteen and sixteen-foot lengths. If we are going to help the future generations to have a supply of hardwood, and at the same time enable the hardwood dealers to put upon the market goods that will not be exorbitant in price, it certainly seems wise that wherever a tree will cut to advantage in odd lengths, that those odd lengths should be utilized, and not trimmed off and left in the woods to rot. I am glad that this association has always taken such an interest in the matter of forestry, and has kept its place as an advocate of forest preservation, and has retained in office its old standby and defender, to do what he could to represent the association in matters of forest preservation and of reforestation. I thank you, gentlemen. [Applause.]

Mr. Burkholder: Mr. President, I have here a resolution which I desire to offer for the consideration of the convention.

#### Resolution Commending Gifford Pinchot's Work Adopted

Whereas, The Indiana Hardwood Lumbermen's Association, being in the heartiest sympathy and fullest accord with the work of the Forest Service of the United States Department of Agriculture, as fostered and furthered by the recently deposed head of that service, Gifford Pinchot, that it be hereby

Resolved, That this association goes on record as endorsing the past policy of the Forest Service and the work of Gifford Pinchot in the effort to preserve for the mass of the American people the natural resources of the public domain; and in the effort to restrain the graft of individuals and corporations from control of timber, grazing privileges, water power and mines, without adequate compensation to the government; and be it further

Resolved, That a vote of thanks be tendered to Gifford Pinchot for his able, patriotic and unselfish services on behalf of the people of this country.

The President: Gentlemen, it has been moved and seconded that the resolutions, as read, be adopted. Is there any discussion? We would like to hear an expression of opinion on this matter.

Mr. Underhill: Mr. President, you will pardon me if I take this opportunity to say something that may start someone else to talking on this subject. There is no subject under consideration or under discussion by the Congress or administration of the United States today more important than that of forestry. It means so much to the coming generations that our forests be properly cared for. We are not so much alarmed today about any depredations that are being made by men upon the forests as we are by the possibilities of forest fires, which destroy annually, approximately, as much as the lumbermen cut off; and if there is one man in the United States who has done a work that is worthy of the praise of every citizen of this country, if there is one man who has given thought and care and his life to arousing not only lumbermen to act with caution as to how they go into their woodlands, but to arouse the whole nation to think upon the subject of forest preservation and the conservation of other natural resources, that man is Gifford Pinchot, and he deserves all the honor and praise that we are able to give him. If by adopting this memorial we can in any way show that the lumbermen of the United States appreciate the work he has done in the past, it seems to me that it is a small thing for this association to do, recognizing the splendid stand that he has taken and the great work that he has accomplished.

Now there may be differences of opinion among those of this body as to whether Mr. Pinchot has acted wisely, or not, in connection with the controversy that led up to his dismissal, but there can be no difference of opinion as to the fact that he has given years of his life to doing a great work for the people of the United States in connection with the Forest Service, and that if the Forest Service is effective today, and is doing anything for the future generations of our people, it is largely due to the thought and care, the energy and the wisdom of Gifford Pinchot. [Applause.]

Mr. Shepard: Mr. President, we hear a good deal of hot air about what we ought to do, and everybody says, "Amen," but I doubt if many of us here have planted any trees during the past year, or really tried to keep any from being cut down. I think that probably most of us are more instrumental in cutting down trees than we are in planting them. Now this man referred to in these resolutions has either done something or he has not, and I think it is very important that, we should commend a man who has really done something. I think these resolutions should be adopted. Here is a chance for



JAMES BUCKLEY, BROOKVILLE,  
TREASURER.

does it make if the board is an odd instead of an even length?

The second is in the sawing. The pine manufacturers cut their stock inch thick for inch, but we hardwood manufacturers cut our stock inch and one-sixteenth for inch. Every time we ship a car of 10,000 feet we practically give away 625 feet. I think I may safely say that lumber cut inch thick will in the majority of cases work just as well as the lumber cut inch and one-sixteenth. It does in pine. Why won't it in hardwoods?

The President: We would like to have a little discussion with reference to this forestry report submitted by Mr. Burkholder.

F. S. Underhill: Mr. President, I want to say that I have been much interested in the report made by Mr. Burkholder, and I think that if there is any part of the forest in our United States that we ought to be careful of, it is that part in which this body is interested. I believe that it will be many years before we will suffer anything like a famine in the soft woods, but we are having a very heavy demand today for all classes of hardwood. It is so heavy that even the substitute hardwoods are coming into demand, in place of the old reliable oak, walnut and mahogany, and even those substitutes are now in some cases hard to procure. Men are gunning for gum, and that is something that a few years ago we would hardly have thought was coming so soon upon us. The suggestion



G. O. WORLAND, EVANSVILLE, WHO INSTI-  
GATED INTERESTING DISCUSSION  
ON MANUFACTURING COSTS.

us to commend some real action, not "hot air." [Applause.]

The president put the question on the motion to adopt the resolutions as read. The motion prevailed.

The President: I would inquire if the committee on the reports of officers is ready to report?

Van B. Perrine: Mr. President, the committee recommends and suggests that the reports of the officers be approved as made.

The report of the committee was adopted.

The President: We will now take up the next order of business, which is new business. Has anyone anything to offer?

#### Discussion on the Corporation Tax Law

J. V. Stimson: Mr. President, I believe that the communication I have here comes under that head. This is a letter from the Illinois Manufacturers' Association, with reference to the corporation tax law. Business associations all over the country are taking some action with reference to this matter, and there seems to be a general disposition to oppose and to recommend the repeal of that law. The Illinois association gives three reasons for opposing the law:

FIRST. The undue and unnecessary publicity required by Paragraph 6, which provides that the schedules shall be filed in the office of the Commissioner of Internal Revenue and shall constitute public records and be open to inspection as such.

SECOND. The injustice of the government compelling members of this association, as well as others throughout the United States, to file their schedules in two months' time, when it has taken the government four months to prepare its explanation of the law.

THIRD. The inventory which it will be necessary to make and which is required by the instructions from the Treasury Department will cost more in money and loss of time and business than the tax itself.

This communication was handed to me and I was requested to bring it before the convention. I think it should be freely discussed, and no person present should hesitate to express himself fully. It seems to me that one of the chief objections to the law is its inquisitorial nature; going into the details of private business, the conditions of which vary greatly from year to year. I don't know anything about the constitutionality of the law. They seem to be able to make laws to apply almost anywhere they choose to put them. It seems to me that this matter should be thoroughly discussed here, and that such action should be taken as you may think is necessary.

In order to bring the matter before the convention, I move you, Mr. Chairman, that it be the sense of this convention that we are opposed to the corporation tax law, as enacted by the last national Congress, and that we urge its repeal.

The motion was seconded.

The President: Gentlemen, you have heard the remarks made by Mr. Stimson. We would like to have you express yourselves on this proposition.

Mr. Elledge: Mr. Chairman, while I am merely here as a visitor, I want to say that it seems to me that there is one objection to this corporation tax law that is not mentioned in that letter. It is an objection which I, as an individual citizen, have had to the law since its inception, and that is the unfair way in which it is made to apply—it is not made to apply to partnership business. Partnerships are one thing and corporations another, and the firm of Smith, Jones & Brown might be carrying on a partnership business extensively, and making large profits, and while they are enjoying the benefits of the protection of the government, they are immune from any taxation under this corporation law.

The President: We are glad to have heard from you, Mr. Elledge.

James H. Baird: Mr. Chairman, I would like to ask Mr. Stimson if, in his talk with lumbermen, he doesn't find that there is a misapprehension as to what it really calls for—if they don't think that it calls for a statement of the assets and liabilities of their business? I have talked with several of the lumbermen at Memphis and they undoubtedly have that idea—they supposed that they were to make a statement of their assets and liabilities, and that this was required by the law. That is not my understanding of the law. The letter read by Mr. Stimson has been received down at Memphis and has been quite extensively discussed. Some considerable feeling has arisen over the letter and telegrams were being sent to Washington by individuals and corporations down there, and some action was contemplated by different organizations. I have just thought that such a misapprehension was causing some men considerable trouble. It does not seem to me that any organization will be in any particularly strong position in asking at the hands of Congress that this clause be stricken out, because any return for taxation is a part of the public records, and to ask that it be not made so, is simply, in effect, to ask that the dealings of a certain portion of the public be kept secret from the rest of the public, and it don't strike me

that that would be a very strong position for us to assume. Of course I need not add that I am not in favor of the corporation tax. I think of all the foolish, vicious and unnecessary pieces of legislation I have ever seen, it takes the rag off the bush. [Applause.]

J. V. Stimson: The corporation has got to file its inventory, Mr. Baird.

Mr. Baird: I don't quite agree with you in your view of the matter, or else I am mistaken.

The President: Gentlemen, you have heard Mr. Stimson's motion, that this association go on record as opposing the corporation tax law, and urging its repeal. The motion has been duly seconded. All those in favor of the motion will signify the same by saying Aye; those opposed, No. The Ayes have it and the motion is carried.

Now has anyone else anything under the order of new business?

W. A. Guthrie: Mr. President, C. C. McCann, chairman of the Trunk Line Association, has issued a pamphlet setting forth reasons why railroad rates should be advanced ten per cent. This pamphlet has been distributed throughout the country by the different railroads, showing that they had some particular interest in doing this. Now, in October last, there was a mass meeting at Cincinnati of various shipping interests and commercial clubs and persons interested in freight rates, and at that meeting resolutions of disapproval were adopted.

The object of the Cincinnati meeting was to educate people along a line opposite to that upon which the railroads are seeking to educate them. Now I was asked to bring this matter before the convention, and they would like to have the moral support of this association. Anyone who takes the trouble to look into the matter will find that the profits of the railroads are enormous, in spite of the large amount of watered stock that they have had to pay dividends upon. The railroads argue that they are not making profits, and in support of that argument they point to a road like the Erie, for instance, whose stock has been watered excessively, and refer to the earnings on that watered stock. It is not sufficient to pay the fixed charges and leave a reasonable return for the stockholders. These men who met in Cincinnati answer that by taking up the case of the B. & O., which is making large profits and paying all their fixed charges and all their improvements.

Mr. President, I move you that this association give to this Shippers' Publicity Bureau its moral support and assistance in carrying out the ideas advanced in the meeting at Cincinnati.

The motion was seconded and prevailed.

The President: Has anyone else anything to bring up under the head of new business?

G. O. Worland gave an interesting talk upon the costs of producing lumber from the time the log is taken off the car until the product is in the pile. He stated that the total cost was \$4.80 per thousand.

J. V. Stimson stated that he had found the cost to be a little less than four dollars per thousand, at Huntingburg, Ind.

The President: If no one else has anything to offer in the way of new business, we will hear the report of the committee on nominations.

Bedna Young read to the convention the report of the Committee on Nominations, as follows:

#### Election of Officers

Your committee respectfully nominates for the various offices of the association, for the ensuing year, the following named members:

For president, Ed Swain; for vice-president, Van B. Perrine; for secretary, C. H. Kramer; for treasurer, James Buckley; for directors, C. Maley, B. F. Swain, C. A. Wood, Samuel Burkholder, J. V. Stimson, W. A. Guthrie, Geo. Palmer, J. M. Pritchard and C. H. Barnaby.

The President: Gentlemen, you have heard the report of the Committee on Nominations. What is your pleasure with reference to that report?

Mr. Rief: Mr. Chairman, I move you that the report of the Committee on Nominations be adopted, and that the gentlemen placed in nomination by the committee be elected by acclamation and be declared the officers of the association for the ensuing year.

The motion was seconded.

The President: Gentlemen, it has been moved and seconded that the report of the Committee on Nominations be adopted, and that the officers nominated be elected to serve for the ensuing year. All those in favor of the motion will signify the same by saying Aye; contrary, No. The Ayes have it, and the gentlemen nominated are declared elected to their respective offices.

And now, gentlemen, this will close my career as president of this association. I want to repeat what I said in my opening remarks this afternoon, that one of the most pleasant experiences of my life has been my connection with this association. There is nothing that I would exchange for the friendships that I have formed in this association. I think it is true, that it has always been the purpose of this organization to make friends, and to try to spread the harmonious feeling that should prevail among lumbermen. We have enlarged upon the social side of the organization, and I am proud that I have the honor of being an official. And now, gentlemen, that it is time for me to turn the office over to my successor, I take great pleasure in presenting to you your new president, Mr. Ed Swain, who is known to you all. [Applause.]

President Swain: Fellow members of the Indiana Hardwood Lumbermen's Association—it is with a great deal of pleasure that I accept the honor which you have conferred upon me today, and I fully realize the magnitude of the task before me, following, as I do, in the footsteps of such efficient and capable predecessors. I ask your earnest coöperation and support, that we maintain the present high standard of our association. I thank you. [Applause.]

We will now hear from our new vice-president, Van Perrine. [Applause.]

Van B. Perrine: Gentlemen—Although I could not hear what Mr. Swain said, I heartily subscribe to his remarks as an entirety. [Laughter and applause.]

President Swain: We will now pass, gentlemen, to the order of business, "The Good of the Order." Has anyone anything to offer under that head? If not, Mr. Stimson has something that he desires to present at this time.

#### In Memory of Departed Lumbermen

J. V. Stimson: Mr. President, I have a painful duty to perform. The Grim Reaper has been busy among the lumbermen during the last few months, and I have been requested to note the deaths of James E. Defebaugh, editor of the American Lumberman; D. A. Sanders, editor of the Sanders & Egbert of Goshen; John B. Ransom of Nashville, Tenn.; and George W. Stoneman, who died in St. Louis, I believe, day before yesterday.

These were men with whom you were all acquainted, and with whose merit and worth you were all familiar. They were men who had accomplished a great deal in their lives, and it is fitting that we recognize their departure at this time, remembering their worthiness and the works they have performed. It does not often happen that so many of our friends have responded to the last call within such a short time. Mr. Sanders, I believe, was approaching the age of sixty-eight or seventy, and the other men were all much younger and seemed to have years of active life before them. But this is a call to which we shall all, sooner or later, have to respond, and this is an office which others



will, after a while, perform for us. We remember these men as being of a high order of integrity and intelligence, men of clean lives, men of usefulness in the communities in which they lived. We knew them as good fellows here, and I believe they will be good fellows there. Gentlemen, I thank you.

President Swain: Gentlemen, we have with us here today a man whose experience will qualify him to make us an interesting talk. We would, I am sure, be glad to hear from Mr. Doster.

Mr. Doster: Mr. President and Gentlemen—Hearing Mr. Stimson's remarks has brought upon me such a feeling that I do not believe I can talk. I had the painful duty to perform of attending the funeral of Mr. Ransom last week, representing the association and experiencing as well a strong feeling of personal loss.

Now I am glad to be with you at your Indiana meeting. I was asked today why I came here. I'll tell you frankly, gentlemen, I came here to get tips on how to run an association meeting. We always move our meeting back until after the Indiana meeting has been held, so that we will know what to do and how to do it. Your organization can not be compared with any other state lumbermen's association in this country, that I know of. You have visitors here from the far West, from the East, from the North and from the South, and I think you should be proud, indeed, that you have such a drawing card in this association. I not only meet Indiana men when I come to these gatherings, but men from Michigan, New Orleans, and all over the country. But I want to tell you, gentlemen, look out for those Louisville men. They're great pluggers and boosters, and if you aren't very careful they'll be having your meeting over in Louisville next year! [Laughter and applause.] I want to say, for myself, that I am from Cincinnati, and am here to extend to your organization an invitation from the Hardwood Manufacturers' Association to attend our next meeting in that city on February 1, 2, and 3. In extending this invitation I do so as an official and as a friend of the lumber industry. Now, if by some mishap you should not receive a personal invitation, just consider this one and come and be with us.

I think I have consumed about as much of your time as I should, and I again repeat that I am glad to be here and would appreciate receiving another invitation next year. [Laughter and applause.]

The President: If there is no further business to come before the meeting a motion to adjourn is in order.

On motion, duly seconded, the convention adjourned sine die.

#### The Banquet

At 7:30 members and guests reassembled in the main dining room of the Denison for the banquet. The tables were arranged in the form of a large T, running the entire length of the room, three smaller tables being necessary to seat everybody. While dinner was being served the orchestra and quartet offered various pleasing selections.

#### THE MENU.

Celery	Olives	Radishes
	Martini Cocktails	
	Cream of Chicken	
	Salted Almonds	
Filletts of Halibut, Vin Blanc		
Potatoes Duchesse		
Sauterne		
Tenderloin of Beef with Mushrooms		
Green Peas in Cases		
Punch		
Fried Young Chicken, Cream Gravy		
Lettuce and Tomato Salad		
Fancy Ice Cream	Assorted Cake	
Roquefort Cheese	Coffee	Cigars

After the coffee Charles Barnaby arose and in a characteristic speech introduced the new president, E. A. Swain, who was welcomed with cheers and applause. After a short speech in which he expressed his

appreciation of the honor which he had received, the chairman called on F. A. Diggins of Cadillac, whose talk was replete with amusing stories and was well received.

He expressed his surprise at the size and spirit of the Indiana organization, ranking it as the most important state association in this country, and then went on to tell of the way they run things at Cadillac. There the lumbermen are like one big firm, always working together for the general good of all. They meet once a month and have a general, open discussion of business questions, nothing being secret and nobody being barred. An invitation to these meetings was extended to any who could avail themselves of it, the speaker saying that he believed it would be for the good of state and national organizations to follow the Cadillac policy.

At the close of this speech the president expressed a wish that the speaker be made a member of the Indiana association. A motion to that effect was made, seconded and duly carried, the vote being unanimous.

The chair next called on Edward Buckley of Manistee, Mich., who in a few words expressed his pleasure at being present. He was followed by E. B. Norman, the jovial Louisville lumberman, who told of the work the lumbermen's club is trying to do in that city. He extended an invitation to the Indiana lumbermen to attend the national convention, which will be at Louisville next June.

Edward L. Davis, also of Louisville, was the next speaker, and he repeated the invitation to the June convention and promised that inasmuch as this was the first time the South had been honored in this way and it was up to Louisville to make good, nobody would regret the trip.

After the quartet performed the chairman called on Frank Fish, secretary of the National Hardwood Lumber Association, who, in behalf of the organization, seconded the invitation to Louisville, expressing his belief that getting together is the one thing of most benefit to the lumber trade. The Indiana association was highly complimented by the speaker, who said that he had never before seen a meeting where all the lumber states were represented.

The next speaker was Lewis Doster, secretary of the Hardwood Manufacturers' Association, who, after a few appreciative remarks, told what lumber organizations should stand for. The two points he touched on most were, first, the necessity for an accurate working knowledge of conservation from a practical point of view, and, second, that the legality of organization must be established before the people who are now very ready to believe that any getting together of lumbermen means the existence of a trust. It is due to this feeling that the trade has had to stand a great deal of injustice and it is up to the lumbermen to counteract it.

According to Secretary Doster the point

toward which lumbermen should strive in their operations is to get every possible foot of lumber from an acre of land and by encouraging the use of veneers and thin lumber and minimizing in waste, to do all in their power to perpetuate the present supply of timber and the lumber industry. The popular belief in an approaching lumber famine was ridiculed by the speaker, who pointed out that the many substitutes for wood which are more extensively used every day, together with the increasing interest in conservation will do wonders in lengthening the life of the forests. The speaker believes that efforts should be made, not so much with the idea of reproducing the trees for this generation or even for the next as of saving what now stand.

Further, relative to the existence of a trust, it was pointed out that during the recent panic prices on some kinds of lumber advanced, while others went down. It is not reasonable to suppose that this would have occurred if there was a trust.

Secretary Doster announced the coming meeting of his association at Cincinnati, February 1, 2 and 3, stating that there will be additional features of attraction this year which will make it well worth attending. It is intended to make a study of the mechanical end of the lumber business, from the log up, and to illustrate there will be a series of stereopticon and moving pictures taken from the actual work and showing all the stages of operation.

The speaker closed with a general "bid" to the convention and gave way to "The Lumberman Poet," Douglas Malloch of the American Lumberman, who kept his audience in a constant howl with his volley of stories and his clever knocks at the expense of some of the men present.

Ex-President Pritchard, who recently moved to Memphis, praised the men he found there and to show that he had good cause called on Captain Barksdale, a "real Memphis man." Captain Barksdale got off a string of stories in the real old southern style and also gave an interesting account of his own start and rise in the lumber business and concluded with some amusing reminiscences of his initiation into Hoo-Hoo.

A. H. Barnard, president of the Northwestern Hardwood Lumbermen's Association, told of the work and spirit of that organization, stating that its watchword is "Get Together."

F. S. Underhill of Philadelphia was the last speaker of the evening and his Irish jokes were a good panacea for indigestion. His efforts were rewarded by a motion, which was seconded and carried, to admit him as a member of the association.

The program was concluded with a solo effectively rendered by E. V. Stewart, followed by a selection by the quartet.

#### List of Attendants

C. J. Roach, Walnut Lumber Company, Indianapolis.  
M. J. Barnard, Central Veneer Company, Indianapolis.  
M. B. Taylor, Taylor & Mason, Buffalo.



Samuel Burkholder, S. Burkholder Lumber Company, Crawfordsville.  
 R. P. Hodges, Milwaukee, Wis.  
 F. R. Shepard, Eaglesfield & Shepard, Indianapolis.  
 G. H. Palmer, Sheridan.  
 James Buckley, Brookville.  
 F. I. Galbraith, Summan.  
 E. L. Davis, E. L. Davis Lumber Company, Louisville, Ky.  
 E. B. Norman, E. B. Norman & Co., Louisville.  
 H. J. Gates, Louisville Point Lumber Company, Louisville, Ky.  
 Neher & Palmer, Frankfort, Ind.  
 T. J. Christian, Maley & Wertz, Indianapolis.  
 E. R. Cooledge, Southern Lumberman, Chicago.  
 Roy Burkholder, S. Burkholder Lumber Company, Crawfordsville.  
 J. H. P. Smith, Hardwood Lumber Company, Cincinnati.  
 Will North, Portland, Ind.  
 R. H. Hamilton, Indianapolis.  
 M. M. Marsh, American Lumberman, Chicago.  
 J. N. Graham, Franklin Coil Hoop Company, Franklin.  
 W. J. Roach, Indianapolis.  
 Hugh Neereimer, Neereimer & Son, Odon.  
 M. M. Erb, Connersville.  
 Charles E. Neil, Union City, Ind.  
 William J. Hare, North Vernon.  
 George A. Litchfield, North Vernon.  
 B. Young, Evansville.  
 George H. Foot, Vincennes.  
 T. J. Sanfield, Seymour.  
 W. D. Elledge, Indianapolis.  
 F. W. Abele, Seymour.  
 D. B. Berkhardt, Elwood.  
 Charles Lieb, Rockport Box Manufacturing Company, Rockport.  
 E. C. Artman, Rockport Box Manufacturing Company, Rockport.  
 W. A. Artman, Rockport Box Manufacturing Company, Rockport.  
 L. A. Keithley, Bedford.  
 E. K. Pritchett, Macey Company, Grand Rapids.  
 E. A. Swain, Shelbyville.  
 Daniel Wertz, Maley & Wertz, Evansville.  
 Claude Maley, Maley & Wertz, Evansville.  
 Henry Maley, Maley & Wertz, Edinburg.  
 J. D. Wertz, Maley & Wertz, Columbus.  
 Henry Wertz, Maley & Wertz, Edinburg.  
 George M. Personett, Brookville.  
 H. H. Gibson, HARDWOOD RECORD, Chicago.  
 E. W. Meeker, HARDWOOD RECORD, Chicago.  
 G. O. Worland, Thompson, Thayer & McCowen, Evansville.  
 John Kitchen, Columbus.  
 J. H. Baird, Southern Lumberman, Nashville, Tenn.  
 L. E. Fuller, Lumber World, Chicago.  
 C. S. Eaglesfield, Indianapolis.  
 T. B. Coppock, S. P. Coppock & Son, Fort Wayne.  
 Van B. Perrine, Perrine-Armstrong Company, Fort Wayne.  
 J. W. Martin, Veedersburg.  
 Charles Wertz, Grammer.  
 Owen Moffett, Moffett-Bowman Lumber Company, Madison.  
 H. C. Jacoby, Hamilton, O.  
 C. V. Delaney, Hamilton, O.  
 J. V. Hankinson, Franklin, O.  
 G. A. Dwiggin, Fountain City.  
 J. M. Pritchard, J. M. Pritchard Lumber Company, Memphis, Tenn.  
 J. V. Stimson, Huntingburg.  
 W. E. Baros, St. Louis Lumberman, St. Louis.  
 T. B. Stone, T. B. Stone Lumber Company, Cincinnati.  
 C. J. Allen, Cincinnati, Ohio.  
 Arthur H. Barnard, Minneapolis, Minn.  
 Theodore Fathauer, Theodore Fathauer Company, Chicago.  
 B. F. Swain, D'Heur & Swain, Shelbyville.  
 Walter G. Bass, Indianapolis.  
 Fredk. S. Underhill, Wistar, Underhill & Co., Philadelphia, Pa.  
 I. Russell, Capital Veneer Company, Indianapolis.  
 Herman Romberg.  
 Walter A. Crim, C. M. Crim & Son, Salem.  
 F. J. Bosler, Indianapolis.  
 A. J. Brown, Cumberland.  
 H. C. Wiese, Cumberland.  
 W. S. Cooper, Greenfield.  
 W. W. Knight, Long-Knight Lumber Company, Indianapolis.  
 Ed. Richardson, Indianapolis.  
 Charles O. McMains, Lebanon.  
 J. G. Wilcox, Lebanon.  
 H. B. Millikan, Advance Veneer & Lumber Company, Indianapolis.  
 C. W. Davis, Tesselated Flooring Company, Edinburg.  
 W. W. Garrett, Frankfort.  
 Frank L. Donnell, Indianapolis.  
 George M. Waters, New Palestine.  
 Henry S. Adams, Fortville.  
 Lewis Doster, secretary Hardwood Manufacturers' Association, Cincinnati.  
 Frank F. Fish, secretary National Hardwood Lumber Association, Chicago.  
 R. McCracken, Kentucky Lumber Company, Cincinnati.

John Cooper, Linton.  
 Fred A. Diggins, Cummer-Diggins Company, Cadillac, Mich.  
 W. R. Barksdale, Dooley-Stern Lumber Company, Memphis, Tenn.  
 Jerome Robinson, Chicago.  
 Hugh McLean, Hugh McLean Lumber Company, Buffalo.  
 W. A. Guthrie, Indianapolis.  
 C. A. Wood, Kirby-Wood Lumber Company, Muncie.  
 C. H. Kramer, C. & W. Kramer Company, Richmond.  
 James I. Butcher, Crawfordsville.  
 Charles Hammond, Crawfordsville.  
 T. A. Foley, Paris, Ill.  
 C. H. Barnaby, Greencastle.  
 W. E. Chamberlain, John M. Woods & Co., Boston, Mass.  
 W. E. Johns, Perry Lumber Company, Cincinnati.  
 James C. Dickson, Indianapolis.  
 D. J. Shepard, Eaglesfield & Shepard, Indianapolis.

John W. Tyndall, Decatur.  
 J. N. Woodbury, John A. Reitz & Son, Chicago.  
 D. E. Kline, Louisville Veneer Mills, Louisville.  
 J. D. Morris, Indianapolis Sawed Veneer Company, Indianapolis.  
 G. W. Schwartz, Vandalia Line, St. Louis, Mo.  
 Fred H. Wade, Indianapolis.  
 Phil. F. Ryan, Indianapolis.  
 Ed Shippen, E. L. Davis Lumber Company, Louisville.  
 H. P. Wiborg, Wiborg-Hanna Company, Cincinnati.  
 W. E. Barrett, W. E. Barrett & Co., Chicago.  
 E. W. De Camp, Cincinnati.  
 H. H. Martin, Indianapolis.  
 F. D. Hester, Indianapolis.  
 C. E. Strasser, Indianapolis.  
 H. O. Schuchmann, Indianapolis.  
 Henry Fralich, New Palestine.  
 L. C. Ely, New Palestine.  
 C. Disher, Indianapolis.

## Features of Conservation Week

Although no resolutions along those lines were adopted, it seems to have been the sentiment of the conference of governors held on January 19, at Washington, that state control of water power within their borders should be maintained.

Governor Willson of Kentucky opened up the matter, declaring that there are three distinct owners of power-producing streams, enumerating as follows: the private owner holding riparian rights; the state controlling water power; the federal government having control of streams for navigable purposes. Governor Willson declared that water power can be made to pay the expense of the states and that Kentucky alone could maintain the southern states with that source of revenue.

Governor Quimby of New Hampshire indorsed the new forest reserve bill fathered by Ballinger and Weeks, declaring that conservation in time would yield a profit to all concerned.

Governor Hughes of New York insisted on state control of water power, private parties merely having the right to lease such power. His views were supported by Governor Weeks of Connecticut. This principle was opposed in the afternoon session by Governor Brooks of Wyoming and Shafroth of Colorado.

In the evening the governors were dined at the White House by the President.

At the afternoon session of the National Civic Federation on January 19 a special committee submitted resolutions endorsing conservation of American forests and declaring for uniform state laws on forest taxation and for protection against forest fires.

The American Forestry Association at the close of its annual meeting reflected President Guild of Massachusetts.

State control over private lumber cutting was extensively discussed, recent court decisions pertaining to this subject being reviewed. It was pointed out that such control is very limited.

Forester Carey of New York recommended abolishing the present system of forest taxation. He recommended that lumbermen be consulted relative to local conditions prior to initiating new laws.

The association endorsed the principle of taxing timber separately, the Weeks forestry bill, larger state and national appropriations for forestry, and reforestation. It declared in support of Gifford Pinchot and his methods.

Pinchot earned warm applause when he declared that, while no longer connected with the service, he was sure of the work going on as efficiently as ever. He said that forestry has risen above the individual and has reached a point where it is bound to go, and expressed full confidence in Harry S. Graves.

At the annual banquet of the American Forestry Association held on the evening of January 18 President Guild endorsed Harry S. Graves and President Taft's approval of the Weeks bill.

The feature of the National Civic Federation

meeting was Gifford Pinchot's speech, which ran in part as follows:

"The policies now grouped under the name of conservation are of various ages. Some, like forest preservation, have been advocated by Americans for more than 100 years. Some, like the control of water power monopoly in the common interest, are younger than the present century.

"All of them today are in the valley of decision. We have come at last to the point of action, and we must either go forward or fall back.

"These conservation questions are today the overshadowing problems before the states and before the people. How they are settled will affect every man now alive and every citizen of this nation as long as it shall endure.

"Public sentiment is prepared and awake. For the second time a President of the United States has endorsed these principles in a message to Congress. Most of the recommendations which the recent message contains are well known to the friends of conservation and well approved. If it has omissions or passages with which I disagree, I have no concern with them today.

"Today the first consideration is this—that the friends of conservation must not be divided. The issues at stake far transcend every personal question. The plain duty of all the friends of conservation is to sink their differences, to unite on essentials, and to demand, with a unanimous voice, that Congress shall act on the President's recommendations, and act wisely and without delay.

"The President urges that the measures he recommends shall be taken up and disposed of promptly, without awaiting the investigation which has been determined upon. I echo his desire.

"Our duty is clear to look beyond and above all lesser strife in a common effort to reach objects of such transcendent importance to all the people. Now is the time for all good men to come to the help of the conservation movement, without regard to party, or prejudice, or any personal consideration whatsoever. The public good comes first."

C. L. Peck of New Jersey deplored the present destructive forest taxation and urged that that question be kept apart from politics.

The National Lumber Manufacturers' Association strongly endorsed similar views in a set of resolutions which declared that timber should be taxed only as cut, thus inducing conservative methods.

Similar resolutions were proposed by the National Conservation Association, they also declaring in favor of forest fire protection.

President McFarland, American Civic Association, declared that ninety-nine per cent of private timber land is destructively cut. He urged state control of such cuttings in the interests of conservation.

# Luncheon Chicago Hardwood Lumber Exchange

The Chicago Hardwood Lumber Exchange convened for its regular monthly meeting at the LaSalle Hotel at 12:30 p. m., January 17. After a delightful luncheon the meeting was called to order by President Brown, Secretary Dion recording. There was an attendance of fifty-eight.

The reports of the standing committees on membership and entertainment were the chief business to come before the meeting.

After the roll call and reading of the minutes of the meeting of November 27, which was attended by thirty members, President Brown in an effective way expressed his regret on the recent deaths in lumber ranks. He tendered the sympathy of the exchange to W. H. Hopkins, of the Theodore Fathauer Company, whose wife recently passed away.

The secretary was instructed to read the following communication to the Chicago Hardwood Lumber Exchange from J. D. Bolton, of the Hayden & Westcott Lumber Company, of Chicago, who, as a personal friend of the late Foreman S. Hendrickson, expressed his appreciation of the character of the deceased. The tribute is as follows:

Whereas, The Ruler of us all in His wisdom has called for our ranks a worthy comrade, and we realize that our associate and friend, F. S. Hendrickson, will never again meet with us and extend wise counsel and good cheer, it is with a sense of personal loss that we mourn and bow to the inevitable.

None there was who met him, either casually or often, but was honored by his hall of good fellowship, and they knew the smile, which was ever a part of his greeting, was from the heart. His success reached beyond the commercial or financial phase. While alert and active in everything pertaining to his business, it was in his home, with wife, children and neighbors, that his memory will be cherished when the paths of business and daily routine become dimmed.

It is proper, therefore, that the members of the Chicago Hardwood Lumber Exchange, of which he was an honored member, should express their deep sense of loss and appreciation of his many noble qualities.

Therefore, Be it resolved, that this body has recognized in F. S. Hendrickson a character that is rare and of exceptional attributes; further, that these expressions of high regard and farewell be incorporated as a part of the records of this exchange, and a copy sent to the bereaved family and to the lumber press of the country.

The resolutions on the death of Mr. Hendrickson, which were adopted by the exchange at a special meeting, were printed in the last issue of the RECORD.

At the death of George W. Stoneman, of the Stoneman-Zearing Lumber Company, Devall's Bluff, Ark., the exchange convened for a special session to pass suitable resolutions, which were read by the secretary, which were as follows:

Whereas, The members of the Chicago Hardwood Lumber Exchange have heard with deep regret of the untimely death of George W. Stoneman, a highly valued fellow member and one who has long been favorably known and held in much esteem by the trade generally; and

Whereas, We regard with deep respect the recollection of his uprightness of character and straightforwardness of purpose, and regretfully recall the memory of his sympathetic nature and genial disposition; therefore, be it

Resolved, That we extend our sincerest sympathy to his bereaved family, and

Resolved, That our secretary is hereby instructed to send a copy of these resolutions to them and to each of the lumber trade journals.

Earl Palmer,  
O. O. Agler,  
F. F. Fish,  
A. R. Vinnedge,  
Committee.

Following the reading of the resolutions President Brown expressed his pleasure at being able to report results already from the use of the stickers adopted at the last meeting. He said he had received eleven communications himself that were direct results of the use of this advertising, and he instructed the secretary to read several which had been received by the exchange.

Charles Westcott, chairman of the Member-

ship Committee, was the first to report on the work of standing committees. The following new members were admitted since the last meeting:

S. C. Bennett, Hardwood Mills Company.  
F. M. Baker, Hardwood Mills Company.  
W. A. Eager, Fisher building.  
A. H. Schoen, Columbia Hardwood Lumber Company.  
G. C. Pratt, G. C. Pratt Lumber & Tie Company.

Chairman Westcott suggested that each of the new members give the exchange a chance to see what he looked like, which suggestion the chair promptly put in action, the initiates responding in the order given, all uniting in tribute to the ability of the chairman to fill his office.

Before calling for the report of the Entertainment Committee, President Brown gave a short talk on the policy of the administration. He said that it is the plan to extend the membership to as many local lumbermen as can possibly be reached—he wants to get everybody in.

Chairman Lane of the Entertainment Committee, said that the large attendance at the meeting was a compliment to the president rather than his committee. He suggested in the form of a motion that the exchange have a banquet and evening of entertainment in the near future, to be given either at a hotel or club, the ladies to be invited. The president opened the question for discussion, and it was finally decided that the Board of Managers meet with the Entertainment Committee and go into the matter thoroughly, their report to decide the question. At the call of the chair, all who would promise to attend such a function stood, the recorder counting twenty-two.

An amusing discussion between two members took place when the question as to whether the affair should be formal or informal was being debated upon. The first member, in a tone of deep disgust, said that no lumberman ought to wear even a tuxedo, and moved that they be cut out. Whereupon his neighbor very mildly suggested that some people did look pretty badly in that kind of dress. But the plain citizen was not to be sat on so easily and came back with the remark that perhaps his neighbor could hire or borrow a suit more easily than he (the speaker) could.

The question was left in that condition, the president giving his assurance that the entertainment would not be attempted unless success was assured.

Chairman Trainer, of the Market Conditions Committee, reported that there was no market, or at least that it couldn't be reached on account of the heavy snow storms.

The following open letter from President Brown was passed around during the meeting:

Chicago, December 24, 1909.

To the members of the Chicago Hardwood Lumber Exchange: It is with pleasure that I initiate the first practical result of the labors of our Publicity Committee and trust through the liberal and judicious use of these seals by our membership that much benefit may be derived. This is the beginning of a series of efforts to enlarge the scope of Chicago as a lumber market and to increase the respect with which the lumber fraternity of this city is held in various parts of the country. The standing of our organization is nothing more nor less than the individual character of any concern connected with it. Therefore it is earnestly hoped that our code of business ethics may be such as to inspire trust and confidence in the manufacturer as well as consumer and dealer of hardwood lumber. To accomplish these ends the earnest efforts of every member of our exchange are required and there is no doubt that same will be expressed.

Thanking you most heartily for the support you have given this cause and the ready response with which every request has been met, I earnestly solicit your suggestion for the benefit of any phase of this work as it must be a success.

Extending compliments to you of the New Year, I am,  
Sincerely yours  
(Signed) F. L. Brown,  
President.

Those present were as follows:

O. O. Agler, Upham & Agler.  
H. W. Baker, Holly-Baker Lumber Company.  
F. M. Baker, Hardwood Mills Lumber Company.  
John S. Benedict, John S. Benedict.  
S. C. Bennett, Hardwood Mills Lumber Company.  
J. C. Bennett, Upham & Agler.  
Fred W. Black, Fred W. Black Lumber Company.  
H. W. Black, Fred W. Black Lumber Company.  
Frederick L. Brown, Crandall & Brown.  
C. T. Cross.  
C. E. Crawford, J. L. Lane & Co.  
E. H. Detebaugh, The Barrel & Box.  
J. H. Dion, Maisey & Dion.  
H. B. Darlington, American Lumberman.  
Wm. A. Eager.  
Theo. Fathauer, Theo. Fathauer Company.  
L. E. Fuller, Lumber World.  
J. J. Fink, Fink-Heidler Company.  
D. B. Fox, St. Louis Lumberman.  
Q. Y. Hamilton, Lumber Shippers' Storage & Commission Company.  
H. S. Hayden, Hayden & Westcott Lumber Company.  
F. J. Heidler, Fink-Heidler Company.  
C. F. Holle, Heath-Witbeck Company.  
R. C. Hook, Southern Lumberman.  
W. O. King, W. O. King & Co.  
J. L. Lane, J. L. Lane & Co.  
H. H. McLaughlin, McLaughlin Lumber Company.  
Robert Maisey, Maisey & Dion.  
J. G. Mark, G. C. Pratt Lumber & Tie Company.  
F. B. McMullen, Fullerton-Powell, Hardwood Lumber Company.  
J. G. Marsh, Huddleston-Marsh Lumber Company.  
E. F. Marshall, Kerns-Utley Lumber Company.  
E. W. Meeker, HARDWOOD RECORD.  
T. A. Moore, T. A. Moore & Co.  
F. C. Norstrand, Cotton Belt Lumber Company.  
G. H. Ostrander, D. K. Jeffries & Co.  
G. C. Pratt, G. C. Pratt Lumber & Tie Company.  
Thos. B. Roy, Theo. Fathauer Company.  
Paul Schmechel.  
Alfred Schmechel, Empire Lumber Company.  
Alexander H. Schoen, Columbia Hardwood Lumber Company.  
W. C. Schrieber, H. H. Hettler Lumber Company.  
F. D. Smith, Fred D. Smith.  
L. A. Smith, Fullerton-Powell Hardwood Lumber Company.  
F. B. Sprague, F. B. Sprague Lumber Company.  
G. R. Thamer, Empire Lumber Company.  
W. E. Trainer, Trainer Bros. Lumber Company.  
J. S. Trainer, Trainer Bros. Lumber Company.  
A. R. Vinnedge, A. R. Vinnedge Lumber Company.  
D. W. Walker.  
J. C. Walsh, Upham & Agler.  
Charles Westcott, Hayden & Westcott Lumber Company.  
H. D. Welsh, E. A. Thornton Lumber Company.  
C. A. Wolfe, Heath-Witbeck Company.

The J. W. Wells Lumber Company of Menominee, Mich., has been dissolved, and in its place has been organized the J. W. Wells Flooring Company, which will operate the largest factory in the world for the manufacture of hardwood flooring.

Fire of unknown origin on January 12 destroyed much valuable lumber belonging to the Crescent Hardwood Lumber Company of Memphis, Tenn. The loss will amount to several thousand dollars. It is thought that the fire was of incendiary origin.

The Cherry Lumber Company recently began business at Union City, Pa. It will conduct a wholesale cherry lumber business.

The Wisconsin Handle Company, manufacturers of broom handles, recently started operations at Sturgeon Bay, Wis.

## Hardwood Record Mail Bag

[In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.]

### Wants White Oak Dimension

MUSKEGON, MICH., Jan. 15.—Editor HARDWOOD RECORD: If you know of anyone who is in a position to cut white oak dimension stock at this time we will be very glad to have him take up the matter with us.—COMPANY.

Such hardwood patrons as are interested in opening a trade with a high-class manufacturing house can have the address of the writer of the above letter on application.—EDITOR.

### Distinctly Complimentary

MORRIS SCHOOL, Jan. 16.—Editor HARDWOOD RECORD: I cannot resist the impulse to tell you how much I appreciate your unflinching interest in helping me to a liberal education on the subject I am responsible to the city of Chicago for.

The last number of HARDWOOD RECORD was especially made for me, and I welcomed it as warmly as I should a human romance.

Thanking you most sincerely, I am, very truly yours.—L. HEINROTH, Principal.

Mr. Heinroth is engaged in the study of forestry, silviculture and kindred pursuits, and makes a specialty of imparting information on these subjects to the students of the Chicago public schools. He is enthusiastic on these subjects, and undeniably is performing in a very capable way an excellent and praiseworthy service.—EDITOR.

### Amends the Statement

ANTWERP, (Belgium), Jan. 7, 1910.  
20, rue de la Commune.

Editor HARDWOOD RECORD, Chicago: Your favor of December 22 to hand and contents noted.

From one of my American friends I received a clipping of your esteemed paper, concerning the dissolution of my old firm and which read as follows, under the head of "Chicago":

"The RECORD is advised that the firm of Brants, Franck & Co., Antwerp, Belgium, was dissolved on October 1, and the business will be continued under the style of Amédée C. Franck & Co."

The advice you received concerning the liquidation and dissolution of Brants, Franck & Co. certainly emanates from a false source, and as ex-active partner of the firm in question I beg you respectfully herewith to insert in your first next issue following correct report:

"Brants, Franck & Co., in liquidation, Antwerp, Belgium, will have no successor at all; hence, the new firms, August Brants or A. C. Franck, are not at all entitled to use the misleading style of 'successor of Brants, Franck & Co.' The fact is that both ex-partners, Mr. Brants and Mr. Franck, are establishing a business separately of their own."

This is the truth concerning the dissolution of B. F. & Co., and I beg you respectfully to have your erroneous report corrected by the above mentioned lines.

I beg to inclose you herewith official statement of dissolution of my firm in question.

My subscription to your esteemed paper will follow by one of the next mails.

Thanking you in anticipation for your prompt attention to this matter, I remain, yours truly.—AUGUST BRANTS.

Referring to the above communication, it

may be stated that the information on which the paragraph in question was based was received from Amédée C. Franck. It transpires that Mr. Brants does not entirely agree with Mr. Franck on the subject involved.—EDITOR.

### Looking for the "Lumber Queen"

Mrs. Emma A. Chamblis of Memphis, Tenn., writes the editor a letter, asking for information about Mrs. Effie Rolston of Kentucky. The lady incloses a letter from Hampton's Magazine, stating that it is extremely anxious to hear at an early date in regard to the apple woman, and that it has just learned that Mrs. Rolston is one of the largest lumber dealers in the world, generally known as the "lumber queen."

Mrs. Chamblis is anxious to get information for this magazine about the mythical lumber queen in question. She has been advised that Mrs. Rolston may be one of the foremost apple women in the world, but she is not generally known in the lumber trade, and undeniably is not "one of the largest lumber dealers in the world." As a matter of fact, the lady is unknown in the HARDWOOD RECORD office.—EDITOR.

### Wants Large Flake Quartered Oak and Cherry

The following letter is self-explanatory, and anyone desiring to get in touch with this wholesale consumer can have the address by writing this office.—EDITOR.

GRAND HAVEN, MICH., Jan. 17.—Editor HARDWOOD RECORD: We have always had considerable trouble in getting quarter-sawed oak with a nice, large flake. Our trade insists on quarter-sawed oak well figured and with large flakes. Will you advise us in what manner or from whom we can purchase quarter-sawed oak so that we shall obtain the kind desired. We use the No. 1 common grade in 4/4, 5/4 and 6/4 thicknesses. Will you advise also where we can buy to the best advantage No. 1 common cherry in 4/4, 5/4 and 6/4 thicknesses?  
COMPANY.

### Miscellaneous Exploitation of Lumber

GRAND RAPIDS, MICH., Jan. 18.—Editor HARDWOOD RECORD: In response to your favor of the 14th inst., directing attention to the proof sheet of our annual requirements of hardwood lumber, etc., and asking whether or not it is necessary for you to make any corrections on same, beg to advise that as you have enumerated our requirements here they appear to be quite correct.

We might take this occasion to say, despite this fact, however, we do receive many letters in the course of a day quoting us on lumber that we do not use, and we are in hopes that with our requirements correctly before the lumbermen, we will soon feel the good effects of your system.

Thanking you for your kind attention always, we beg to remain.—BISSELL CARPET SWEEPER COMPANY, J. W. Shanahan, Supt.

The above refers to a letter sent to the Bissell Carpet Sweeper Company, and to many thousands of wholesale consumers of hardwoods who are listed in the RECORD's Bulletin Service, asking them to make any changes or corrections necessary in their record of annual

requirements as listed in this service.

The RECORD finds that the majority of wholesale consumers have amended the items of stock they will buy during 1910 to a remarkable extent, but the Bissell people have a line of production which is standard, and in which they do not change materials from year to year.

The paragraph in the letter which is particularly important to hardwood manufacturers and dealers is that pertaining to the fact that they receive many letters in the course of the day making prices on lumber that they do not employ. This is a general complaint among manufacturers of hardwood lumber, and militates very seriously against the making of sales by concerns who keep in close touch with the HARDWOOD RECORD Bulletin Service (and by so doing know exactly what the prospective requirements of each concern is) and thus quote only on items of stock employed.

It is a point well worth the consideration of houses who send out miscellaneous literature without this advance knowledge. Such circulars, stock-lists and price-lists become simply a nuisance, besides taking a lot of time and postage, and do not contribute to the desired end, the making of sales.—EDITOR.

### Interested to Know How the Fight Came Out

SHEBOYGAN, WIS., Jan. 12.—Editor HARDWOOD RECORD: Those letters from the young man who is studying forestry in Germany make a "hit" with us. Let's have some more of 'em. Am anxious to know how the boxing match came out which the American boys were going to pull off for the benefit of the "Choi-mans." How did they like it? —

The letters of one of Dr. Schenck's forestry students engaged now in the study of German forests is certainly receiving a lot of encomiums from HARDWOOD RECORD readers. The editor of the RECORD envies every one of the boys. Each one is having the time of his life, and there is a lot of knowledge being picked up by all of them, in spite of the good time they are having.—EDITOR.

### One on the Record

Last mid-summer the C. L. Ritter Lumber Company of Huntington, W. Va., with several milling plants throughout the mountain country, purchased a mill of the Yellow Poplar Lumber Company located at Whitewood, Va., and in addition took over a large area of timber land nearby from which the Yellow Poplar Lumber Company had exhausted the poplar timber. This is all there is to the transaction.

Ever since that time the country press of the entire West Virginia and mountain country has been pregnant with stories stating that the C. L. Ritter Lumber Company had practically bought out the Yellow Poplar Lumber Company at Coal Grove, O., and had acquired the timber holdings of this company, etc. The RECORD was entirely cognizant of the transaction for months and has been practically laughing in its sleeve at the way the lumber press was being worked by these palpably inaccurate statements. Much to the

editor's diagram and disgust there passed through his hands and those of the copy editor an item of the same tenor emanating from the Bristol correspondent. The RECORD does its best to check up news matter for accuracy and insists that its numerous correspondents shall verify the statements they make, and their matter is ordinarily carefully perused to protect the possibility of misstatements, but in this case the item simply got away from us.

We therefore wish to apologize to the Yellow Poplar Lumber Company of Coal Grove, Ohio, who to the best of the writer's belief is the largest producer of yellow poplar in the known world, and probably will remain so for years to come.

### Who Is Interested in Holly?

LEBANON, KY., Jan. 14 Editor HARDWOOD RECORD: Will you kindly supply me with the names and addresses of as many lumber dealers as you can that carry holly lumber in stock? — & Co.

Holly does not seem to be carried in stock by but comparatively few concerns. The RECORD has supplied the inquirer with the names of a few institutions that carry it, but would like to supplement this list with everyone who can furnish this material. On receipt of this information it will list it in the RECORD's Card Index System and thus give the handlers of this wood the benefit of considerable additional publicity.—EDITOR.

### Some Splendid Mahogany Logs

Shown on this page is a small illustration of ten Sapeli logs, hewed square, the property of J. F. Miller & Sohn of Hamburg, Germany. The logs weighed eighty-five tons and contained sixty-two and one-half cubic meters, Hamburg square measure. The concern stated in a letter which accompanied the photograph from which this illustration was made, that these were the biggest mahogany logs ever landed on its yards, and were sold immediately upon receipt. This timber is particularly interesting since mahogany lumber is always gotten out without the aid of machinery, and handling large logs such as these by animal labor is a very expensive and arduous undertaking.



TEN FINE SAPELI LOGS.

### Preparations for Cincinnati Convention

The one theme of conversation among the members of the Cincinnati Lumbermen's Club is the convention of the Hardwood Manufacturers' Association of the United States, to be held at the Sinton Hotel February 1, 2 and 3.

A general Committee of Entertainment, composed of members of the lumbermen's organizations and those connected with the allied business concerns, is composed of Clif S. Walker, chairman; W. A. Bennett, W. E. DeLaney, B. F. Dulweber, George Puchta, Fred Mowbray, J. N. Hobart, Joseph Bolser, T. J. Moffett, Chester F. Korn and G. Clif Ault. This committee has been divided into sub-committees, as follows:

Entertainment—W. E. DeLaney, chairman; Joseph Bolser and George Puchta.

Finance—Fred W. Mowbray, chairman; B. F. Dulweber, T. J. Moffett, W. E. DeLaney and Chester F. Korn.

Publicity and Printing—Jos. Bolser, chairman; B. F. Dulweber, J. N. Hobart.

Banquet and Admission Tickets—Chester F. Korn, chairman; George Puchta and G. Clif Ault.

The General Committee meets every Friday at the Business Men's Club, and the sub-committees have been busy every day. The Finance Committee reported ample funds secured. The Entertainment Committee report arrangements complete for the grand banquet which will be tendered to those attending the convention on Wednesday, February 2, at 7:30 p. m. The banquet will be set in the great hall of the Sinton Hotel, and ample arrangements have been made for seating all who attend, and from present indications more than 500 will be entertained at the dinner. Following the dinner there will be a great vaudeville show on the stage of the hotel ballroom, in which there will be numbers from all the best shows in the city, the whole affair being arranged by Manager Schoettle of the Columbia Theater. While the dinner is being served Esberger's orchestra will give a select program of music. The lumbermen of Cincinnati are using every effort to make the coming convention the most memorable in the history of the lumber trade.

### Cincinnati Convention Headquarters

The forthcoming convention of the Hardwood Manufacturers' Association to be held on February 1, 2 and 3, Cincinnati, is at least going to have high-class hotel accommodations for this event. The accompanying picture is that of the Sinton Hotel, in the big Convention Hall on the ninth floor of which the several sessions of the meeting will be held. On the same floor is a large assembly hall, which will also be em-

ployed for sundry meetings that will be carried out simultaneously with the general convention. In this convention hall will also be held the open trading session which is a new feature of lumber conventions.

Although the Sinton is a large, modern and high-class hotel, its capacity will surely be taxed to the utmost to provide accommodations for the crowd that will be in attendance at this meeting, and reservations should be made by wire quick.

The RECORD offices during the convention will be Room 909 on the convention floor of the hotel. This will be general headquarters of the DAILY HARDWOOD RECORD, which will be issued



THE SINTON HOTEL, CINCINNATI.

during the convention and at the offices will be exhibited the RECORD's "Selling Lumber by Mail" system, and the new Gibson Tally Book.

All visitors are invited to call and make themselves at home.

### Obituary

Through the death of George W. Stoneman of the Stoneman-Zearing Lumber Company of Chicago, Ill., and De Valls Bluff, Ark., the lumber trade has suffered an irreparable loss. Mr. Stoneman passed away on January 10, at the residence of his father-in-law, R. S. Fleming, 5276 Washington avenue, St. Louis, at the age of forty-five years. He had operated successfully in the southern field for many years and was among the most highly respected and best known hardwood lumbermen.

Mr. Stoneman was initiated into the lumber business in the early 80's, starting in the employ of Thomas McParland, who then had a yard on Kinzie street, near Halsted, in Chicago. In 1888 he formed what proved to be a successful partnership with H. L. Parmelee under the style of Parmelee & Stoneman. After a lapse of several successful years Mr. Parmelee, on account of poor health, sold out his interest to his partner, who conducted the business alone until his association with George B. Zearing under the firm name of the Stoneman-Zearing Lumber Company. This concern did a manufacturing and wholesale business in hardwoods and, besides its Chicago connections, had offices and mills at De Valls Bluff, Ark. Mr. Zearing died several months ago, but Mr. Stoneman carried on the business up to the time of his death. He was at one time treasurer of the Chicago Hardwood Lumber Exchange and when he died was a director in the National Hardwood Lumber Association, and had always been known as an energetic and loyal worker in the hardwood trade.

His wife, Cora Fleming Stoneman, died four years ago, and he leaves three children, Evelyn, Robert and Paul.

Services were held Wednesday, January 12, at 1:30 o'clock, from the Second Baptist Church of Chicago, where Mr. Stoneman had been a mem-



ber for eighteen years. Although not living in Chicago at the time of his death, he was a trustee and took an active interest in church affairs. Interment was at Forest Home Cemetery.

The services were largely attended by business friends and the many floral pieces from Chicago and out of town were a silent tribute to the character of the deceased and showed the respect in which he had always been held by his associates.



THE LATE GEORGE W. STONEMAN.

On announcement of Mr. Stoneman's death the Lumbermen's Club of St. Louis held a special meeting to appoint a committee to draw up suitable resolutions.

### The Broad Invitation of the Hardwood Manufacturers' Association

Without doubt, the forthcoming annual convention of the Hardwood Manufacturers' Association of the United States, to be held at the Sinton Hotel, February 1, 2 and 3, will be the largest, most successful, and most enthusiastic hardwood meeting ever held. Something of the effort that is being put forth by the officers of the organization to make a success of this occasion is manifest in the "Official Call and Invitation," which is given herewith. The invitation has been sent out broadcast to manufacturers, wholesalers and consumers of hardwood lumber, and it goes without saying that there will be a large and enthusiastic response:

#### TO THE HARDWOOD INDUSTRY:

Dear Sirs: It becomes our pleasure to extend to you a cordial invitation to attend the annual meeting of this association, to be held at the Sinton Hotel, in Cincinnati, on February 1, 2 and 3, 1910.

This, our eighth annual meeting, promises to be the best convention that has ever been held of hardwood interests, in view of the fact that a large number of associations of buyers have signified their intention to attend, and other reasons which we would be glad to outline to you as follows:

#### THE PROGRAM

Our program this year will be one of unusual interest to every one interested in hardwood lumber; the papers to be read cover subjects of immediate and vital importance, and will be handled by men who have spent their entire lives in the work about which they will talk.

We will have addresses -

On costs of manufacture, by a successful manufacturer of hardwood lumber, well known to every one in the trade.

On gum manufacture and curing, by an expert in wood chemistry.

On wooden packages, by a prominent member of the box industry.

On hickory manufacture and uses, by a prominent vehicle man who has long been interested in this line of work.

And on other phases of questions of live interest to all branches of the hardwood trade from the stump to the finished product.

#### TRADING ON THE FLOOR

This year we will institute a new feature which has been suggested as one that would be of considerable value to all who will attend. This is the matter of trading on the floor, where items of stock will be offered for sale publicly, but not at auction, and those in the room who desire to buy the same will have the opportunity. Large blackboards will be at hand to make this work of the greatest possible benefit to those who desire to take advantage of this opportunity to dispose of some of their stock, and to this end every manufacturer should bring with him his latest stock sheet, especially covering items which he may desire to move quickly. Consumers also will no doubt have their wants in such shape that they may be spread before the assembly for offerings, and they are invited to do so. We believe that this feature will be well worth your attending the meeting, and it may be that you can take care of the expenses of the trip in this way.

#### COMMITTEE REPORTS

The various standing committees of the association will report to the convention on the work done during the year, and there will be some important developments without doubt in this part of the program. We especially refer to the committees:

- On Forestry.
- On Selling Systems.
- On Drainage and Improvement of Waterways.
- On the Official Insignia.
- On Transportation and Increase in Freight Rates.

On Standard Weights of Hardwood Lumber, and other pertinent subjects.

#### THE EXECUTIVE GRADING COMMISSION

You are perhaps aware of the canvass started by the lumber press regarding the advisability of the entire hardwood fraternity formulating and adopting one grading rule. This matter, so far as it has been taken up by this association, has been handled by our Executive Grading Commission, Mr. R. H. Vansant, chairman, and a full report will be made at this convention. We might add that the Executive Grading Commission will hold an all day session on January 31, at the Sinton Hotel, for the purpose of discussing this and other important subjects connected with our Bureau of Grades and Inspection Department.

#### ENTERTAINMENT

The entertainment of the visitors is in the hands of the Cincinnati lumbermen and allied interests. We are assured of royal entertainment during any and all leisure time that may be available, details of which will be made known later, but will state at this time that Mr. H. H. Gibson, editor of the HARDWOOD RECORD, will give a talk on mountain lumbering, illustrated by stereopticon and moving pictures of scenery, mountaineers, woodwork, feudists, etc.

Also, Dr. Hermann Von Schrenk will exhibit a number of stereopticon views and will accompany the same with his inimitable and exhaustive explanations, which are always of value and interest to our visitors.

#### HOTEL ACCOMMODATIONS

The Sinton Hotel will be our headquarters. Therefore, it will be necessary for you to immediately take steps to secure what accommodations you desire for the period of our convention. The rates are \$2 per day and up, European plan only, and you can no doubt get any kind of room you may desire, at proportionate prices.

This convention is the beginning of a mutual consideration for universal methods and it is hoped to bring the hardwood industry up to a plane of the highest standard and to keep it there.

We want you with us to assist to this and we are assured of a large attendance at the present time. The producer is vitally interested and we can not bring out the fact too plainly that he must be represented. The purchaser, in all of the various classes, must also be represented to get into operation the proper specific laws that will govern his future commercial welfare.

#### IMPORTANT

We want the buyers of lumber to understand in coming to this meeting, it is not with the intention that efforts will be made to go into the details of either purchasing or selling. The idea which we have to bring out is the fact that the consumer of lumber is a long way from the producer. The men who are in the timber and the heads of the sawmill departments are studying more thoroughly the wants of the buyer and only through the medium of an exchange of this kind can they meet on mutual grounds and learn by personal consultation the wants of the consumer.

It is the idea of the manufacturer to produce exactly what is desired and when the purchaser develops such information it will be a benefit to all.

We hope you will realize that the larger the number and the more varied the industries that

will be represented from the purchasing and consuming departments the greater the benefit will be to you. We want to bring out this fact very prominently to insure the purchasing element that it will be of great interest, not only at this meeting, but developments therefrom will redound to their benefit.

The officers and members of the association want you to attend and invite your hearty cooperation. Cordially yours,

R. M. CARRIER, President.

LEWIS DOSTER, Secretary.

Cincinnati, Ohio, January 15, 1910.

### Annual Philadelphia Wholesale Association

The Wholesale Lumber Dealers' Association of Philadelphia convened in annual session in the Union League building, Philadelphia, on January 13. More than thirty of the city's most prominent lumbermen attended the meeting, which was marked by general enthusiasm and good fellowship.

The most important business to come before the meeting was the election of officers for the ensuing year. B. Franklin Betts, who has most competently served two years as president of the association was not a candidate for re-election. There was no contest for any of the offices and the following were chosen for the coming year: F. S. Underhill, president; Horace A. Reeves, Jr., vice-president; Owen M. Bruner, secretary-treasurer. Three directors were chosen, each to serve a three-year period. They were William H. Fritz, Ralph Souder and Horace A. Reeves, Jr.

At the conclusion of the usual delightful dinner entertaining speeches were given by George F. Craig, president of the National Wholesale Lumber Dealers' Association, and E. F. Perry, secretary of the same organization. Mr. Craig



FREDERICK S. UNDERHILL, THE NEW PRESIDENT.

spoke at considerable length of the good work accomplished by the organization over which he presides, and also outlined plans for the future, which he predicted, when followed out, will prove of great benefit to the trade at large. He also took up fully the Car Stake and Equipment Complaint, and urged that as many members as possible go to Washington when a hearing is given this matter before a congressional committee.

Mr. Perry, secretary of the National Wholesale Lumber Dealers' Association, followed Mr. Craig and gave one of the most entertaining and interesting talks he has ever made.

The association decided to subscribe a minimum sum of \$100 to the National Wholesale



association to aid in its effort to carry the appeal of the adverse decision in regard to the Car Stake and Equipment Complaint. Reports of the various standing committees of the organization were read and approved. The work of the year as revealed in these reports shows that progress is being made in all directions, and that work is being accomplished that is of real importance to the members of the association. One firm was admitted to membership: T. B. Rayner & Co., recently organized, with headquarters in the Arcade building.

Those present were: George F. Craig, E. F. Perry, W. Whelpton, W. T. Betts, C. Walter Betts, B. Franklin Betts, Emil Guenther, Samuel H. Shearer, Edmund A. Souder, R. W. Wislar, John T. Riley, Thomas B. Hammer, I. W. Varner, Harry S. Field, Horace A. Reeves, Jr., D. Bush, Frederick C. Righter, John H. Hillman, Horace G. Hazard, W. H. Friebe, Killam E. Bennett, Franklin A. Smith, Jr., C. E. Lloyd, Jr., F. E. S. Troth, J. Randall Williams, Jr., H. G. Blatchley, Charles F. Fritz, M. Bennett, E. E. Slocum and E. Smith.

### Monthly Meeting Lumbermen's Exchange of Philadelphia

The Lumbermen's Exchange of Philadelphia held its regular monthly meeting on January 6, President Herbert P. Robinson in the chair. After the transaction of routine business, the report of Samuel B. Vrooman, chairman of the committee representing the exchange at the annual meeting of the National Rivers and Harbors Congress, was read, Mr. Vrooman being absent, by Secretary John H. Lank. Mr. Vrooman states in his report that the meeting was the largest and most enthusiastic ever held and that considerable progress has been made in this most important matter. The unpreparedness of the city of Philadelphia to handle the business that will accrue on the passing of this bill was dwelt upon in the report. There are no public wharves here to facilitate traffic, and incidentally mention was made of the action taken in Baltimore, where with great wisdom \$50,000,000 have been appropriated for this purpose.

Robert, C. Lippincott of this committee, corroborating fully this report, made some interesting remarks on the subject, after which Frederick S. Underhill, also a member of the committee, proposed the following resolution, to be laid on the table, and notices sent to the members of the exchange that the same would be brought before the next meeting for discussion and action:

Whereas, There is urgent need of immediate improvement of some of our important waterways as a measure to the prompt development of the commerce of our nation and to effective economical transportation; therefore be it

Resolved, That the Lumbermen's Exchange of Philadelphia heartily endorses the policy advocated by the National Rivers and Harbors Congress, etc., that a bond issue be provided for, by Congress, of fifty million dollars, with the proceeds of which work shall at once be commenced upon the improvement called for by the most meritorious of the waterway projects now under consideration, with the recommendation, however, that only such projects be supported from the fund as have been approved by the United States engineers, and concerning which it shall be required that the states and cities upon the waterways to be improved shall guarantee to provide facilities to care for the shipping, by the adequate improvement of their water fronts.

A letter was read at this meeting from Henry Palmer, vice-president and chairman of the Entertainment Committee of the Pennsylvania Lumbermen's Association, stating that the association had decided to hold the next meeting at the Hotel Walton, Philadelphia, on January 27 and 28, and that on the 28th a luncheon would be given, to which the members of the exchange would be invited. A letter received from the Philadelphia Car Demurrage Bureau showed that in November, 1909, 1,489 cars of lumber were

reported to this department by the various stations of all lines of railroads within the city of Philadelphia. These cars contained 22,335,000 feet of lumber. In November, 1908, there were 1,224 cars, or 18,360,000 feet reported, showing an increase over the previous year of 265 cars, or 3,975,000 feet.

At this meeting the secretary of the exchange was directed to notify the secretary of the National Wholesale Lumber Dealers' Association that the exchange will co-operate with them and send delegates to Washington, when the bill to compel railroads to furnish car stakes and other equipment necessary for the transportation of lumber and similar commodities on flat and gondola cars shall come up.

The Lumbermen's Exchange has interested itself in the subject of unheated street cars by the adoption of resolutions of disapproval of the Philadelphia Rapid Transit Company's practice of running insufficiently heated cars, and petitioning the Pennsylvania State Railroad Commission to use its best efforts to compel this company to furnish a sufficient amount of heat in all its cars at all hours of the day and night.

The following resolutions, relative to the death of J. E. Defebaugh, editor and owner of the American Lumberman, Chicago, were adopted:

The Lumbermen's Exchange of the city of Philadelphia, having learned of the death of Mr. J. E. Defebaugh, and being desirous of having in their minutes a record of same, the president appointed a committee to prepare suitable resolutions:

Whereas, Our friend, Mr. J. E. Defebaugh, who has been interested for many years with the lumber trade, has been called home;

Resolved, That in his death the lumber trade has suffered a great loss and one which will be deeply felt. We shall also miss his genial companionship, and the trade his useful services;

Resolved, That a copy be sent to the American Lumberman.

S. B. VROOMAN,  
J. W. DIFENDERFER,  
OWEN M. BRUNER.

### Monthly Meeting Lumbermen's Club of St. Louis

The regular monthly meeting and dinner of the Lumbermen's Club of St. Louis was held at the Mercantile Club on the evening of January 11. There was a large attendance. Besides, the address of Charles Huttig, president of the Third National Bank and also of the Huttig Sash & Door Company, there were several interesting matters brought up.

At the conclusion of the dinner President O'Reilly called the business meeting to order and announced that the regular order would be set aside and that Mr. Huttig would address the attendants.

He also announced that besides Mr. Huttig there were several guests present, among them A. G. Ruthman, B. F. Swain, W. H. Sill, A. C. Johnson, Charles C. Curry, Aug. E. Brooker and R. H. Hawes.

Mr. Huttig, after some introductory remarks, gave his address on "How a Bank May Build Up Its Deposits." The address was most interesting and showed how diplomatic and wise a bank president Mr. Huttig is.

When he had finished the club extended him a vote of thanks for his interesting talk.

T. W. Fry of the Charles F. Luehrmann Hardwood Lumber Company stated that he had just learned of the death of George W. Stoneman of the Stoneman-Zearing Lumber Company of De Valls Bluff, Ark., and that, while Mr. Stoneman was not a member of the club, he was a well-known lumberman and he moved that a committee be appointed to draft resolutions on his death.

Before proceeding with the business meeting there were a series of stereopticon views, pen sketches and caricatures of the newly elected officers and the chairmen of the various committees. The one that made the biggest hit was

that of President O'Reilly, who was shown as a "Paddy" twirling a shilolah. All were greatly enjoyed.

The regular order of business was then taken up. The minutes of the previous meeting were read and approved. The reports of the various committees were then called for.

The Membership Committee reported the names of the following gentlemen for membership, and they were read by Secretary Kessler and were afterwards elected unanimously to membership:

C. C. Curry of the G. W. Gates Lumber Company, Portland, Ore.; E. M. Cain of the E. M. Cain Lumber Company; E. M. Hubbard of the Tiger Tail Mill & Land Company and W. H. Sumption of the Robinson Lumber Company; Walter S. Grant of the Grayson-McLeod Lumber Company.

Julius Seidel of the Julius Seiden Lumber Company, chairman of the Entertainment Committee, reported that a picnic on the same order as the one given last season will be given the coming summer, as the last one was so successful. He also said that several other matters of interest in the way of entertainments are being considered.

R. F. Krebs of the Krebs-Scheve Lumber Company, chairman of the Traffic Committee, gave the report of the committee in the matter of increased terminal facilities, "arbitrary" charges, etc. The report concluded with the following resolutions which the committee recommended for adoption by the club:

Whereas, There will be introduced in the House of Delegates in the near future a bill granting to the Terminal Railroad Association the use of the streets and alleys in the so-called Rankin tract, in return for which the Terminal Railroad Association agrees to pay into the city treasury the following:

One hundred and fifty thousand dollars in lieu of the Clark avenue viaduct promised.

One hundred and fifty thousand dollars in excess of the actual requirement for a passenger station in North St. Louis.

Two hundred thousand dollars for the 40 feet taken from Market street when building the Union Station.

And they also agree to put up a \$50,000 station in North St. Louis and spend \$500,000 in eliminating grade crossings of the Terminal Company in the city as the street commissioner directs; and further, to pay \$1,000,000 for streets and alleys in the Rankin tract into the city treasury;

Be It Resolved, That the Lumbermen's Club of St. Louis hereby expresses its desire that such a bill should pass our Municipal Assembly without insisting on the immediate abolition of the remaining so-called "Arbitrary" charges at this time;

Resolved, That the Lumbermen's Club, having full confidence in the capacity and integrity of the Municipal Terminals Commission, we look to that body to endeavor to obtain at as early date as possible such further reduction in the charges for bringing freight and passengers into and out of St. Louis as can be secured by fair and just means, until we trust the proposed Municipal Bridge will make this service as nearly gratis as can be done.

Should this report be accepted by the club and the above resolution pass, we suggest that a copy of this report and resolution be mailed to each member of the Municipal Assembly and to each of the civic and business organizations of St. Louis, as well as to every newspaper of the city.

The report brought out quite an animated discussion.

J. E. Gatewood of the St. Louis Lumberman was one of the principal speakers. He spoke at length on the operations of the Bridge Arbitrary for the past few years and said that the Terminal Association injured St. Louis not only by its arbitrary but by its poor service; that it offered only what could be obtained by law, and that the time had now come to stand by the city council in its fight against the Terminal Association.

Mr. Krebs said that it was not what the Terminal Association had done but what it would do that interested the club.

C. L. A. Beckers of the Beckers-Schnell Lumber Company said that the passing of a resolution would not remedy matters; the best thing

would be to appoint a traffic man to suggest remedies.

After a great deal of discussion the report of the Traffic Committee was accepted and the resolution embodied in it was passed.

Then followed the reading of several communications, among them one in regard to the resolutions adopted by the club on the death of J. E. Defebaugh of the American Lumberman, a report of the Auditing Committee appointed at the last meeting, in which it was stated that the finances of the club are in good shape, and a letter from the Merchants' Exchange, asking for a report from the club on lumber conditions. The meeting then adjourned.

### Monthly Meeting Memphis Lumbermen's Club

The regular semi-monthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso January 22. The usual luncheon was served and the attendance was exceptionally large. S. C. Major was in the chair.

One of the features of the meeting was report of the special committee, headed by W. B. Morgan, secretary-treasurer of the Anderson-Tully Company, which went to San Antonio to appear before the Western Classification Committee in connection with the proposed increase in the rates on packages made of pasteboard and other substitutes for gum and cottonwood lumber. This committee stated that it made a request that the matter be left over until the midsummer meeting of the classification committee, at which time it will be taken up further. Lumbermen here are much interested in this matter because of the important bearing it will have, in its final solution, upon the market for low-grade lumber, with particular reference to cottonwood and gum.

C. D. Hendrickson of the C. D. Hendrickson Lumber Company moved the appointment of a special committee to seek new consuming factories for Memphis in order that the consumption of hardwood lumber in Memphis may be radically increased, in keeping with its importance as the largest hardwood producing market in the world. The motion, however, after much discussion, was amended in such a way that, instead of the appointment of a special committee for the purpose, the subject was referred to the publicity committee, one of the standing committees of the organization.

N. Butley Haynes brought forward again the proposition looking to the establishment of a lumber exchange in Memphis for the furtherance of trading among local lumbermen for both immediate and future delivery and for the formulation of rules governing inspection in keeping with the character of the lumber remaining in the Memphis territory. He believes that such a step would be of vast benefit to lumbermen and to the lumber industry of this section, and has asked for early action thereon. The matter was referred to the board of directors and they will, after due consideration, advise the members by letter of their views in regard thereto. Then a date will be set at which this subject will be made one of the special orders of business.

W. R. Barksdale, chairman of the entertainment committee, recommended that the annual banquet be held in February and that, contrary to precedent, members be allowed to bring their wives, daughters or sweethearts. This is an entirely new departure, but the members accepted the suggestion most readily and the committee was authorized to proceed along the lines indicated. Mr. Barksdale promised that the affair would be of a kind to provide keen enjoyment not only for the club members but for the ladies whom they may have the pleasure of having as their guests. The exact date has not yet been decided upon, this being left to the discretion of the entertainment committee.

Resolutions were read, adopted, ordered spread upon the minutes and copies ordered forwarded to the families of the deceased in the case of the

following prominent lumbermen who have recently died: John B. Ransom, Nashville, who was president of the Gayoso Lumber Company, Memphis; F. S. Hendrickson of the F. S. Hendrickson Lumber Company, Chicago; George W. Stoneman of the Stoneman-Zearing Lumber Company, De Valls Bluff, Ark., and M. R. Perkins, Memphis.

A letter was read by Secretary Thompson from Mrs. Edith Gray Hendrickson of Chicago, thanking the club for the handsome floral tribute sent to Chicago on the occasion of the recent death of her husband, F. S. Hendrickson.

W. R. Barksdale, on behalf of members of the club, presented to James M. Thompson, secretary-treasurer, a check for a handsome sum in token of appreciation of the splendid service he has rendered the club during the past year. The position is entirely honorary, the constitution and by-laws making no provision for the payment of a salary, despite the large amount of work that has to be done.

### An Important Toledo Concern

A conspicuous figure in the lumber trade of Toledo, O., is the Frank Spangler Company, manufacturer and dealer in porch columns, composition capitals, wood turning and hardwood lumber. This business has grown from the modest beginning made by Frank Spangler in January, 1897, when he started to manufacture porch columns and wood turnings in a very



FRANK SPANGLER, TOLEDO, O.

small way, to its present enviable position in the trade.

For a short time these goods were sold as a side line in marketing lumber, but very soon both these lines of production prospered beyond one man's capacity to take care of them. In 1904, the business having grown to a remarkable extent, the Frank Spangler Company was incorporated with the originator of the business at the head and a few of his most trusted employees as associates. The past few years has seen an extensive growth as well as considerable branching out in the business of the company. The present officers are, Frank S. Spangler, president and general manager; Emily A. Frutiger, secretary, and A. D. Terbune, general salesman. The company is also well represented by traveling salesmen.

In porch column work the company gives special attention to the large colonial styles usually made to architects' directions. This phase of the company's business has increased so that the Toledo factory is no longer capable of tak-

ing care of the trade, and much of the work is now done under contract in Chicago and Detroit. At the latter city the company has a large warehouse where it keeps on hand always stock columns ready for quick shipment. The column department is in charge of Miss Frutiger, whose four years of training have made her very efficient in this work, as shown by the growth of her end of the business. Miss Frutiger is also office manager.

The most important feature of the Spangler business is the lumber department, which is under the supervision of the president of the company. Mr. Spangler enjoys the distinction of being a successful experimenter in woods in his city. About twelve years ago he undertook to introduce cypress as a substitute for white pine in his territory, and he built up an extensive demand for this wood and now takes the cypress cut of several mills and buys quite heavily in other directions as well. Three years ago he began advocating the use of tupelo for yellow poplar. While this plan has not worked out as successfully as the cypress innovation, the concern now handles several million feet of tupelo a year. Oak, gum, cottonwood, poplar and other hardwoods are also handled by the company.

The company, owing to its rapidly increasing business, for the convenience of the large office force and customers who frequently visit its place of business, has moved its office from 113 Maumee street to Suite 6 and 7, Smith & Baker building. Here more commodious quarters have been secured in a building located in the heart of the business district of Toledo.

The dominant figure in this enterprising Toledo concern is Frank Spangler, a lumberman of experience and foresight and a business manager of great ability.

With a strong determination to succeed, with energy and push and a well chosen motto, "Economy, industry and good habits," he has made of a small and modest beginning a large and successful business.

### Interesting Lumber Exhibit at Indianapolis

There was held in connection with the meeting of the Retail Lumber Dealers' Association of Indiana at Indianapolis recently a lumber exhibit which was very interesting and reflected great credit on the concerns participating. The affair was given on the eighth floor of the Claypool Hotel, and hardwood and softwood manufacturers from various sections of the country were well represented and showed some attractive displays.

The Greer-Wilkinson Company, Indianapolis, Ind., had an extensive line of doors, trim, stair-work, etc., and showed samples of all the necessary appurtenances to that class of work, such as varnishes and stains, brass trimmings, stained and ground glass. This concern is a firm believer in gum, most of its samples being of that wood. The company has put out an interesting little pamphlet entitled "Buy Gum, By-Gum." In this publication it does not attempt to prove the quality of gum by its own arguments, but quotes unsolicited indorsements received from dealers and private parties who have purchased its product or are using or have used that wood. The company's showing was very creditable.

The M. B. Farrin Lumber Company of Cincinnati laid particular stress on its excellent "Century Oak Flooring." The samples of "clear" of all sizes showed perfection of manufacture and of quality, while the No. 1 common was good enough to use anywhere. This concern also deals extensively in all forms of poplar, rough, dressed, bevel and drop siding principally, and in oak and other hardwoods.

For beauty of display the Rockford Manufacturing Company, Rockford, O., was easily in the lead with an unusually fine exhibition of figured veneers and fancy woods, "from quartered oak up," as their representative expressed

it. They do not confine themselves to veneers, but will figure on stairwork, trim and other solid work. S. J. Lewis was the able representative in charge of the company's display.

The Foster-Munger Company of Chicago had an elaborate exhibit, filling a suite of several rooms, one room being set aside for the convenience of visitors and containing check-room, writing-desk and other helpful features. This company showed an excellent line of redwood doors, trim, columns and stairwork, the only hardwoods in evidence being oak and birch.

The W. M. Ritter Lumber Company had representatives present, but showed no exhibit.

The Wildberg Lumber Company sent two representatives who presented visitors to its headquarters with leather-covered memorandum books bearing the firm name. This company does a hardwood business in Cincinnati.

### Further Acknowledgments

The HARDWOOD RECORD is in receipt of the following New Year's reminders, and wishes to thank the donors for them and to convey its best wishes for a prosperous New Year:

From Patricio Fargas, wood agent at Barcelona, Spain, came a handsome engraved card bearing wishes for a Happy and Prosperous New Year.

The Cherry River Boom & Lumber Company, manufacturer of West Virginia spruce, hemlock and hardwoods, with headquarters at Scranton, Pa., sent a handsome little pocket blank book bound in black leather. The preliminary pages are taken up with rates of postage, points of constitutional law, various useful hints for cleaning purposes, list of largest cities in the United States, some valuable tables, rules for computing interest, etc., and the remainder of the book is ruled to accommodate memoranda.

Robert C. Lippincott of Philadelphia, in sending their old reliable calendar, call attention to their increased facilities for supplying the trade with yellow pine flooring and yellow pine dimension timbers; also West Virginia spruce.

From Oscar Gartner of New Orleans, La., representative of Carl Gartner of Hamburg, Germany, came an artistic little calendar bearing a reproduction of a painting, "Nearing Port," by B. Kreutzer. This concern is a buyer and exporter of all kinds of lumber and logs.

S. N. Bradley, manufacturer of lumber, railroad ties, timber, shingles, staves, tan-bark and hickory billets, at Morehead, Ky., sent a large wall hanging showing a reproduction of a painting by A. Wood Hardy, entitled "The Morning Ride."

An artistic wall hanging, the calendar pad printed in large, bold figures, came from the Southern Pine Company of Georgia, whose headquarters are at Savannah, Ga.

Tickle-Bell & Co., shippers of African mahogany and Ceylonian walnut, with headquarters at Liverpool, England, sent an artistic calendar showing a picture of "the church where Shakespeare sleeps." It is well printed in soft colors and mounted on a stiff cream pasteboard mat.

C. C. Mengel & Bro. Company, the famous exploiters of mahogany, with factories at Louisville, Ky., Chicago, Ill., at various points in Mexico, at Belize, British Honduras, and Axim, Gold Coast, West Africa, has sent out a useful calendar bearing a picture of its great mahogany plant.

The Nichols & Cox Lumber Company of Grand Rapids, Mich., manufacturers of American hardwoods and Nichols' "Everlasting" maple flooring, sent an artistic wall hanging, a reproduction of a painting, entitled "Bess," by W. H. McEntee.

Another attractive calendar came from the Palmer-Hunter Lumber Company, handlers of hardwoods, at Boston, Mass. This calendar is of large size and the calendar pad is printed in good, large figures, easily read at a distance.

The Stevens & Jarvis Lumber Company, Eau Claire, Wis., showed a practical turn of mind in the selection of their calendar, which is of large size and printed in good, bold figures in black and red. The calendar also has a number of especially convenient features, such as the moon phases, a small calendar for the same month of next year on each sheet, and the days of the year are numbered from 1 to 365.

The Buffalo Hardwood Lumber Company, Buffalo, N. Y., manufacturers and dealers in hardwood lumber and veneer, sent the most unique calendar yet seen this season. It is one of the perpetual kind and has separate cards showing the month, the day and the year. These cards are printed on both sides so that when the different cards are turned back the reverse side shows an advertisement of the company's line of goods. The cards are mounted on a board of quarter-sawn oak, and the whole makes an attractive and useful addition to any office.

The Bellgrade Lumber Company, manufacturers of southern hardwoods, with mills at Bellgrade, Miss., and offices at Memphis, Tenn., sent a large and handsome calendar bearing a reproduction of a painting, entitled "A Glimpse of the sound from Montauk," by Thomas Moran.

### Late Liverpool Market

The trade here is quite a secondary consideration, as the general election is now in full swing. It is difficult to say what the result of this will be; in all probability the majority attained by either side will be so small as to be unimportant. If the tariff reform or conservative party obtain a majority they will undoubtedly place a tariff on all manufactured goods. It is difficult to say how far sawn lumber can be acquired as manufactured, but there is no doubt that five per cent will be placed on sawn lumber, ten per cent on planed boards and fifteen per cent on the fully manufactured wheels, furniture, etc. Of course it is more than possible that the Liberal or Fall Trade party may obtain a majority, but American hardwood dealers can be assured that tariff reform will come sooner or later.

The hardwood market is moderately firm and prices on many stocks have advanced. Wide canary whitewood is in much demand and shippers do not seem inclined to offer stock. Birch and maple seem stronger than previously and oak has undoubtedly had a substantial lift. Ash and hickory have arrived in large shipments and gone into consumption at high prices. Buyers are still crying out anxiously for shipments, and it is said that the shipper who would boldly send his wood to this port could obtain a small fortune. The mahogany position is much the same as when last reported. The position is hard to weigh up; the stock comes forward in plenty, but all goes into consumption. Whether the demand will continue is perhaps the question which provides the clue to the situation. The cotton trade in Lancashire, which is the leading spirit of the Liverpool trade, has been much hit by the high price of cotton, with the result that most of the mills are working short time.

### Miscellaneous Notes

The Nelson Mills Lumber & Manufacturing Company has filed articles of incorporation, with a capital stock of \$75,000. The company's headquarters will be located at St. Clair, Mich. Myron W. Mills, Dr. W. B. James and John Allen are interested in the new concern. It will buy, sell and manufacture all kinds of lumber, wood products and supplies.

W. H. Baker of Grand View, Ark., is contemplating establishing a hardwood timber plant in Harrison, Ark. Several business men of Harrison have agreed to take stock in the enterprise and indications are that a \$20,000 plant will be

put in soon. The new company proposes to finish wagon timber, plow handles, veneering, etc., and the plant will be of such capacity as to handle the output of several small mills throughout the country.

The Texas & Louisiana Lumber Company of Houston, Tex., is planning to add to its present plant new lumber sheds, wharves and more machine room. This concern is a wholesaler and retailer of yellow pine, hardwood and cypress lumber, and its business is increasing daily.

The Empire Manufacturing Company has been incorporated at Goldsboro, N. C., with a capital stock of \$200,000. The company will handle lumber of all kinds.

The Keyser Table Manufacturing Company, capitalized at \$10,000, has been organized at Keyser, W. Va., with the following officers: J. T. Sincell, president; W. C. Long, vice-president and manager; W. C. Bowden, secretary and H. L. Arnold, treasurer.

The Christiansen Lumber Company has been organized in Chicago to manufacture and deal in lumber and other forest products. The capital stock is \$20,000 and the incorporators are C. M. Christiansen, Jesse Lowenbaupt and A. Lamb.

E. G. Henkel, L. E. Sauter and R. P. Hollett have organized the Veneer Manufacturing Company at Chicago, with a capital stock of \$10,000.

Minnzger Brothers, operating large camps on Gratiot river in Keweenaw county, Michigan, will just about strip the last oak and pine timber in the forests of the copper country during the present winter. This firm is cutting for the Wisconsin Veneer Company and hauls its product to Lac la Bell, from where it is rafted to Ashland, Wis., by tugs. During the present winter it will cut 1,500,000 feet of pine, employing about 110 men in its camps.

The McGehee Hardwood Company at McGehee, Ark., has been dissolved by the withdrawal of J. K. and J. T. Jones. The business will be conducted by L. H. Alexander and S. H. Wright, retaining the firm name.

The plant of the Michigan Elm Hoop Company at Marinette, Wis., will be enlarged to manufacture fruit baskets and butter dishes in the early future, as well as staves, etc.

A large real estate deal was consummated recently, when the W. P. Brown & Sons Lumber Company purchased the old plant of Bergen, Meehan & Co., comprising six acres, in South Louisville. The transaction was negotiated by the real estate department of the Columbia Trust Company and the consideration was said to be in the neighborhood of \$30,000.

The holding secured by the Brown company is situated between Brook and Floyd streets, south of Shipp avenue. It is connected with both the Louisville & Nashville and Southern railroads. The new owners plan to raze a number of small buildings on the site and convert the big tract into a large lumber yard.

The Standard Handle & Lumber Company, Townsend, Mass., has been incorporated with a capital stock of \$26,000 by N. W. Davis, Fitchburg, Mass.; F. J. Piper, Townsend, Mass., and others.

Hageman Brothers, 1635 West Michigan street, Indianapolis, Ind., announce that they have completed arrangements with the National Veneer & Lumber Company of Indianapolis, to have charge of the sales of their entire output of quartered oak veneer. This arrangement will also permit Hageman Brothers to continue the selling of all kinds of veneer and enables them to supply the increasing demand for superior quality, well manufactured stock.

The Sands-Heydon Lumber Company of Grand Rapids has been incorporated at Lansing with a capitalization of \$100,000, of which \$50,000 has been subscribed. It is largely a timber proposition, the articles though giving the right to manufacture, buy and sell lumber and forest products. The company has holdings in the upper peninsula and other places. Charles A.

Sands, William Heydon and McGeorge Bundy are interested in the concern.

The Webster-Whipple Lumber Company, Minne-

apolis, Minn., has been capitalized at \$150,000 by H. Webster, V. A. Whipple and G. B. Webster of Minneapolis.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

A. R. Vansickle of A. R. Vansickle & Son, dealers in lumber and building material, at Tamms, Ill., was in the city yesterday calling on his many friends among the trade and paid the RECORD a welcome call.

A. B. Klise, the well-known hardwood lumberman of Sturgeon Bay, Mich., was in town visiting his friends in the trade last Saturday.

John E. Williams, for some years editor of the New Orleans Lumber Trade Journal, has moved to Chicago and joined the forces of the American Lumberman, and will hereafter be one of the editors of that publication. Mr. Williams is one of the best posted lumber newspaper writers of the country and his connection with this contemporary will insure continued conservatism in editorial policy and discussion.

W. W. Dings, secretary and sales manager of the Garetson-Greaser Lumber Company, is at St. Louis, having just returned from an extended Pacific coast trip, where he has been visiting his wife and family, who are wintering at Santa Barbara, Cal. He will be back at his desk in the Fisher building within a few days.

W. A. Gilchrist of the Three States Lumber Company, Memphis, Tenn., was a Chicago visitor on January 20.

I. F. Balsley, manager of the new Palmer-Semans Lumber Company of Pittsburg, made the RECORD a call January 19. The Palmer-Semans Lumber Company has engaged attractive offices in the Oliver building in Pittsburg, which it will occupy very shortly. Mr. Balsley was accompanied by Mr. Aldrich, one of his corps of salesmen.

A welcome RECORD caller on January 18 was R. K. Allison, president of the Cardwell Mill & Lumber Company of Cardwell, Mo. Mr. Allison says that business is active and that orders are taxing the present capacity of the company's mill.

About 150 of the employees of the Seaman, Kent Company, Limited, of Meaford, Ontario, lately enjoyed an elegant spread at the Hotel Meaford, the occasion being the first annual banquet tendered the factory hands by the company. Splendid toasts, songs and music made the evening pass only too quickly. Mr. Kent announced that a co-operative plan was being devised whereby those who had been in the company's employ for a certain number of years—probably five—would get something more than a banquet out of it a year from now. The Seaman, Kent Company and its employees are to be congratulated on their harmonious relations.

Burdiss Anderson, head of the big veneer plant, the Great Lakes Veneer Company, of Munising, Mich., was a welcome Chicago visitor on January 22.

R. G. Page of the Licking River Lumber Company, Huntington, W. Va., was a Chicago visitor January 21. Mr. Page reports having enough business on hand to keep his mills and oak flooring plant working at full capacity.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, spent Friday and Saturday of last week in Chicago on business in connection with the forthcoming Cincinnati meeting.

M. B. Reeder, representing the W. H. White Company of Boyne City, Mich., was a Chicago visitor January 15. Mr. Reeder reports that his concern is sold up close for this time of year, and will have comparatively little stock to offer until opening of navigation.

F. L. May of the May Bending Works, Steubenville, O., was a Chicago visitor January 15. Mr. May's institution produces vehicle and furniture woodstock.

E. D. Galloway, president of the Galloway-Pease Company, Cincinnati, spent several days in Chicago last week. Mr. Galloway is building up a handsome oak trade in this market.

J. F. Shaw, well-known lumber salesman, formerly associated with the Robert H. Jenks Lumber Company, Cleveland, O., is now engaged in the wholesale lumber business on his own account at 170 South East street, Grand Rapids, Mich.

The RECORD had the pleasure, a few days ago, of a call from A. A. Fredericks, purchasing agent of the Oliver Chilled Plow Works of South Bend, Ind. Mr. Fredericks' concern is one of the largest consumers of oak in the South Bend district.

J. D. Lacey of the big timber firm of J. D. Lacey & Co., this city, is making his headquarters at New Orleans for the winter and keeping track of the affairs at the office the concern maintains in that city. Wood Beal of the same concern is just back from a trip to some of the northeastern British provinces, where he has been on a timber cruise.

The Chicago Wholesale Lumber Dealer's Association is holding its annual election of officers in the Grill Room of the University Club today.

C. Crane, the big hardwood magnate of Cincinnati, was in town for a day last week.

The business of the F. S. Hendrickson Lumber Company, Masonic Temple, Chicago, will be conducted by the late Mr. Hendrickson's associates and on the same lines as it has been carried on in the past. The offices will be continued in the Masonic Temple.

C. L. Willey, the big Chicago veneer man, has just received a part of a shipment of 400 mahogany logs which he purchased at the Liverpool sales. Mr. Willey regards this last shipment as one of the best he has ever made, as quite a portion of the logs are turning out remarkably fine.

The Continental Planing and Lumber Company, which handles heavy red and white oak for construction and similar purposes, declares that there is absolutely no market at present for that class of stock. This concern is looking forward to a general opening up in spring.

G. C. Pratt of the G. C. Pratt Lumber & Tie Company of Chicago attended the Wisconsin Manufacturers' convention at Milwaukee last Friday. He reports doing enough business to at least pay the expenses of the trip. He reports it rather difficult to find birch.

The Estabrook-Skeele Lumber Company reports upper grades of birch and maple, especially maple, very active.

The Chicago Car Lumber Company, which does a large railroad business in ties, car stock, etc., reports that its business in that line is practically tied up.

This condition of affairs is attributed entirely to the uncertainty as to the policy of the administration at Washington. The railroads do not want to go ahead on improvements until they know whether or not they are going to be left alone, and declare that if they are going to be hit, they would rather be hit now and get it over with than to be kept in uncertainty.

The McParland & Konzen Lumber Company reports having placed several large orders at the recent annual meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis.

The RECORD has received the annual report for

1908 of the Board of Regents of the Smithsonian Institution at Washington, D. C. This report is well printed and profusely illustrated with half-tone engravings and shows the operations, expenditures and conditions of the institution for the year ending June 30, 1908. It is bound in green cloth and is, indeed, a handsome and worthy representation of the work which is being carried on by this institution.

### NEW YORK

Doscher, Cardner & Co., well known wholesale cypress house of 11 Broadway, with branch at Jacksonville, Fla., has been incorporated under the style of the Doscher-Gardner Company, with a capital of \$200,000. No change other than that in name and enlarging of the business is comprehended in this change.

The Winchester County Lumber Dealers held their annual banquet at the Hotel Manhattan, this city, on the evening of January 21, at which time a large attendance enjoyed an interesting and entertaining evening.

I. F. Balsley, well-known Pittsburg lumberman, who recently changed his activity to the management of the new Palmer & Seamans Lumber Company, of that city, was in town during the fortnight on business.

O. H. Babcock of E. V. Babcock & Co., Pittsburg, visited Manager H. J. Gott at the local office of the firm, 43 Wall street.

E. L. Hunter of the Hoban-Hunter-Feitner Company, wholesale cypress, 1 Madison avenue, has just returned from a trip to the South, where he visited a number of the cypress mill connections. On his return M. J. E. Hoban of the company departed for the South.

The annual meeting of the Lumber Underwriters, well-known trade fire insurance organization conducted by leading wholesale lumbermen identified with the National Wholesale Lumber Dealers' Organization, was held at the local headquarters, 66 Broadway, on January 13, with all the underwriters present. Reports of the year showed large increase in business and premium account and a successful year all around in the work of the organization in the matter of reduced fire insurance rates to lumbermen and woodworkers exclusively.

A petition in bankruptcy has been filed here against the Hammond Lumber Company of Deming, N. Y., lumber manufacturers, by the Binghamton Trust Company, a creditor for \$2,646 loans, alleging insolvency, etc.

The Lumberman's Club of New York, which has now been in successful operation for several months, has decided through action taken at a recent meeting to move at an early date from present headquarters, 6 West 24th street, Manhattan, to much larger and more commodious quarters in the Hoffman House, corner of Broadway and 25th street. The Board of Governors has secured a fine layout here, which will practically give them exclusive quarters of a much more attractive character and at the same time the equipment and services of the popular Hoffman House. Constitution and by-laws were also adopted to perfect the incorporation of the club, and its future activities will, it is believed, result in a great development in the social life of the local trade.

George C. Lavery of Collins, Lavery & Co., of Jersey City and New York, sails on January 27 for his annual vacation, which he will spend at Jamaica.

Morris H. Gatchel, formerly with W. M. Crombie & Co., 81 New street, has severed his connection to join forces with the Campbell-MacLaurin Lumber Company, 1 Madison avenue, New York, and Montreal, Can. Mr. Gatchel will assist Arthur H. Campbell of the company in soliciting the local trade.

The large saw and printing press manufacturing company of R. Hoe & Co., this city, has, following the recent death of Robert Hoe, been



incorporated with a capital of \$5,875,000, for the purpose of continuing the business along the same lines as heretofore.

F. T. Sullivan, who for some years past has been connected with the sales department of T. Sullivan & Co., Buffalo, has severed his connection with that firm to join forces with H. H. Salmon & Co., wholesale house, at 88 Wall street, New York, for whom he will maintain Buffalo headquarters.

The C. O. Shepherd Lumber Company of 1 Madison avenue is about to go out of business. C. O. Shepherd is interested in and managing director of the Davison Lumber Company, Bridge-water, Nova Scotia, with office in room 10027 same building.

The Marshall-Polhemus Company, successor to Uptegrove & Polhemus, 1 Madison avenue, reports things in shape for sharp trading. The company occupies the office of its predecessor and has been in business a little over a month. The officers are J. A. Polhemus, president; John Knox Marshall, treasurer. Mr. Knox pronounces the outlook for 1910 very promising.

### BUFFALO

J. M. Briggs has been appointed Hoo-Hoo Vicegerent for this district and is preparing to hold a big concatenation at Rochester on January 25. Charles Allen and Charles Crouch of the order there are assisting in the work and promise about twenty new members. It is expected that about twenty Hoo-Hoos will go down from here to attend the concatenation.

Frank T. Sullivan, for several years connected with T. Sullivan & Co. as salesman and special manager, has engaged with the New York lumber house of H. Salmon & Co. J. Leo Throm has taken his place.

Miss Eugenia Vetter, daughter of F. W. Vetter, was married to Leo A. Weter in Holy Angels' Church at 11 o'clock on January 15. Lumbermen and others were profuse with wedding presents.

O. E. Yeager was away last week on a western trip that included attendance at a meeting of the trustees of the National Hardwood Association in Chicago. The yard reports active business.

T. Sullivan & Co. are prepared to look with calmness on the big snow falls of the winter, for they got everything in pile and inventory taken a day or two before the big snow came. A large stock is reported and demand for it good.

The business of the Buffalo Hardwood Lumber Company is improving and there is every indication of a big season ahead. J. B. Wall made a short business trip to Mount Clemens, Mich., recently.

The Buffalo members of the Hugh McLean Lumber Company, who, with their salesmen, paid a visit to the southwestern mills of the McLean interests, have returned quite well pleased with the operations under way, as they insure a good oak supply.

Scatcherd & Son are having a good many demands for stock from the Scatcherd hardwood door mill at Batavia, which is very active now. They are cutting out as much oak as possible at Memphis, but do not claim that they have enough.

A. W. Kreinheder of the Standard Hardwood Lumber Company finished about the most active campaign of his life—Manufacturers' Club exposition, politics, sickness in his family, with two weeks of the grip—but is out again and doing business.

G. Elias & Bro. would fairly be excused in thinking that the big snows were for their "benefit," for it caught them with a big lot of lake lumber not piled up, but they have hustled and are getting it into shape. Mill business has been good.

when asked of the prospect of a good lumber season. Business is increasing in all hardwoods. H. A. Stewart is in Pennsylvania, shipping in a lot of red oak that the firm has down there.

### PHILADELPHIA

Henry Whelpton, secretary and treasurer of the Owen M. Bruner Company, says that, notwithstanding the usual holiday lull and the asperity of the season, there has been a fair activity and the outlook is promising. Owen M. Bruner, president, has just returned from a trip through Virginia, the object of which was to size up conditions in the mill centers.

Charles G. Blake, manager E. V. Babcock & Co., reports a lapse of activity at this time due to the heavy weather. He is confident, however, the trade of 1910 will round up well and when the weather begins to settle orders undoubtedly will begin to come in. Horace A. Reeves, Jr., of R. B. Wheeler & Co., says that in spite of the blizzard, which has interfered more or less with the desired prompt shipment, business has kept up well and the outlook is encouraging. He warns the hardwood users that the scarcity of these woods is becoming more and more pronounced and that it behooves the buyers to protect themselves while they have the opportunity.

The Brown-Pates Company, wholesale lumber, Stephen Girard building, is the latest to enter the field. The personnel is composed of hustlers long known to the trade throughout the East. It was incorporated under New York laws with a capital stock of \$50,000. It will do a general lumber business, making a specialty of white, North Carolina and yellow pine, spruce, hemlock, cypress shingles, maple flooring, hardwoods and mouldings. The interests joining in the formation of the company are those representing White, Gratwick & Mitchell, Inc., North Tonawanda, and the Stevens-Eaton Company of New York City. G. A. Mitchell is president of the new concern, G. W. Brown vice-president, H. E. Bates secretary and G. M. Stevens, Jr., treasurer. Mr. Brown represented the Stevens-Eaton Company in Philadelphia for some time. G. M. Stevens, Jr., is of the New York house. A. Mitchell of Gratwick & Mitchell, Inc., and H. E. Bates was for many years with Wistar, Underhill & Co., of Philadelphia. Mr. Bates is making a tour of the southern lumber camps, visiting the mills with which the company is connected and getting a line on general conditions.

The Tomb Lumber Company states that it has had the best year's trading in its history and anticipates a shining record for 1910. Harry B. Tomb, president, says the company has purchased another Climax locomotive from the Climax Manufacturing Company, Corry, Pa., and has also added some new cars. There has been a general rearrangement of machinery at the company's mill at Watoga, W. Va., which will increase the output by about 3,000,000 feet of lumber per annum. The company is receiving very desirable orders from the Middle West, which territory is covered by W. A. Murray, formerly of W. M. Ritter Lumber Company. Mr. Murray is visiting the company's mill and will incidentally close some important contracts while traveling through the South.

Daniel B. Curl is much pleased over the wind-up of last year's business. He has just returned from a trip to the mill in Glenray, W. Va., in which he is interested and reports a decided improvement in the car shortage difficulty, which will enable him to promise prompt shipments. H. M. Curl, general manager of the Commonwealth Lumber Company, a brother of Daniel B., recently stopped in Philadelphia on his way to Pittsburgh. He had come directly from the West Virginia mill and testified to a general betterment all along the line.

A fleet of thirty-six barges, all from points in North and South Carolina and Virginia, laden

with lumber, railroad ties and mine props are icebound at Canton Hollow Anchorage, Baltimore. All are bound for Philadelphia and when they move towards the Chesapeake and Delaware canal it will take over a week to lock them through.

The Hickory Lumber & Handle Company of Benton has bought a 700-acre hickory forest near Danville, Pa., for \$25,000.

The Sharp-Arrow Automobile Company has awarded the contract for the building of its works in East Stroudsburg, Pa. W. B. Easton, president, and William H. Sharp, inventor and manager, say that work will be pushed on the new building. This concern was incorporated on January 11 with a capital stock of \$75,000.

A unique table composed of 10,060 pieces of wood of 115 different kinds, fitted together, is the work of Levi M. Lomemaker, a man seventy-three years old. He did most of the work with a pocket knife, a hand saw and a hammer, completing the job in 911 hours. The wood was obtained in a number of different countries, some of it being taken from historic spots. Several pieces of oak and pine are from the old wooden bridge which formerly spanned the Susquehanna at Columbia and which was blown down in a cyclone in 1896.

The Franklin Lumber Company, Real Estate Trust building, Philadelphia, knowing the propensity of the lumbermen for a good smoke, has presented an appropriate souvenir of the New Year in the shape of a neat and artistic match box, on which appears the significant inscription, "Let's Get Acquainted."

The planing mill of the Rightmire-Shriver Company, Morgantown, W. Va., was burned on January 11; loss \$50,000.

The Times Square Automobile Company, Philadelphia, was incorporated January 8 under Pennsylvania laws; capital \$5,000.

The Anthracite Motor Car Company, Scranton, was incorporated under Pennsylvania laws on January 12; capital \$10,000.

The Summit Lumber Manufacturing Company, to own, buy, sell, lease and deal in standing timber and timber lands, obtained a charter January 10 under Delaware laws. The incorporators are: Thomas McAlister, M. G. Ryan and John Barrett, all of Philadelphia. The company is capitalized at \$25,000.

The American Engine & Motor Company was incorporated January 10, with a capital stock of \$1,000,000. It will buy, sell, manufacture and set up rotary engines, automobiles, motor vehicles and power boats.

The Union Stair-Building Company, Newark, N. J., was incorporated January 18 under New Jersey laws with a capital of \$50,000.

### PITTSBURG

The Breitwieser & Wilson Company is getting well established in its temporary office in the Lewis block preparatory to moving to the fourth floor of the new Oliver skyscraper when it is completed. A. G. Breitwieser and William W. Wilson, Jr., the members of this firm, are so well known in Pittsburgh and have such an intimate knowledge of the lumber trade in the middle and southern states that they are starting right off with good prospects and steady sales.

C. Stitzinger & Bro. of New Castle, Pa., have bought 9,000 acres of hardwood timber in Preston county, West Virginia, for about \$200,000. They will build a standard gauge railroad up the Cheat river from Rowlesburg to develop the tract.

President John M. Hastings of the J. M. Hastings Lumber Company looks a little askance at the threatened legislation regarding corporations, as he fears that this, together with labor troubles, which are rather imminent, may unsettle the industrial and business situation this spring. He has spent much of his time



the past month in New York and finds business steadily getting better in that part of the country.

Secretary J. H. Henderson of the Kendall Lumber Company says that the mills of that concern were down a few days on account of deep snows. They have now resumed and are getting under full headway.

J. C. Linehan of the Linehan Lumber Company is in the South this week, and J. J. Linehan of the same company is down East, both hunting 1910 contracts.

President J. L. Lytle of the J. L. Lytle Lumber Company has been spending considerable time in West Virginia the past two weeks, where he booked up some very nice connections. His partner, W. H. De Voss of Greenfield, O., was over to look at Pittsburg prospects one day last week.

The Mead & Speer Company is doing a very steady winter's business at its Strange Creek plant in West Virginia. Both members of this company believe that 1910 is going to be an exceedingly good year for hardwood men and that the concern with dry stocks will be able to name its own prices in a few months.

W. D. Johnston, president of the American Lumber & Manufacturing Company, has gone South for a three weeks' trip. The American is pushing its red gum or American mahogany which it manufactures at its "Ayden" mill.

The L. L. Sattler Lumber Company looks with much favor upon this year's prospects so far. Mr. Sattler is arranging to make a larger cut at the plant at Blackstone, Va., than ever before.

The Acme Manufacturing Company, whose curtain stretcher and step-ladder factory on the north side was burned recently, is arranging to rebuild its plant as soon as possible. The present address of the company is 1221 Pennsylvania avenue.

The West Virginia Lumber Company has been very busy with its operations in northern Pennsylvania and will bring down considerable lumber on the Allegheny river as soon as weather conditions are favorable. Its office manager, B. W. Cross, reports a very brisk demand for white oak.

Bemis & Vosburgh are very hopeful of the situation for this year. Their 1909 business was satisfactory as business went last year, and their plans are all in good shape to make a record this winter.

Albert Strouss of Ashtabula, O., has bought from the receiver of the Texas & Ohio Lumber Company the entire timber holdings of that concern in Texas for about \$35,000. The members of the company are all Ashtabula county, Ohio, capitalists.

J. N. Woollett of the Aberdeen Lumber Company has returned from a long trip through the South and Southwest, where he contracted for the output of three band mills, which will furnish him gum and cottonwood. No man in Pittsburg is better posted on this trade than Mr. Woollett, his long experience as manager of the gum and cottonwood department of the American having brought him in close touch with both manufacturers and purchasers.

The Altoona Lumber Company has disposed of its lumber holdings in West Virginia, including about 8,000 acres of timber land, a sawmill and several miles of railroad. Albert Gohn, formerly of Windber, Pa., but now of Houston, Tex., was vice-president of the company.

The J. C. Donges Lumber Company is a new wholesale concern in the Lewis block which will be located on the ninth floor of the Oliver skyscraper for April 1. Mr. Donges represented W. W. Dempsey of Johnstown in Pittsburg for more than ten years, and has a very intimate knowledge of the lumber business and lumber connections in this district. His concern will handle hemlock, pine and hardwood, and is starting off with very nice prospects.

I. F. Balsley, sales manager of the Palmer-Semans Lumber Company, has been down East

for nearly two weeks getting a good line on the situation for this year. The company is keeping its general business offices at Uniontown, Pa., but will establish its sales office in the Oliver skyscraper at the earliest possible date, and there Mr. Balsley will be located.

The Pittsburg wholesalers who are shaping up the program of entertainment for the Pennsylvania State Retailers, who meet here January 27 and 28 in annual convention, are L. L. Sattler of the L. L. Sattler Lumber Company, J. B. Montgomery of the American Lumber & Manufacturing Company, W. W. Wilson Jr. of the Breitwieser & Wilson Company, J. P. Garling of the Empire Lumber Company and A. J. Diebold of the Forest Lumber Company. The banquet, smoker and vaudeville entertainment which they will tender the Retailers at the Fort Pitt Athletic Club January 27 is going to be "some doings" and more than 500 acceptances have already been secured.

The car stake matter, in which Pittsburg wholesalers have taken the foremost part from the start, is again agitated in congress. Next week E. V. and F. R. Babcock of E. V. Babcock & Co. will be heard before the Committee on Interstate Commerce. These men will make a very strong argument in favor of the railroads providing adequate stakes and fastenings for shipping lumber. The first argument made before the committee in this session of Congress was by Representative W. H. Graham of Allegheny, who spoke on the matter January 18. Ex-Governor William E. Stone of Pennsylvania was retained some two years ago as counsel for the lumber interests which had fought this fight almost to a successful finish, and the march of battle which the governor laid out is going to bring victory very soon, Pittsburgers think.

## BALTIMORE

Robert McLean, general manager of the Norva Land & Lumber Company, which operates a mill at Wallacetown, Va., states that business so far this year has been quite active. Inquiries are decidedly greater. Recently he placed white gum at a higher price than he ever before received in his business experience—an advance of not less than \$2 per thousand feet in the past three weeks being quoted. The interest in oak and other hardwoods is also decidedly on the increase.

R. P. Baer of R. P. Baer & Co. has gone on a business trip to the South. While away he will get in touch with millmen and study trade conditions at first hand.

Another Baltimore hardwood man who is out in the woods is David T. Carter, a wholesale dealer in the Calvert building. Mr. Carter started last Tuesday to take in western North Carolina, eastern Tennessee and parts of Virginia. He went with the desire to place orders for stocks, and expects to see a number of the millmen.

George G. Barr of Belcher & Barr, Pottsville, Pa., and Ben May of Adler, May & Co., Atlanta, Ga., were among the visitors here the past week. They stated that business was gradually picking up.

A petition was filed on January 5 in the circuit court at Hagerstown, Md., asking that a receiver be appointed for the Hagerstown Spoke & Bending Company. The petitioners allege that the factory is mortgaged to the Mechanics' Loan & Savings Institute for \$6,000, and that banks and individuals hold notes and open accounts against the concern for \$40,000 more.

The large sawmill of the Juniata Lumber Company at Midlothian, Allegheny county, Maryland, has been put in operation within the past ten days. The plant draws its timber from a tract estimated to contain about 15,000,000 feet, and several miles of tram road will be built so as to bring the logs to the mill, which is almost in the heart of the little town.

Stuart D. Walker, of Gouverneur E. Smith & Co., wholesale lumber dealers at 17 Battery place, New York, was in town last week. He had been to West Virginia after hardwoods, and it was his intention to go south from here. He stated that he found the millmen busy and expectant of an excellent year.

E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, accompanied by Lewis Dill of the Board of Trustees, was in Washington yesterday looking after matters of interest to the association.

## BOSTON

Jonas P. Sawin, purchasing agent for the Heywood Bros. & Wakefield Company, Gardiner, Mass., for the past thirty-eight years, has resigned his position and has been succeeded by his assistant, Lewis A. Wright. Mr. Sawin has applied himself closely to business for the past forty-five years and will now take a long needed rest abroad.

Carl F. Vail of the Miltimore Lumber Company has opened an office in Boston at 70 Kilby street. The company's mill is at Asheville, N. C., where it manufactures hardwood lumber.

George Stone of the Stone Lumber Company, Boston, is expected home from an extended European trip during February. He has been away for several months.

H. W. Blanchard of the Blanchard Lumber Company states that the company has removed its New York office to the Bowling Green building, where it has larger quarters.

R. D. Redfern of the Owen Bearse & Son Company, dealers in mahogany, is in the West attending the exposition of furniture manufacturers in the different cities.

A report from New London, Conn., says that the boat building industry in that section has been rather quiet this season. Orders for new boats have come forward rather slowly, but there has been considerable repair work done.

M. J. Gibbud, who operates a woodworking plant in Hartford, Conn., has purchased a piece of property in that city and will build a new plant. It is estimated that the cost will be about \$30,000.

H. M. Bickford and Frank B. Wetherbee of the H. M. Bickford Company, Boston, returned early this month from a southern trip.

The woodworking plant at North Carver, Mass., was recently sold at auction. It was purchased by Melvin L. Fuller, who will continue the business.

## CLEVELAND

The Miller-Wells Lumber Company is the name of a new lumber concern in Cleveland. It has been organized by C. W. Miller, formerly with the Robert H. Jenks Lumber Company, and Daniel Wells of Detroit, who is the son of J. W. Wells, a prominent Michigan lumber manufacturer. The new company will engage in a general wholesale lumber business throughout this territory.

The Martin-Barriss Company reports an unusually active trade in hardwoods for this time of the year. Considerable hardwood finish is being furnished for use in big vessels now in dry dock here. The call for hardwood panels for cabinet and car work is also quite active. The concern looks for a big year's business.

Mrs. Mary S. Jenks, mother of Owen, John and Benjamin Jenks and a sister-in-law of Robert H. Jenks, recently died at the home of her daughter in Ypsilanti, Mich.

The Peters Millwork Company has leased the second floor of the large mill of the Mills-Carleton Company, containing nearly 18,000 square feet of space. It adjoins the present factory of the concern and is to be fitted up for service as rapidly as possible. It will double the capac-

ity of the plant. A new mill with electrically driven machinery is to be installed at once.

The Lake Erie Lumber Company finds its business expanding so that it has been necessary to acquire a lot 100 by 300 feet in size on Marquette avenue adjoining its general yards. This will be used for switching and yardage purposes.

C. H. Foote is back from Chase City, Va., where he assisted in arrangements for the dismantling of the mill of the Saw Mill Company. The machinery is being sold and the affairs of the concern closed up.

Officials of the Republic Lumber Company, which was incorporated a short time ago for \$10,000, have been opened at 718 Citizens' building. Owen T. Jenks is president of the company; George E. Anderson, vice-president; Thomas E. Gafney, secretary, and Thomas J. Rochford, treasurer. The directorate consists of these gentlemen and A. F. Gaughon. Rochford & Gafney have dissolved their partnership to become members of the new company.

The Advance Lumber Company, in the Rockefeller building, has been enjoying an unusually good business during the past two or three months, according to officers of the concern. The hardwood business has been particularly brisk.

W. A. Cool & Son say that the call for wide poplar boards continues for use in the automobile trade. Prices are quite firm, as the demand is very brisk. The only fear now entertained is that the wide clear stock will become so scarce that the automobile body makers will be driven to use some other material from which to construct their product.

L. A. Wilson, manager of the Cleveland Building Trades Credit Association, to which most of the lumber companies belong, reports that about 400 investigations were made each month during the past year, and that the association has nearly doubled its size. During the year about \$600,000 worth of attested accounts were filed in the courts, two-thirds being in behalf of the association members.

A new lumber concern in Cleveland is the Great Lakes Lumber Company, which was recently incorporated for \$10,000. It will engage in a general retail and wholesale business. W. H. Richardson is president of the organization, R. S. Thomas is treasurer and S. H. Thomas, secretary. Offices have been opened in the Williamson building.

A number of Cleveland lumbermen are in attendance this week at the annual meeting of the Union Association of Lumber Dealers at Columbus.

Visitors to Cleveland during the past few days have been H. P. Wilson of Duluth, E. P. Flowers of Montgomery, Ala., B. P. Wheadon of Bay City, Mich., and Charles Nagley of New Philadelphia, O.

## COLUMBUS

The coming of about 500 retail lumbermen, including traveling salesmen, to Columbus during the week of January 17-20, to attend the annual meeting of the Union Association of Lumber Dealers, had the effect of making the hardwood lumber trade quiet. There was not as much time devoted to selling lumber as in making acquaintances, entertaining the visiting members and in good fellowship generally. The hardwood jobbers and manufacturers represented in central Ohio united to entertain the delegates, which was done to the satisfaction of all who attended the meeting.

The C. T. Nelson Company has erected a flooring mill at its plant on Dublin avenue, where it will manufacture hardwood flooring in the future. The company has started its planing mill after a lay-off of several weeks to permit the machinery to be overhauled. C. T. Nelson, head of the concern, reports a nice run of orders, with good prospects for the spring

trade. J. H. Heyl of the company is in the South purchasing stocks.

John R. Gobey reports a lively demand for all kinds of hardwoods, with bright prospects for the spring. He says it looks like the fall of 1906 or the spring of 1907, which were the most prosperous times in the lumber trade. Mr. Gobey will leave after the meeting of the Union Association of Lumber Dealers for Mississippi and Louisiana to buy stocks for the Columbus concern.

W. L. Whitacre reports a quiet market, with good indications for improvement as the season advances.

H. G. Horton of the W. M. Ritter Lumber Company says the market is good since the inventory period has past and that prices in every direction are strong. He says manufacturing establishments are in the market for supplies, although many purchased before the first of the year for delivery during January. H. W. Collins, sales manager of the Columbus division of the Ritter company, was called to Pittsburg on business early in the week. W. M. Ritter is enjoying a several weeks' hunting trip in Georgia.

W. M. Boyer of the McLaughlin-Hoffman Lumber Company reports excellent conditions in the hardwood trade. He says prices show a tendency to advance and that orders and inquiries are coming in nicely. C. G. McLaughlin, general manager of the company, will soon return from a ten-days' buying trip through several southern states.

H. D. Brasher reports a quiet market in most lines. He says manufacturers are putting in good time and that they will soon be in the market for a larger supply of raw materials.

George B. Jobson, secretary of the A. C. Davis Lumber Company, has returned from a trip to Chicago and the Northwest. He reports unfavorable weather conditions in that section, which has had a bad effect on the lumber trade.

H. W. Putnam, president of the General Lumber Company, says the hardwood market is steady. Prices have not weakened under the influence of the inventory period. He says the car situation has improved considerably and that jobbers are now catching up in their orders. The General Lumber Company will start operations at its mill at Ashland, Ky., as soon as the water in the Ohio and Big Sandy rivers will allow the movement of a large number of logs which have been cut on the timber tract near Whitehouse, Ky. The mill at the timber tract is being operated on full time.

H. C. Buskirk, sales manager of the General Lumber Company, will visit the mills next week.

The John C. Shaeffer Handle Works at Delphos, O., were damaged to the extent of \$3,000 by a fire recently. The loss is fully covered by insurance.

The W. F. Kramer Company of Dayton has increased its capital stock from \$10,000 to \$50,000.

The Osborn & Sexton Company of Columbus has secured the contract to install machinery in the new plant of the Jewett Car Works at Newark, N. J. The new plant consists of a planing mill. The contract calls for \$26,000.

Reports compiled from Ohio, West Virginia and western Pennsylvania for the week ending January 12 show that contracts awarded amounted to \$583,000, as compared with \$1,172,000 for the corresponding week in 1909.

B. R. Johnson, formerly connected with the E. J. Robinson Company of Detroit, has taken a position as traveling salesman for the H. R. Allen Lumber Company of Columbus. He will cover northern Ohio territory.

G. O. McFarland, one of the partners in the Middle States Lumber Company, is in Louisiana, buying stocks. B. O. McFarland, another partner, is on the road. Both came here from Mansfield, O., where they conducted the McFarland Lumber Company.

J. E. Cummins, general manager of the Co-

lumbus Saw Mill Company, reports a very bright outlook in the hardwood trade. He believes that the year 1910 will be the most active in the history of the lumber business in Ohio. Mr. Cummins reports a good demand from every section, especially from Hamburg, Germany, to which point he ships a large amount of walnut.

At the annual stockholders' meeting of the Henry Holtzman & Sons Company, manufacturers of piano furniture, Frank P. Holtzman was elected president and general manager; W. C. Holtzman, vice-president, and Louis A. Holtzman, secretary-treasurer. The company recently completed several dry kilns and will erect a large addition to its plant in the spring. Mr. Holtzman reports a very bright outlook for the future.

At Washington Court House, O., the J. W. Willis Lumber Company, which sustained the loss of a planing mill by fire, will replace it at once.

A large number of retailers, wholesalers and manufacturers of hardwoods gathered in Columbus to attend the annual meeting of the Union Association of Lumber Dealers, January 18 to 20. One of the features of the entertainment of the 600 delegates was the theatrical performance given by the Columbus wholesalers at the Southern theater on Tuesday evening. The men contributing to the entertainment and acting as hosts during the convention were: H. R. Allen, H. C. Creith, A. C. Davis, H. H. Geisey, John R. Gobey, H. W. Putnam, M. A. Hayward, J. H. Hyle, E. H. Hammond, Messrs. McLaughlin and Hoffman, Rowell and Rowe, W. M. Ritter, H. W. Collins, F. P. Rogers, Thorp and Martin, W. L. Whitacre, J. W. Taylor and others.

## CINCINNATI

Secretary Lewis Doster of the Hardwood Manufacturers' Association is the busy man. Just dropped into the office Monday and Chief Executive Clerk Heaton says Mr. Doster left last night for Ashland, Ky., and will probably visit the meeting of the Union Lumber Association at Columbus, O. Mr. Doster returned Wednesday evening, arranged affairs at the office and left Tuesday evening for Chicago. This is going some, besides managing the office force and arranging correspondence and looking after the arrangements for the biggest convention ever held in the lumber trade's history.

The estate of Miss Annie Lloyd, the murdered secretary of the Wiborg & Hanna Lumber Company, was brought into the probate court and an administrator appointed. She had left no will and the estate will be distributed to brother and sisters. No clue nor any solution to her murder has yet been found.

Max Kosse, president of the K. & P. Lumber Company, has just been elected a member of the Board of Directors of the Metropolitan Bank & Trust Company of Cincinnati, O.

An old case in bankruptcy was settled in the United States court recently when Referee William H. Whittaker presented a record of the proceedings in the matter of the Borcharding Lumber Company of Cincinnati. The action was first instituted in 1906, but owing to litigation in the South in the interest of the creditors, but which terminated unsuccessfully, delay was caused in closing up the case. The creditors received two dividends, aggregating eight per cent.

The H. L. Mickle Lumber Company, for many years at the Mitchell building, on West Fourth street, will move about February 1 to a fine suite of offices in the new building of the Provident Savings Bank & Trust Company, at Seventh and Vine streets.

J. R. Davidson, formerly with the Cincinnati Northern Railroad freight department, is another railroad man to break into the lumber business. Mr. Davidson is now a member of the firm of

Doran & Co., with offices at 209 Bell block, at Sixth and Vine streets.

H. W. Fagin, formerly with the Dwight-Hinckley Lumber Company, has severed his connection with that concern and has formed an alliance known as Kirkpatrick & Fagin. The new firm has offices in the Provident building, at Seventh and Vine.

Col. Stanberry of the Chicago Coal and Lumber Company, is now in his new suite of offices in the Provident building. He was one of the early tenants of the building, moving in December 1, and occupied temporary quarters until the present suite was prepared.

The Swann-Day Lumber Company is having a special suite of offices prepared in the second National Bank building, at Ninth and Main streets. C. M. Clark is the Cincinnati manager. He is spending a few days at the plant of the company in Clay City, Ky., but will be at the offices early next week.

John S. Hurd of Chicago passed through the city last week on his way to his former home in Watkins Glen, N. Y. He called on numerous acquaintances while here.

Fred Fisher, manager of the Central Box & Shook Company, has severed his connection with that concern and will leave for Richmond, Va., where he will assume the position of manager of the plant of David M. Lea on February 1.

M. Chamberlin of the John M. Woods Company, Boston, Mass., was a visitor at the Hardwood Manufacturers' headquarters the past week.

E. J. Thoman, office manager of Bennett & Witte, returned recently from a trip to the Greenfield Lumber Company, in which Bennett & Witte are interested.

The Queen City Furniture Club will be represented in the conference of the Grading Commission of the United States, which meets in the Sinton Hotel on Monday, January 31, by George W. Schuette and W. J. Sextro, furniture manufacturers.

The severe winter weather of the past month has had a heavy effect on the lumber interests on the Ohio river. C. Crane & Co. have log rafts tied to the shores of the Ohio river for miles, and when the river froze solid the rafts became hard property to take care of. Last week the break-up came and with it a heavy rise in the river. The rafts were torn from their moorings and about 25,000 logs started on a wild run. The towboats of C. Crane & Co. in the harbor were started out and succeeded in landing a large number before they got many miles down the stream. The river is now rising rapidly and threatening much damage to property along the river front, especially that mile or more occupied by the big mill plant of C. Crane & Co.

An old log house has been discovered in the suburbs of Cincinnati which is over one hundred years old, and is made entirely of walnut logs and lumber inside and out, and the wood is said to be in perfect condition. It would cost something to put up a house like that at the present price of walnut. It is said that the site was formerly a walnut grove.

George E. Breen of the West Virginia Timber Company, Charleston, W. Va., was in the city last week looking after the disposal of the company's stock of hardwoods.

Harry Robinson, formerly well known in Cincinnati but now of the Stone-Robinson Lumber Company of Detroit, Mich., while on his way South, stopped over for a short while, looking up old friends.

D. R. Schoolfield of South Pittsburg, Tenn., was a sojourner in this city the past week, taking in the Cincinnati hardwood market.

The Ohio Veneer Company on Colerain avenue has just received the last of a shipment of high-grade mahogany logs, besides a large stock of rare woods, to be manufactured into veneers. Fred Bosken says that the company is now

cutting a great variety of fine wood veneers, and while it cuts a great deal of mahogany lumber, its veneer business is growing greater constantly.

President C. S. Walker of the Bayou Land & Lumber Company is very busy since his return from New York, whither he went to interest capital in his new land and lumber deal in Concordia parish, La. Mr. Walker is very enthusiastic over the new company's prospects, as he says the land is covered with an excellent growth of hardwoods, principally oak, and it is his intention to have the work of cutting on the tract commenced at the earliest possible date. The plant will be equipped with all the latest improved mill machinery, with every modern appliance to handle the timber and lumber to the best possible advantage.

## TOLEDO

A local contract which will furnish a market for considerable hardwood during the coming season is the new Toledo postoffice, which is now well under way. Under the contract the structure is to be completed by December 1, and it is said the building will be ready to turn over by that time.

At the home of his son in Toledo, recently, occurred the death of Michael Rosenberger. In 1852, with a company of twenty men, he went to California by the overland route, and he was the last man of the company to pass away. Four years later he returned to Ohio and was well known to hardwood men of this section, having engaged in lumber business extensively in Ohio and northern Michigan.

Mr. and Mrs. A. M. Chesborough of Toledo are enjoying an outing at their lumber camp in northern Michigan.

Mrs. James Huling, who for many years resided near Bellefontaine, O., was recently buried in a cedar casket made from a tree which had shaded her old home. Sixty years ago, when she was a child, she watched her grandfather plant the tree and jokingly remarked: "When I die this slip will have grown to be a large cedar tree and the timber will serve as my coffin." About a year ago she had the tree cut down and the lumber made into a casket, which was stored in her home.

Hardwood dealers all over Ohio are much interested in the appeal of the State Railroad Commission from the courts of Franklin county in favor of twenty-four railroads doing business in Ohio, which was filed in the supreme court recently. The lower courts held that the commission has no legal authority to enforce its orders or regulations regarding car service, demurrage and charges upon roads doing an interstate business. As most of their commodities are of an interstate character, they are peculiarly interested in the decision, which is awaited from the supreme court.

## INDIANAPOLIS

The Sanders & Egbert Company at Goshen has increased its capital stock to \$90,000.

William A. Guthrie, one of the wealthiest hardwood men in Indiana, is being mentioned for chairman of the Republican state committee, the election to be held February 3.

Frank C. Cline of this city and Fred E. Mustard of Anderson have purchased the yards and mill at Anderson, which were owned by the late George E. Springer.

The business of the National Veneer Products Company at Mishawaka has been incorporated with an authorized capitalization of \$10,000. Directors are Charles Endlich, M. W. Mix and F. P. Howlett.

Within a short time the name of the Columbia Creosoting Company at Shirley will be changed to the American Creosoting Company.

In 1909 the company creosoted 603,000 ties and treated 2,000,000 feet of lumber.

Francis P. Bailey, vice-president of the L. W. Ott Manufacturing Company, died recently at his home in this city from complications resulting from ptomaine poisoning. He was fifty-four years old.

The Talge Mahogany Company has recently increased its capital stock from \$200,000 to \$300,000. At this time the company is enjoying a big business and is looking forward to an exceptionally good year.

On January 31 the property of the Wilkie Manufacturing Company of Anderson will be sold at receiver's sale by order of H. C. Sheridan, referee in bankruptcy. The real estate will be sold for the benefit of bond holders. A debt of \$100,000 loaned to the company by stockholders has been stricken out of the entire indebtedness. The company is a manufacturer of hardwoods and refrigerators.

Articles of incorporation have recently been filed by the Dresden & Stanfield Lumber Company which has been in business at South Bend for a number of years. The directors are Henry C. Dresden, Howard S. Stanfield and Flora S. Stanfield, and the authorized capitalization is \$20,000.

The Madison Handle Company of Madison and the Columbus Handle Company of Columbus, under practically the same ownership, have purchased 250,000 feet of standing timber on the grounds of Hanover College at Hanover. Much of the timber is ash.

George L. Maas of the Maas-Neimeyer Lumber Company has recently purchased twenty-one acres of ground south of Garfield Park for the sum of \$13,750.

The Gemmer Lumber Company, by authority of the circuit court, has changed its name to the Gemmer Veneer & Lumber Company.

## MEMPHIS

Production of hardwood lumber throughout the Memphis territory is on a small scale compared with normal for this time of year, owing to the recent bad weather conditions. A heavy snowstorm tied up most of the mills during the preceding week and there has been a great deal of rainfall recently, with the result that but little lumber has been turned out. The woods are now very wet, making it almost impossible to do any work. An enormous amount of floating ice in the Mississippi makes it impossible for the mills here, which receive their timber by water, to make any progress whatever. There is a strong desire on the part of manufacturers to operate, and all mills that can be run are working, but a large number find it impossible to accomplish anything.

The Nickey Brothers Hardwood Lumber Company is erecting a plant here for the manufacture of hardwood lumber. It is located in North Memphis, on a large tract of land so situated as to give ready access to six lines of railway, thus making shipping and receiving conditions practically ideal. This firm is composed of the same gentlemen who operated at Galloway, Tenn., under the name of the Nickey-Dickson Lumber Company. The change of location to Memphis has been made because of the superior transportation facilities here, and also because the supply of timber on the company's land at Galloway has been exhausted. S. M. Nickey is president and W. E. Nickey is secretary. A. B. Nickey of the A. B. Nickey & Sons Company, is vice-president. The Nickey interests in Memphis will be materially augmented by the erection of the new mill, which is to be completed by the time the president of the company returns from his present European tour.

George M. Brasfield, president of the Brasfield-Thompson Lumber Company, which has a large mill at Biscoe, Ark., states that it will be placed in operation again within the next few days.

This plant has been shut down for some time. The company is an extensive manufacturer of gum lumber, owning timber lands in the Cache river valley.

The plant of J. W. Wheeler & Co., Madison, Ark., has resumed operations again. The company was handicapped for a long time by the absence of sufficient water to enable it to bring out its timber, but it reports that there is water enough and to spare for all practical purposes.

C. D. Hendrickson of the C. D. Hendrickson Lumber Company has accepted the position of manager of the operating department of the Banks Lumber Company. George Banks of Banks & Co., Hernando, Miss., looked after the lumber business of the latter firm prior to his death a few weeks ago, but there are now two firms, Banks & Co. and the Banks Lumber Company. The latter will handle all of the lumber business and will, under the direction of Mr. Hendrickson, operate the band mill at Lost Lake, Miss., and the two circular mills located at Ezra and Payne, Miss., respectively. It will also take the cut of a large band mill in Louisiana. Mr. Hendrickson has secured the services of E. E. Sweet and, owing to this fact, will be able to divide his time between the business of the Banks Lumber Company and that of the C. D. Hendrickson Lumber Company. D. W. Baird, who has for some time been sales agent for the old firm of Banks & Co., will continue to look after the selling end of the business for the new firm. His offices, however, will be located in Memphis, where the company opened yards a short time ago.

C. B. Dudley of the Dudley Lumber Company and J. W. Thompson of the J. W. Thompson Lumber Company have recently returned from a business trip to Chicago and other northern points. Since his return Mr. Thompson has been confined to his home with rheumatism.

F. B. Robertson, manager of the lumber sales department of the Anderson-Tully Company, is back from St. Louis, Chicago and other northern points.

## NASHVILLE

The will of Nashville's lumber king, John B. Ransom, written on the 19th day of last May, has been probated. It was witnessed by his brother, Arthur B. Ransom, Sam T. Meyers and W. J. McFerrin, all business associates. Mr. Ransom left an estate worth close to a million dollars. In fact, the face value of the stock he owned in various concerns, added to realty values and \$100,000 in life insurance, footed up \$800,000. In the firm of John B. Ransom & Co. the deceased owned \$315,000 worth of stock. He owned large blocks of stock in the Nashville Hardwood Flooring Company, in the Gayoso Lumber Company, the W. J. Cude Land & Lumber Company, the Conasauga Lumber Company, the Tennessee Realty & Warehouse Company, and smaller holdings in the Gray & Dudley Hardware Company, American National Bank, and Carnegie Trust Company. His home on West End avenue was worth \$50,000. Another place on West End he owned was worth \$20,000; one on the Harding road, \$50,000, and improved real estate \$27,000.

To his brother, George T. Ransom, the lumber king left \$10,000. To his brothers Arthur, Sam, Marvin, McEwen and Street and to his sisters Lizzie May and Anna he left \$2,500 each. He left the same to his old father, George W. Ransom; to the Protestant Orphans' Home, \$2,000; to the Old Womans' Home, \$2,000, and to the United Charities, \$2,000. To his widow he leaves one-third of his entire estate, including whatever insurance policies may be directed to her; also the home place and household effects. The rest of the estate is divided equally between his four children, Kate, John B. Jr., Mary and Elizabeth. He expresses the desire that the firm of John B. Ransom & Co. shall be continued in business and

that his son, John B. Ransom Jr., shall have at least one-half of testator's stock in the firm, the same to be duly charged to his share in the estate and charged at its book value. The son, John B. Ransom Jr., is given the option of taking stock in the Hardwood Flooring Company instead if he prefers.

The Nashville Trust Company is named as executor of the will and is instructed to hold one-fourth of the estate going to the widow and children in trust for ten years. At the end of that time the trust is to be dissolved.

Since the death of John B. Ransom his brother, Arthur B. Ransom, has been elected president of John B. Ransom & Co., thus succeeding his brother as the head of the company, and also president of the Nashville Hardwood Flooring Company. Arthur Ransom has also been elected a director in the American National Bank, thus filling that vacancy caused by the death of his older brother.

H. A. Batchelor Jr. of Saginaw, Mich., has taken out a permit for the erection of a big hardwood flooring plant to be erected in East Nashville, adjoining the plant of the Davidson, Hicks & Greene Company. The first building will cost \$10,000, and it is the intention of the company to be ready for work in a few months, in the spring anyway. Mr. Batchelor has already moved to Nashville and is making his home in the Seminole apartments.

A disastrous fire at the plant of the E. & N. Manufacturing Company was averted this week through the efficacy of a sprinkling plant. The fire originated in the varnish and paint room of the big plant, but it had gained little headway when a sprinkler cap burst and extinguished it. The most damage resulted from the water.

At the annual meeting of the Nashville Builders' Exchange, R. T. Creighton was unanimously reelected president; E. T. Lewis and W. J. Wallace were elected vice-presidents; John Oman Jr., treasurer, and Secretary Evans was reelected.

It is estimated that the present tide in Cumberland river will bring down at least a million feet of timber, and this will be enough to start all the dealers sawing. The subsequent tides are counted upon to bring down enough additional timber to keep the mills busy for many months in the year. Most of the timber to arrive anyway was contracted for some time ago.

The Nashville Tie & Cedar Company has just sent down a tow of 30,000 ties to Cairo, Ill.

In the inventory of its business for 1909 the Standard Lumber & Box Company reports a net gain over 1908 of thirty-three and one-third per cent. The last six months of the past year were within ten per cent of the heaviest business ever done by the company.

The Standard Furniture Company reports a most successful year and this company starts into 1910 with the expectation of increasing its business at least a third.

The Davidson, Hicks & Greene Company has recently doubled its capital stock to the half-million mark and is preparing to develop vast timber holdings in Overton and Fentress counties in the Cumberland mountains. The company owns about 15,000 acres of land in that region and a seven-mile railway has been built into the heart of the section. M. F. Greene of this firm is with his family at his winter home, Rockledge, Fla., and W. V. Davidson and family are spending the winter season at Cocoa, Fla.

J. A. Stovall has acquired the interest of J. A. Friddle in the woodworking plant of Friddle, Stevens & Co., and the name of the concern has been changed to the Nashville Woodenware Company.

The Nashville Y. M. C. A., the Board of Trade, the American National Bank, the Watauga Club, and other institutions with which the late John B. Ransom was prominently connected, have all adopted resolutions expressing sympathy and deploring the death of so useful a man to any community.

A recent visitor to the city was Lockhart H. Wallis of the Willow Lumber Company of Galveston, Tex. His firm does a big export business to Cuba, Mexico and South American countries, and at present is building a big viaduct across Galveston bay to facilitate its shipping. This viaduct will be of concrete and will accommodate four railroad tracks parallel to each other.

The Nashville Builders' Exchange held a big "house warming" at its new quarters on the night of January 4. Several prominent speakers were heard and a delightful repast was served. Secretary T. H. Evans submitted a review of the work for the past year. Resolutions were adopted deploring the then serious illness of John B. Ransom, and Dr. W. M. Anderson offered a special prayer for him. Mayor Howse was a special guest of the occasion and made a short talk to the gathering.

A special from Cookeville, Tenn., announces that the Nashville Tie & Cedar Company had just closed a deal, selling 40,000 cross ties to the Tennessee Central railroad. The deal was put through by S. R. Brinkley, representing the Nashville Tie & Cedar Company, and he stated that his company had contracted to furnish 100,000 more ties later on. The Tennessee Central has put in about 60,000 ties in the past year.

Another big deal is on to sell the immense land, timber and ore holdings of the Bon Air Coal & Iron Company. A syndicate composed of A. H. Robinson, Edgar Jones and E. C. Lewis has secured options on a majority of the stock and will endeavor to sell the same to an eastern syndicate. This company owns thousands of acres of rich timber land. There is \$1,880,266 of preferred stock issued and a like amount of common.

A Christmas fire cracker was the cause of the destruction of the Leathers Handle Factory at Dickson, Tenn., and caused a fire which did \$14,000 damage. The factory is being rebuilt and it is hoped to have it ready for operation soon after March 1. There was not a dollar of insurance, either on the handle factory or the grocery store adjoining, both of which were destroyed.

An annual review of the business done in Nashville during the past year in its various lines shows that \$9,700,000 was the total of the lumber transactions and \$4,000,000 of the furniture. The building permits in Nashville for the year 1909 exceeded those of 1908 by more than \$100,000.

A special from Harstville, Tenn., announces the death there of Major John G. Lowe, a prominent log handler of that section. Major Lowe was seventy-nine years of age and served with distinction as an officer in the Confederate army.

General Manager C. L. McConnell of the Nashville Hardwood Flooring Company was the recipient of a handsome gold watch and chain during the holidays, the gift of the employees of the plant and a token of their esteem.

## CHATTANOOGA

S. A. Williams of the Williams & Voris Lumber Company spent the holiday season in Indiana, combining pleasure with business.

J. M. Card of the J. M. Card Lumber Company has just returned from a business trip to Tuscaloosa, Ala. While away he bought a large tract of timber. A new band mill is being built, which will be equipped with all modern appliances. The main office will be at the office in Chattanooga, from which the business will be transacted.

A small tide in the river brought in some logs, which were sold to the local millmen at good prices, enabling some of them to start their mills. Reports from the upper Tennessee river and tributaries are to the effect that a large amount of timber will be cut and rafted this season.

O. V. Crabtree, a hardwood man from Boli-gee, Ala., was in the city recently on business connected with the Crabtree Lumber Company.

The salesmen of the McLean Lumber Company of Buffalo, N. Y., were in the city recently on a tour of inspection of the company's mills at Chattanooga, Memphis and Birmingham. Among the out of town visitors were C. B. Cox of New York, R. E. Bond of Springfield, W. W. Tyler of Buffalo, James Chamberlain of Toronto, Can., T. W. Nealin and Hugh McLean of Buffalo, N. Y.

A deal was closed in Knoxville recently by the representatives of an English syndicate for the purchase of 30,000 acres of virgin timber lands in the Smoky mountains near the Knoxville, Sevierville & Eastern railway. The deal involved a cash consideration of \$500,000. Large sawmills are to be erected and the timber, consisting mostly of poplar, oak and pine, will be worked into lumber.

### CHARLESTON

The decision of the Supreme Court of the United States early this month affirming the decision of Judge Dayton of the United States District Court, in the case of Abraham Acord and some fifty others against the Western Pochontas Corporation paved the way for one of the largest deals in timber lands in the history of West Virginia. The final adjudication of the suit gave the corporation title to some 69,000 acres of timber lands in Raleigh and Wyoming counties, West Virginia, and a deal has been consummated by which the W. M. Ritter Lumber Company became the owner of about 28,000 acres for a consideration said to be \$1,000,000.

Fourteen years ago the Western Pochontas Corporation instituted suits against the claimants, alleging that they were in possession of the property through the tenants, and that by the formation of the Citizens' Union they illegally conspired to defraud the corporation of the lands in question. The court was asked to set aside the alleged fraudulent deeds, which Judge Dayton did. The claimants carried the case to the highest court, which sustained Judge Dayton. The lands are rich in poplar, oak and hemlock and will be worked by the Ritter company through its Mabon and Fitzpatrick mills.

Another important timber deal in this estate was the sale of two tracts in Preston and Tucker counties, aggregating 9,520 acres, by James S. Lakin and O. C. Crane, of Terra Alta, W. Va., to G. G. Stitzinger of Newcastle, Pa., who already had large timber interests in this state. The consideration was \$197,000. The land is located along the tributaries of Cheat river, along a proposed railway from Rowlesburg on the Baltimore & Ohio to Parsons on the Western Maryland. The tracts are rich in poplar, oak, cherry and other hardwoods, with some hemlock. The tracts reach within six miles of the Baltimore & Ohio at Rowlesburg and already the purchaser has arranged to construct a switch and erect two large mills on the property, which is practically virgin forest.

The Honaker Lumber Company is making progress in the erection of its triple band mill at Honaker, near the Virginia line. The company owns a large tract in Buchanan and Russell counties Virginia, and is at work on a line of railway to develop the property. Altogether it will be necessary to construct forty miles of railway. There will be no waste of natural resources at this mill, as all products will be marketed except the sawdust which will be used for fuel.

A charter issued by the secretary of state to the Cole-Crane Land Company of Huntington, W. Va., with chief works in Logan county indicates a reorganization of C. Crane & Co., who for several years have been large operators in southern West Virginia. The new com-

pany has a capital stock of \$600,000, all paid, and owns 60,000 acres of timber lands. The incorporators are Clinton Crane of Cincinnati, who owns 2,998 shares of stock; James O. Cole of Peru, Ind., with 2,999 shares; John E. C. Kohlsaat, Charles H. Crane of Cincinnati, and Jules Omar Crane of Huntington, with one share each.

The Campbell-Brown-Davis Timber Company has been organized in Huntington, W. Va., with chief works in Logan county. The capital stock is \$20,000 and the incorporators are C. W. Campbell, William H. Gideon, D. W. Brown and C. N. Davis of Huntington; D. C. T. Davis of Charleston.

F. Lory & Sons have been capitalized at \$25,000 at Charleston, W. Va., to deal in lumber and operate planing and saw mills.

The Ball Land & Lumber Company, incorporated under the laws of Arizona with a capital stock of \$500,000, has been admitted to this state.

### BRISTOL

Among the visitors to Bristol this week was J. F. Pierpont of Chicago, general freight agent of the Chicago, Milwaukee & St. Paul, who came here to attend a meeting of the directors of the Paxton Lumber Company, in which he is interested. C. E. Paxton, in charge of the company's western territory, came over from Cincinnati for the same purpose.

J. P. McCain of W. G. McCain & Sons, Neva, Tenn., was a Bristol visitor last week. He reports his firm's band mill at that place has been closed for a few weeks, on account of the bad weather.

"The prospects for business this year are good, indeed," said F. C. Knight, sales manager of the Tug River Lumber Company. "Orders are coming in well and the situation is very encouraging."

Among the visitors to Bristol last week was William S. Whiting of the Whiting Manufacturing Company, who was on his way to his company's band mill near Bristol. Mr. Whiting said the situation is gratifying and he thinks the improvement that has recently characterized the lumber trade will continue. J. M. Lacy, superintendent of the company, was here on his way to western North Carolina, to look after the installation of new mills for the development of the company's extensive timber holdings in that section.

R. D. Loftis, superintendent of the east Tennessee mill of the W. M. Ritter Lumber Company, visited Bristol lumbermen last week.

The Carolina, Clinchfield & Ohio railroad, which is being built by George L. Carter of this city is rapidly extending its lines through Dickinson county, Virginia to Elkhorn City, Ky. While under construction the road in that section will be known as the Elkhorn City Southern, but is in reality a western extension of the new Clinchfield route. The road penetrates a timber region rich in poplar and hardwoods. Its construction will give Dickinson county, which is rich in virgin hardwood timber, its first railroad, and it is believed that it will be followed by greater activity in lumber manufacturing in that section. Already extensive logging operations are going on in Dickinson county and the Big Sandy river.

J. A. Wilkinson, the well-known Bristol manufacturer, reports a splendid business outlook for 1910. During the past year Mr. Wilkinson has materially augmented his timber holdings in Virginia and West Virginia.

Bird M. Robinson of New York, who, with his associates, is heavily interested in coal and timber lands in east Tennessee, was in Bristol this week and stated that the outlook for the more rapid development of these properties was good. Mr. Robinson has extended the new Tennessee railroad, from Oneida, Tenn., into a

rich timber region, where several large mills have been installed, along Little river.

E. Stringer Boggess of Clarksburg, W. Va., and J. B. Gray of the same place were visitors on the Bristol hardwood market this week, and spent several days conferring with local lumbermen.

H. M. Hoskins of the H. M. Hoskins Lumber Company is the proud father of a second daughter, at his home in this city.

J. W. Henniger, the well-known manufacturer and exporter of Chilhowie, Va., was a visitor among the Bristol lumbermen this week.

The Paxton Lumber Company reports a purchase of 1,000,000 feet of high-grade dry yellow poplar stock in western North Carolina.

Most of the band mills in this section are running straight through the winter. Only a few have suspended on account of the bad weather, while very few of the country mills are trying to do anything at all until the weather opens up. The roads in this section, especially in the rural districts, are almost impassable at this season of the year, though much stock which was hauled to the railroads last fall is being shipped out.

### LOUISVILLE

Transportation by rail and river has been the subject of most interest at the recent Hardwood Club meetings. On January 11, the club was addressed by Fred H. Behring, assistant general freight agent of the Southern Road, and by R. L. McKellar, freight traffic manager of the same system. Both discussed freight rates in an interesting manner. Visitors at the meeting were Mr. Chamberlain of John M. Woods & Co., Boston; W. D. Johnson of the American Lumber & Manufacturing Company, Pittsburg, and Hugh McLean of the Hugh McLean Lumber Company, Buffalo.

The following gentlemen formed a committee that took a trip to Indianapolis for a day last week to invite the Hardwood Club of that city to attend the convention of the National Hardwood Lumber Association, which meets here this year: H. J. Gates and Ed. D. Shippen of the Louisville Point Lumber Company; E. L. Davis of the Edward L. Davis Lumber Company; Barry Norman of E. B. Norman & Co., and T. M. Brown of W. P. Brown & Sons Lumber Company. At the last meeting the matter of entertaining the convention was discussed in an informal way, and is very probable that the convention will be held the first half of June.

While business has been most satisfactory, considering weather conditions and the time of the year, Mark Brown of W. P. Brown & Sons Lumber Company stated that January 17 was really their first good day that is the first day that had really taxed their capacity. There is a big pick-up in low grades, he reports, and, while the prices are not any too good, there has been more sold during this month than at any time during the last six months.

D. E. Kline of the Louisville Veneer Mills is well pleased not only with business conditions during the past month, but looks forward to the best year of his long career. Mr. Kline has taken a trip South in the interest of the firm, and expects to do a nice business.

E. B. Norman & Co. suffered some loss in the logs that they had stored at Six-Mile Island, part of them having been washed away in the breaking up of the ice. The company is receiving plenty of orders and is kept busy, its only trouble being difficulty in shipping lumber. Mr. Norman says that almost everyone whom they had quoted recently had ordered and he feels sure of a big business for 1910.

The best indication of the feeling of confidence in the prospects for a big year is found in the preparations that different firms are making to handle the business that they expect. The



Norman Lumber Company will occupy a big lot on Magnolia between Ninth and Tenth, some time during the summer, which will double the room it now has. Mr. Norman is very enthusiastic and feels that he is justified in taking over the new ground.

E. L. Davis of the Edward L. Davis Lumber Company states, without hesitating, that Louisville will handle lots of lumber this year. Business is very good with this firm and the most substantial way it can show it is by adding to its present holdings the plant that the Norman Lumber Company will vacate in the summer.

At the Ohio River Saw Mill Company, R. F. Smith has just finished putting in a new 50-horsepower motor and expects business will be much better than normal.

Mr. Spicker of the C. C. Mengel & Bro. Company says the company has made arrangements for a big business in 1910. The importations of mahogany into the United States in 1909 were in the neighborhood of 37,000,000 feet and this concern has already contracted for importations amounting to 12,000,000 feet, or practically one-third of the entire amount of mahogany imported into this country last year, in twelve shipments averaging 1,000,000 feet per month. Mr. Spicker states that the first cargo is on its way now and will be here any day.

D. C. Harris, secretary of the Hardwood Club, was in Chicago the greater part of last week and, while not in the best of health on his return, was busy at his desk Tuesday morning.

H. J. Gates of the Louisville Point Lumber Company reports plenty of orders on hand. He regards prospects for 1910 very optimistically.

The Ohio river has been a matter of much concern to the lumber industry in this section during the last month, especially since the thaw set in about ten days ago. An ice gorge which formed about eighty-five miles below Louisville, at a point called Wolfe Creek, caused an unnatural rise in the river of some twenty feet. C. C. Mengel, chairman of the Louisville Board of Trade, River Navigation Committee, sent a telegram to Senator Bradley and Representative Swager Sherkey at Washington, urging them to seek immediate relief from the Secretary of War and to have him give orders to local government engineers to have the gorge dynamited. Luckily, the thaw beat the dynamite, and unless heavy rains continue above, the danger is now over with.

Business men in general in Louisville and vicinity are so well pleased at the news from Washington, concerning the agreement for the appropriation for the improvement of the Ohio river, that the Commercial Club will arrange a big jollification to celebrate what is considered a great victory. The Commercial Club has sent a telegram thanking President Taft for the interest he has shown in the improvement in the Ohio in his message to Congress.

According to the agreement reached in the Rivers & Harbors Committee on Ohio river improvements, \$60,000,000 will be spent on an average of \$5,000,000 a year for twelve years.

The report of the Louisville & Nashville Railroad, for the part of the fiscal year beginning July 1 and ending January 31, shows an increase in the earnings of \$2,443,798, and a later statement of the controller of the road shows that the revenue for the first week of January of this year was \$104,255 more than for the same week of 1909.

At a public meeting at the Galt House February 3, under the auspices of the Kentucky Railroad Commission, the proposed new car service and demurrage rules, urged by the Interstate Commerce Commission will be discussed. It is very probable that the new code, which differs but little from the old one in effect here, will be accepted, as very good reports come from Indiana, where they are now in force. The new rules differ from those now in effect in that they incorporate what is known as the

average agreement. It means that if a shipper takes only twenty-four hours in which to unload a car, instead of forty-eight, he will be given credit for one day in unloading another car of the same kind of merchandise.

John Hancock, engaged in the lumber business at Rumsey, Ky., and one of the best known lumbermen in the Green River Section, died recently at Evansville, Ind., aged fifty-two years.

## ASHLAND

The W. H. Dawkins Lumber Company elected the following officers at its annual meeting: W. H. Dawkins, president; D. G. Dawkins, vice-president, and W. E. Berger, secretary and treasurer. This company reports 1909 as a very satisfactory year of business, having sawed over 10,000,000 feet of poplar lumber. It has on hand at the present time a large stock of lumber and a nice lot of orders at prices much more satisfactory than sixty days ago.

The Licking River Lumber Company received advice from its Farmers, Ky., office that it has on a very high tide in Licking river and is receiving large amounts of timber in addition to the large supply it already has on hand. The company has had its sawmill closed for the last three weeks on account of heavy ice, but expects as soon as weather conditions are more favorable to run steadily, as a nice lot of orders for car stock, planking, etc., have been booked. The hardwood flooring factory at Huntington, W. Va., is running steadily and turning out large amounts of flooring which are being shipped to regular customers. The company is erecting another new dry kiln, which will materially increase its present capacity in turning out oak flooring.

The Wright-Saulsberry Lumber Company will be known as the Giles Wright Lumber Company. E. L. Saulsberry disposed of his stock to the other stockholders of the company and will retire from the lumber business after April 1. Mr. Saulsberry will remain in the employ of the company until that time looking after its timber interests up the Big Sandy. The company was organized this week as follows: Giles Wright, president; Charles Kitchen, Jr., vice-president and treasurer, and John Burke, secretary. The management of the company will remain as before. Recently the company installed a new electric plant of its own, which will enable it to operate the mill any extra time necessary. The company reports business very satisfactory and is starting off very encouragingly for the year 1910.

John C. King of the Greenbrier Lumber Company, Neola, W. Va., was a recent business caller here, en route to the company's operations from a business trip through the East. He advises business satisfactory and prospects encouraging for this year.

L. C. Smith of the Cranor-Smith Lumber Company, Prestonburg, Ky., called on our lumbermen, returning home from a trip through Ohio and Michigan. Mr. Smith advises that the buyers are more free with their orders, and prices are more satisfactory than they have been.

Leon Isaacson of the Yellow Poplar Lumber Company, Coal Grove, Ohio, was a business caller in our city, en route to Elkhorn and surrounding territory, looking after the timber interests of the company. Mr. Isaacson says the company is expecting a large run of timber and is working its timber operations very heavily at this time in order that it may have a large supply of logs for this season's run. The new splash dam which was recently completed is valuable in aiding the Yellow Poplar, as well as other companies, in getting their timber through the breaks of the Big Sandy.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, was a business visitor in our city this week in consultation with a number of our manufac-

turers who are members of the association, and had a meeting with R. G. Page and R. H. Vansant, who are members of the Construction Oak Committee. Manufacturers here are looking forward to the coming meeting at Cincinnati February 1, 2 and 3.

## ST. LOUIS

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, reports conditions as satisfactory, although bad roads are somewhat handicapping prompt shipments from the mills. A great many inquiries for all items in the hardwood list are coming in. Orders are also numerous and some of them are of large volume. Good prices are being obtained, owing to the superior quality of the lumber shipped from the Bennett mills.

T. W. Fry, secretary of the Charles F. Luehrmann Hardwood Lumber Company, with his wife, left a few days ago for Florida. They will remain there during the balance of the winter, owing to the ill health of Mrs. Fry. Mr. Fry will make frequent visits to St. Louis, but his stays will be short.

W. R. Chivvis, who makes a specialty in walnut lumber, says the domestic demand is of fairly good proportions, but the export trade is quite good.

Thomas E. Powe, president of the Powe Lumber Company, is feeling pretty good over hardwood prospects. He reports a great many inquiries being received and from indications a great many of the inquiries will develop into orders. As soon as the present disagreeable weather is over and spring opens, he believes there will be quite a rush for lumber.

E. W. Blumer, sales manager of the Lothman Cypress Company, is out on the road again, after remaining in the city only long enough to make an inventory of stock. The company is in excellent position to fill cypress orders and can take care of all that may come in, as they have some twenty-five million feet of high-grade cypress in pile in the St. Louis yards. Mr. Blumer is looking for a big cypress demand this spring, and he also anticipates prices will advance.

L. M. Borgess, sales manager of the Steele & Hibbard Lumber Company, has gone out on a selling trip. He only remained in the city during the holiday season, and then left to cover his territory. From the inquiries that have been received from the territory Mr. Borgess has gone out to cover he will have a good trade.

A nice mill work season is looked for by Albert Behrens, general manager of the St. Louis Sash & Door Works. He says inquiries are coming in nicely and from the amount of building in sight in this section, that will begin to start just as soon as the weather becomes settled, he looks for enough orders to keep their people busy.

Inquiries are coming in well Roland F. Krebs of Krebs Scheve Lumber Company reports. A good many orders are in sight. Several big ones have already been entered on the books.

C. M. Jennings of the Berthold & Jennings Lumber Company has returned home from a two weeks' stay in the East. His trip was a business call.

The stockholders of the North St. Louis Planing Mill Company, at their annual meeting held a few days ago, elected as directors: William Lothman, Henry Luedinghaus, Jr., W. D. Hemenway, John Fix, W. J. Wilderman, W. R. Irvin, Henry Niehaus, F. W. Kuhlman and Henry Speck.

Harry R. Seartz, president of the Colonial Timber & Lumber Company is visiting the mills of the company this week.

E. H. Luehrmann of the Charles F. Luehrmann Hardwood Lumber Company reports a fine business thus far this year. Last year business was heavy and from the way it is beginning this year, there is every likelihood that there

will be another big year. Inquiries are coming in well and are more than satisfactory. The demand for gum, one of the specialties of the company, is heavy and good prices are being obtained and there is indication that they will go higher.

The Garetson-Greaseon Lumber Company is having a good trade and this state of affairs is quite pleasing to W. L. Jones, sales manager of the company. Car material, one of the specialties of the company, is in good demand and some nice orders are being booked. W. W. Dings, who is in charge of the Chicago office of the company, is sending down his usual big orders of this class of material.

George E. Cottrill, secretary of the American Hardwood Lumber Company, reports a good number of orders coming in. Prices, he says, are stiffening up.

The F. C. Moore Lumber Company will vacate the office it has been occupying in the Wright building, about the first of February, and move to its new yard in the north end. The yard is in the lumber district and has good shipping facilities.

A. R. Stevens has severed his connection as the representative in this city and the northern territory for the Bluff City Lumber Company of Pine Bluff, Ark., and gone to his home at Decatur, Ill. His plans for the future have not yet been announced.

Nicholas Steber, secretary of the Grand Valley Lumber Company of this city, died suddenly at his home a few days ago.

### LITTLE ROCK

The Arkansas Retail Lumbermen's Association were guests of the Board of Trade at a smoker on the evening of January 22.

The Grant Lumber Company of Indianapolis, Ind., has paid its charter fees and entered the state, naming Martin Brasccherer of Leola as state agent. The company will operate in the vicinity of Leola. It has about \$40,000 of its capital invested in Arkansas.

The Lucas E. Moore Stave Company has entered the state and will locate a plant at Junction City, with Thomas Robertson as state agent. The company is a New Orleans concern, but has important hardwood holdings in this state.

Another mammoth hardwood concern to enter the state is the Chess-Wymond Cooperage Company of Louisville, Ky. The company is now erecting a plant at Mountain View, where it recently purchased 10,000 acres of hardwood. Savage Mabray of Mountain View is to manage the plant, it is said.

An interesting fact in lumber circles was the marriage of E. W. Frost, the millionaire Texarkana lumberman, to Miss Beatrice Walters of Atlanta, Ga., the wedding taking place last Wednesday at the home of the bride's sister in Atlanta. Colonel Frost is one of the best known lumbermen in the Southwest, having extensive interests not only in Louisiana and Arkansas, but recently connected with St. Louis lumber enterprises.

According to A. V. Alexander of Fort Smith, the lumber conditions are now better than they have been in Arkansas at any time since the panic. Prices are stiffer and the demand, for the first time, has exceeded the supply. He is very sanguine as to the prospect for the lumber interests, both in hardwood products and in pine.

### NEW ORLEANS

Several hardwood men will attend the meeting of the Hardwood Manufacturers' Association at Cincinnati February 1, 2 and 3. Exporters of this section are much concerned in the deliberations of the meeting and a number of the leading local exporters will be on hand.

Announcement is made that the new hardwood

and stave mill of the Dalton-Clarke Stave Company at Colfax, La., is rapidly nearing completion and will soon be ready for operation. The plant is one of the largest of its kind in this state. Verne J. Blow of Tennessee, E. L. Morgan of Alexandria, La., and the Dalton-Clarke people are behind the project. They control large tracts of hardwood timber in the vicinity of the mill.

The Erath Carriage Company has been incorporated at Erath, La., to manufacture carriages, wagons, spokes and other products of hardwood. J. E. Kibbe, A. C. DeRouen, Leonce R. Landry and others are the incorporators.

It is announced that W. E. Leeds of Camden, Ark., will establish a heading mill at Delhi, La.

The Southern Crosstie Company and the Bryan Black Lumber Company are among the newest institutions incorporated here to do a general lumber business. Each has \$50,000 capital. One will devote most of its attention to crossties while the Black company will export lumber and timber. Louis R. Hoover, E. H. Wharton-Davies and Douglas W. Davies are the incorporators of the Southern Crosstie Company, while Bryan Black, Charles Hamlin Black and Graham Sinclair Black are behind the other project.

### MILWAUKEE

The reports that Charles H. Van Hise, president of the University of Wisconsin, criticized the present administration at Washington in his recent St. Louis speech on conservation have been denied by the well known authority. He believes that President Taft is adhering to his declarations made on conservation.

The Wisconsin Furniture Company of Milwaukee has increased its capital stock from \$75,000 to \$150,000.

The Boutin Timber Company of Superior has increased its capital stock from \$100,000 to \$200,000.

The Maxson Lumber Company, recently incorporated at Milwaukee with a capital stock of \$50,000, has elected the following officers: President, George M. Maxson, Milwaukee; vice-president, Leverett C. Wheeler, Milwaukee; secretary, E. H. Maxson, Stratford, Wis.; treasurer, C. L. Stephens, Milwaukee. George M. Maxson, president, is secretary of the Cooper & Maxson Lumber Company, now being dissolved. A general wholesale lumber business will be carried on by the new company.

The Hackner Altar Company of La Crosse has been incorporated with a capital stock of \$50,000 by Egid Hackner, J. W. Hackner and J. M. Hackner.

The railroads running through the Wisconsin lumber country are making record breaking log shipments at the present time and have been forced to operate special logging trains. Mills in general are receiving a heavy log supply this winter.

The Fond du Lac Church Furnishing Company of Fond du Lac has increased its capital stock from \$30,000 to \$50,000. The following officers were elected at the recent annual meeting: President, M. O. Pillsbury; vice-president, C. B. Miller; secretary and treasurer, N. W. Sallade.

The Barker & Stewart Lumber Company's sawmill at Wausau has been placed in operation and the management expects to cut at least 30,000,000 feet this season. The company has secured its logs from Glandon and the cut will consist largely of hardwood and hemlock.

The former Thompson sawmill at Washburn, now owned by the Stearns Lumber Company, is being repaired and remodeled preparatory to a busy sawing season next spring.

The Brooks & Ross Lumber Company's sawmill at Schofield has been placed in operation. The company expects to cut at least 30,000,000 feet.

The annual meeting of the Stevens Point Company, a well known local concern at Stevens

Point, resulted in the election of the following officers: President, W. J. Clifford; vice-president, N. A. Week; secretary and treasurer, A. R. Week; boom master, D. C. Whitney.

The large sawmill of the Northwestern Lumber Company at Stanley is again in operation after a short closedown to permit necessary repairs to be made.

The Racine Manufacturing Company, manufacturers of automobile bodies, whose plant at Racine was destroyed by fire some weeks ago, is installing new equipment in a temporary plant. Work on the new plant will begin next spring. Announcement has been made that the company may take up the manufacture of the finished automobile.

Charles H. Law of Menominee, Mich., has disposed of his drug business and will accept an executive position with the J. W. Wells Company at its proposed hardwood flooring plant at Menominee, Wis. Mr. Law is a son-in-law of J. W. Wells.

Alexander Stewart, well-known lumber manufacturer of Wausau, accompanied by his two daughters and his son-in-law, is making a three months' tour of Egypt, France and England.

Negotiations were in progress in Milwaukee recently in regard to another large timber deal by which Walter Alexander and several business associates of Wausau, Wis., will acquire a large tract of southern timber lands now owned by Minneapolis parties.

The Badger Box & Lumber Company of Grand Rapids is securing logs taken from land in the vicinity that only forty years ago was a wet hay marsh. Lumbermen say that this shows what is possible in practical reforestation.

The plants of the Fond du Lac Church Goods Furnishing Company and the Pope Boat Company are operating at full capacity.

J. T. Phillips, general manager of the Diamond Lumber Company's sawmill at Green Bay, Wis., has returned from the annual meeting of the company held at Saginaw, Mich., and from the annual meeting of the United Lumber Company at Ruston, La., of which he is the president.

Frank Young, connected with the Barker-Stewart Lumber Company for the past four years, has resigned to accept the general management of the Loewenthal & New Company, formerly the Wausau Excelsior Company, of Wausau.

The Racine-Sattly Company, well-known implement manufacturers of Racine, has taken up the manufacture of automobile bodies and within a short time will be ready to turn out a complete automobile. A. L. Folk of Reading, Pa., has been placed in charge of the new department.

The Walter Alexander Timber Company of Wausau has purchased from the E. J. Anderson & Son Timber Company, also of Wausau, a large tract of hardwood and hemlock timber, located in northern Wisconsin and Michigan.

The plant of the Webster Chair Company at Superior is again in operation after a closedown pending the completion of the annual inventory and the installation of repairs.

The Wisconsin Handle Company, recently organized for the purpose of manufacturing handles of all kinds, is remodeling the Pankratz mill at Sturgeon Bay and installing new machinery.

The Turpentine Syndicate, recently incorporated at Grand Rapids, Mich., for the purpose of manufacturing turpentine from stumps from cutover lands, is endeavoring to secure 50,000 acres of land near Wausau, Wis., in order to erect a plant at the latter place.

The Layton Park Woodwork Company of Milwaukee has been incorporated with a capital stock of \$25,000 by George O. Franke, August F. Knoll, Fred A. Knoll, Fred Dews and William Jens.

## WAUSAU

The Fullerton-Krueger Lumber Company, a Minnesota corporation, with a capital stock of \$25,000 and Wisconsin interests of \$12,500, has filed a statement to transact business in Wisconsin. John D. Kenneby of Larson is the Wisconsin agent of the company.

For a day recently there was exhibited in the office of a hotel at Marshfield a picture that attracted unusual attention. It was the work of an artist, but was not done with brush and paint. It was an Egyptian scene, and showed the pyramids in the distance and a life-sized lion in the foreground. The whole scene was worked out in thin veneer glued to a backing. The coloring, which was very true, was produced by using different varieties of veneer. The picture was 6x3½ feet in size. The designer is a Chicago man, but the greater part of the work was done in the Roddis Veneer Company's factory in Marshfield. From a distance, so neatly were the different shades of veneer blended, that it looked very like an oil painting.

The F. MacKinnon Manufacturing Company of Grand Rapids has put its hub mill in operation again after several months' idleness. The company has contracted for about 600 carloads of logs, which it is thought will be insufficient to fill its present orders.

The Quaw Lumber Company has put its mill at Edgar in operation again, after being idle since last spring. The company's main office is located at Wausau.

The Roddis Lumber & Veneer Company's mill at Park Falls has started sawing on a stock of 8,000,000 feet of logs. Besides owning fifteen miles of logging railway, the company has 23,000 acres of land, containing some of the finest virgin timber to be found in northern Wisconsin.

Sumner Prescott, secretary and treasurer of the Prescott Company of Menominee, manufacturers of sawmill machinery and builders of sawmills, has disappeared. An investigation has shown that a reorganization of the company is necessary. It is planned to reorganize with a capital of \$450,000. Overbuilding and extension of business on a limited capital are said to be the causes of the present condition of the company's affairs.

The fifty-second annual winter run of Senator Isaac Stephenson's sawmill in Marinette began a few days ago when the Ludington mills were started. Senator Stephenson has been engaged in the lumber business for sixty-two years, beginning his operations on the Escanaba river.

It has been announced that the A. H. Stange Lumber Company of Merrill has purchased 250,000,000 feet of timber, which will be shipped to and sawed at Merrill.

D. E. Riordan of Ashland has just closed a deal for the G. F. Sanborn Land Company of that city, which is selling its land and timber holdings in Wisconsin and Michigan as rapidly as possible. The deal just completed is for a tract of hardwood located near Lake Gogebic and involves a consideration of more than \$100,000. Senator Isaac Stephenson was the purchaser. About 7,400 acres are included in the tract. All of it is situated in Ontonagon county.

Three of the five mills in Marinette will be operated this winter, Nos. 1 and 2 of the N. Ludington Company and No. 1 of the Sawyer-Goodman Company.

Although \$100,000 was the amount set by the La Crosse Industrial Association, and the amount has been subscribed, subscriptions are still coming in unsolicited. The association will be capitalized at \$125,000 and articles of incorporation have been filed, with the following named as incorporators: E. M. Wing, William Doerflinger, F. W. Sisson, G. S. Vanbucken and A. R. Schmitt. The association will spend

\$25,000 per year to secure new industries for the city.

There is not an idle manufacturing plant in Fond du Lac this winter, and every factory is taxed to its capacity. The F. W. Grondt Broom Company, which consumes a considerable amount of hardwood for broom handles, has moved into larger quarters. At Oshkosh manufacturers look forward to a prosperous year. The Paine Lumber Company is building a brick factory building and dry kilns. The R. McMillan Lumber Company has completed a new brick factory which will be occupied soon. The trunk manufacturers of the city predict a big year's business, with advanced prices. The furniture manufacturers say that the market is overstocked, but that good prices are looked for, and that there will be some advances along certain lines. In Wausau every woodworking plant is in operation except the mill of the Alexander Stewart Lumber Company, which is closed because of a shortage of cars with which to ship logs.

With a capital of \$10,000,000 the Mitchell-Lewis Company of Racine has been incorporated, an amalgamation of the Mitchell Motor Company and the Mitchell & Lewis Company. The reorganized company will manufacture automobile bodies. With the combination the control of extensive plants in Minneapolis, Chicago, Portland and Paris will come under the single company. New buildings costing over \$500,000 will be constructed at once. Architects are drawing plans for a four-story building 150x400 feet and a one-story building 162x250 feet.

## SAGINAW VALLEY

The snow is very deep in the lumbering districts in this section, ranging from twenty inches to three and a half feet, and in some localities it interferes seriously with active logging operations. North of the Straits some camps have quit trying to operate until the snow settles. Generally, however, good progress has been made and an unusually large stock of logs will be secured. The large firms are getting in all the stock available and there are more small operators than usual in the woods, owing to the good prices lumber is bringing and the excellent outlook.

Thomas Denton of Saginaw has a crew in the woods getting out 70,000 cubic feet of rock elm timber for the Quebec market. Mr. Denton purchased a large body of timber in Wexford county, and is operating there.

W. B. Tubbs of Gladwin has bought a body of hardwood timber near that place, and will put up a portable mill, where it will be manufactured.

The plant of W. D. Young & Co. at Bay City is being operated day and night, the larger percentage of the stock cut going into flooring, the market for which has greatly improved. This plant manufactured last year 22,659,549 feet of hardwood lumber, considerably more than the average for some years past.

The annual feed and meeting of the Saginaw Valley Lumber Dealers' Association, held at the Wenonah Hotel, Bay City, January 7, was thoroughly enjoyable. At the business meeting, S. L. Eastman was elected president to succeed John M. Miller, and Walter D. Young was elected vice-president. B. C. Bingham was re-elected treasurer and G. P. Waller, secretary, was also re-elected. The menu cards were of curly maple veneer and artistic as well as pleasing from the epicurean viewpoint. Covers were laid for sixty. The organization is largely of a social character, although there is unanimity of action in many matters in the handling of business accomplished by the association.

The Richardson Lumber Company of Alpena operates two saw mills, one at Alpena, which manufactured 2,500,000 feet of hardwood last year, and the other is located at Bay City and runs the year through. It manufactured last year 5,000,000 feet of hardwood lumber.

Charles A. Bigelow resident manager of the Kneeland-Bigelow Company and Kneeland, Buell & Bigelow Company, has been in Detroit the present week attending the quarterly meeting of the Michigan Hardwood Lumber Manufacturers' Association. The two local plants of these concerns manufactured 18,439,953 feet of hardwood lumber last year. Both plants run the year through, the Kneeland-Bigelow plant day and night. The Kneeland, Buell & Bigelow plant will install a new battery of boilers early in April and some other repairs will be made.

At Cheboygan the Cheboygan Manufacturing Company, which has operated a planing mill and factory is building a saw mill which will be in operation early in February. The company is now getting into its yard a stock of logs.

The maple flooring plant of the Hanson-Ward Company at Bay City is rapidly approaching completion. It will be up-to-date and will handle a crew of seventy-five or one hundred hands. It will begin operations within a month.

The lumber firm of McTiver & Hughes at Onaway has dissolved. S. M. McTiver succeeds to the business and will remove his office from Onaway to Perue Spur, where the firm has built a band saw mill of 50,000 feet daily capacity.

Last year R. Hanson & Sons of Grayling erected a fine hardwood mill at Grayling, where they manufactured 3,305,969 feet of hardwood lumber.

## MINNEAPOLIS

Not as many retailers as usual attended the annual meeting of the Northwestern Lumbermen's Association in this city January 18 to 20. The association declared that retailers would not consent to odd lengths being forced and shipped without order. Frank J. Lang, who comes each year to the convention in the interests of the I. Stephenson Company, Wells, Mich., was prevented from attending this year by illness.

E. Payson Smith of the Payson Smith Lumber Company is in Missouri looking after the manufacturing end of the business, accompanied by L. P. Arthur, manager of the Chicago office. Mr. Smith sends word that the prospect is for an advance of \$2 to \$3 on oak this spring. Some additions have been made to the staff of the company. Frank H. Long, formerly National inspector, is now looking after the concern's stocks in Wisconsin. F. S. Barnard of Minneapolis has gone down to Hough, Mo., as assistant manager at the mill of the Missouri Hardwood Manufacturing Company, under T. E. Youngblood. The force in the Twin Cities has been increased by the addition of P. M. Youngblood, a brother of the manager at Hough.

George S. Agnew, the local wholesaler, has returned from a business trip to southern Texas.

The Fullerton-Krueger Lumber Company, recently incorporated, has taken over the business of the Chicago Lumber & Coal Company in Minnesota and Wisconsin, including a hemlock and hardwood stock at Saxon, Wis. The new concern also acts as selling agent for the southern stocks of the Chicago Lumber & Coal Company. J. H. Krueger is president of the company, J. E. Dougherty vice president, and C. M. Smalley secretary and treasurer. E. H. Broughton, who, for some years, has been sales manager here for the Forbes-Everts Lumber Company, a concern with hardwood mills at Van Buren, Mo., has joined the Fullerton-Krueger Lumber Company and has charge of its hardwood department.

## DETROIT

About \$10,000 worth of hardwood lumber, trimmings and mouldings were destroyed by fire in the yards of the H. W. Harding Company

in this city last week. The fire is believed to have originated from a spark from a passing locomotive and owing to the excellent work of the fire department the blaze was confined to one big shed. This shed, unfortunately, contained the most expensive materials in the yards. C. E. Huyette, secretary of the company, says that the electric wiring in the shed was perfect, so that it is believed that a spark caused the blaze. The loss is well covered by insurance.

Congestion of freight cars is still seriously handicapping Detroit hardwood dealers. During the past few days, however, there have been evidences of improvement in the situation and some shipments long overdue came to hand. Some of the dealers have been waiting four and five weeks for shipments, which the railroads now expect to deliver during the next few days.

John Dudley of the Dudley Lumber Company, Grand Rapids, visited with Detroit lumbermen last week.

The Lumbermen's League gave a banquet at the Log Cabin Inn last week, with twenty-two members in attendance. John Stewart of the Kotcher Lumber Company acted as toast-master and was on the job every minute. Most of those present are members of the lumber bowling league and the bowling abilities of the guests were the subject of many of the toasts. Every one voted the little spread a big success and many similar gatherings are planned for the future.

The Lake Lumber Carriers' Association, at its annual meeting in Detroit last week, discussed the advisability of a raise in freight rates for next season. The general sentiment of the members seemed to be that rates should be boosted, but no definite action along this line was taken. It is believed, however, that before the opening of navigation a new schedule of rates will be announced. The association elected the following officers: President, E. L. Fischer of Cleveland; O. W. Blodgett, Bay City, first vice-president; E. M. Carelton, Cleveland, second vice-president; W. E. Holmes, Chicago, third vice-president, and W. D. Hamilton, secretary and treasurer.

C. W. Kotcher and daughter have sailed for a month's cruise through the West Indies. Before returning to Detroit they will visit the Panama canal.

### GRAND RAPIDS

Three companies held annual meetings January 19 in the offices of Winchester & Daniels, Michigan Trust building, the election of officers resulting as follows: Turtle Lake Lumber Company—President, Walter C. Winchester; vice-president, W. S. Winegar; secretary, George B. Daniels; treasurer, Henry Idema. In addition to the officers the board of directors includes J. J. Foster and F. C. Miller. Vilas County Lumber Company—President, John J. Foster; vice-president, L. H. Withey; secretary, Walter C. Winchester; treasurer, Henry Idema. In addition to the officers C. W. Johnson, of Greenville, is a member of the board of directors. McKenzie River Timber Company—President, Walter C. Winchester; vice-president, J. H. Bonnell; secretary, Claude Hamilton; treasurer, Henry Idema. Besides the officers the directorate includes L. H. Withey, C. C. Follmer, J. J. Foster, B. S. Hanchett and B. P. Merrick of this city, E. G. Filer and R. R. Blacker of Manistee, Frank S. Gibson of Greenville and Charles H. Chick of Portland, Ore. The McKenzie Company is a large holding corporation owning stumpage in Washington.

The Hackley-Phelps-Bonnell Company held its annual meeting January 17 and re-elected the following: President, W. A. Phelps; vice-presidents, John H. Bonnell and Henry Idema; secretary, Otis A. Felger; treasurer, Charles A. Phelps. In addition to the officers the board of directors in-

cludes Dudley E. Waters and Roy S. Barnhart. Reports read showed a successful year's business and a dividend of 6 per cent was declared.

New corporations of the state include the Sands-Heydon Lumber Company of this city, capital \$100,000, of which \$50,000 has been subscribed. The incorporators include Charles A. Sands, \$32,400; William Heydon, \$17,500; McGeorge Bundy, \$100. The company has timber holdings in the upper peninsula and elsewhere.

The January furniture sales are nearly over in this market. It has not been a big season so far as business goes, but still ahead of a year ago, and the manufacturers are feeling well over results. Case goods, especially in the cheaper ends, have had a slow sale, the advance in prices probably having something to do with it. Manufacturers of upholstered furniture, chairs, office desks and summer goods have made excellent sales. Nearly forty lines of furniture were destroyed by the burning of the Furniture Exchange building January 12, and these exhibitors were hit hard, inasmuch as the fire occurred at the opening of the season. Only four of the lines were insured.

Oak and mahogany are still the principal woods used. Never before has the market witnessed any such display of English period stuff, which of course requires oak. Less Circassian walnut is being used. The use of gum is slowly creeping in and high grade concerns, as the Grand

Rapids Chair Company, are using considerable of this wood. The Carrollton Furniture Company of Covington, Ky., is using large quantities of quarter-sawn gum in its bedroom furniture, calling it Kyonyx. The Davis-Birely Table Company of Shelbyville, Ind., is also a large user of southern gum.

George F. Williams, president of the Williams Brothers Company, manufacturers of last blocks at Manton, and Mrs. Flora A. Compton, also of Manton, were married in the parlors of the Livingston Hotel in this city January 18. News of the marriage will be a pleasant surprise to their friends in Manton. Mr. and Mrs. Williams left next day for San Antonio, Tex., where they will spend the winter.

Ewing & Son are putting in a sawmill at Dowagiac and will cut Michigan hardwoods.

The Walloon Lake Lumber Company, of which John Grund of Boyne City is manager, has bought the timber holdings of the Henry Starkey Lumber Company in the vicinity of Arcadia, in Manistee county, and will put in a band mill in the spring.

G. A. Swanson has bought of Henry W. Carey 440 acres of timber, eight miles west of Tustin. A sawmill will be put in; it is estimated there is a three years' cut.

Marcus Schaff of Munising has been offered the position of state forester at a salary of \$1,200.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

The consensus of opinion among Chicago lumbermen seems to be that there is a good market for most woods, the trouble now being in delivery of orders, as it is next to impossible to do any considerable hauling under the prevailing weather conditions. Sixteen hundred feet is considered a pretty fair load, and there is no telling when even that much will reach its destination. As a consequence local men are not soliciting trade, as they can't produce the goods when they do get orders.

As a rule there is not much tie-up in stock coming in, although some concerns report shortage in certain lines. There seems to be a scarcity all along the line in red and white plain oak, in one's and two's, especially in 5/4 stock, the lower grades being plentiful. Prices seem to be holding their own fairly well, plain red oak uppers being quoted as high as \$52.

Birch has a good market and is on a steady rise, especially the better grades. Some people report difficulty in filling orders in those grades.

Poplar, of course, shows the usual scarcity in wide stock. It won't be long before owners of virgin poplar will be able to command their own prices on this kind of stock. The other grades are not producing prices commensurate with the cost. A rise in poplar values will tend to boost gum, which can be substituted for it in boxes, etc.

Ash and hickory are holding a pretty steady price, as the wagon works are not influenced by the inclement weather.

Cherry, especially in the higher grades, is moving briskly and commands good prices. One firm quotes \$90, \$60 and \$26 on cherry.

Basswood and the lower grades of walnut are very slow in moving.

The flooring people report slack trade, owing to the general tie-up in building operations of all kinds. However, the market exists and all that is necessary to start things going is a breaking up of the weather. Quartered oak flooring is bringing as much as \$85. Clear plain oak brings \$54 and maple is worth from \$40 to

\$42 for clear, \$34 to \$36 for No. 1 select and \$22 to \$24 for No. 1 common.

On the whole, while things are not brisk at present, owing to the difficulty of delivery more than anything else, there is a general feeling that March and April will see conditions back at normal or perhaps better. There is no reason why the trade should not be back where it was before the panic.

### NEW YORK

The hardwood market at New York is firm, with prices strong and good lumber scarce. Any special orders, particularly in good-grade lumber, are hard to place and mill connections hard to arrange. The outlook for 1910 points to a strong hardwood market, especially in good-grade lumber, with every indication that the low-grade market will move up sympathetically. It is certainly no time to sacrifice stock in good-grade lumber.

The local market seems to be taking its proportion of good grades of hardwoods for this season of the year, with oak, poplar, ash and chestnut perhaps most in demand. Prices are ruling exceedingly firm and the year opens full of promise.

### BUFFALO

All lumbermen predict that the coming year will be a very active one in lumber, as well as in other general branches of business. Nothing is lacking but the full stocks of lumber that used to be available. There is enough to get along with, but even that will not be said very long, at least of hardwood lumber. So it behooves everyone in that trade to make the most of his stock, by getting hold of as much as he can and selling it almost as if he did not expect to get any more.

All prices are firm and there is every expectation of better prices as soon as the season is fairly open. Buyers anticipate it, for they are trying to make purchases for delivery all through the summer.

Prices have not changed much yet, but quartered oak is scarce enough to command almost any price. The rule is getting to be, though, that the buyer has about given up looking for quartered oak and is using plain oak, chestnut and birch instead. There is all of the former firmness and activity in poplar and the other southern woods, cypress and yellow pine, cypress being firmest but yellow pine getting over the unsteady state of that market last fall. The lesser hardwoods, maple, elm and basswood are doing well, though only maple is at all plenty. Black ash is strong.

### BOSTON

There has not been much activity in the market for hardwood lumber since the middle of last month. Consuming manufacturers have been small buyers for several weeks and the retail yard trade has ruled quiet. Large buyers have been busy taking account of stock. However, beginning with February, an improvement in demand is anticipated. A very firm tone has been maintained in the market even in the absence of active trading. It is expected that the spring demand for hardwoods will be large. Furniture manufacturers are doing a fair business but at present are not in the market for very large lots of lumber. Manufacturers of interior house finish have a fair amount of business on hand and look forward to a good trade when the season opens.

The market for mahogany has developed a little more strength, but demand has not improved much. The local market for veneers is not active and prices have been cut in some cases. It is reported that more trouble over the cutting of prices has been encountered in the West than in the East. The market for African mahogany is firmer. The call for quartered oak has developed more strength. It is reported that one-inch, one's and two's, has been sold at \$92, but the general price for business ranges from about \$88 to \$90. The call for plain oak is moderate, but prices are well held. Ash and maple are in good demand with firm prices. North Carolina pine has not been in active call, but it is predicted that an advance will be seen in the market before long.

### PITTSBURG

Hardwood men are feeling good. The trade is opening up for 1910 in a way which gives them great hopes of a busy season. The total sales so far this month exceed those of the entire month of January, 1909. The attitude of purchasing agents and contracting firms, as well as retailers, indicates a very pronounced improvement in the general hardwood situation. Inquiries are sharp and spicy. There is no hesitancy about what buyers want. They realize that stocks must be replenished and increased if they are to profit largely by 1910 prosperity. Manufacturing concerns especially are beginning to worry about the situation and are keeping their buyers busy getting stocks in line which can be turned into finished material between now and spring. The furniture, carriage, handle and implement trades are well aware that there will be an enormous demand for their product and they are getting ready to turn out by far the largest year's stock that they have ever produced. Especially favorable is the situation with automobile manufacturers. Hardwoods are going to these plants in larger quantities than ever before and woods which have never been used to any large extent are now being substituted for old time stand bys. Mills in Tri-State territory have been hampered by the heavy snows recently, which have prevented logging to a considerable extent. Their stocks are only fair and all these plants have orders on their books to take practically all the logs they

will have cut by March 1. Price relations are being more firmly established every day and there is no doubt in the minds of Pittsburgh wholesalers but that a substantial increase in the level of hardwood quotations will be made very soon.

### PHILADELPHIA

Notwithstanding the usual lull in the eastern field at this time, which permits of the necessary stocktaking and the striking off of balance sheets, reports coming in from all sides show considerable animation in trading. The year 1909 has closed with a satisfactory showing and every indication points to a bulging prosperity for 1910. Building work is being planned for the near future to the extent that, if allowed to materialize, will make the coming year a record breaker. Furniture factories, carriage and automobile body makers and flooring men are active and everywhere there prevails a strong optimism as to the promise of a prolific and enduring business period. In spite of these encouraging features, however, reports from the mill centers show a scarcity of stock in the standard hardwoods with very little prospect of accumulation for some time to come.

Very little is heard in this section concerning the possible outcome of the controversy between the allied engineers, trainmen and switchmen, and the railroad operators, which has been going on for some time, but those who are keeping in close touch with the affair are apprehensive that a strike is not only a possibility but likely to become a dismal verity if an amicable agreement is not effected in the near future. A disaster of this kind would tie up nearly all industries, especially the shipping of hardwoods, consequently it is deemed advisable to urge upon the buyers the extreme necessity of securing their stock before it is too late.

### BALTIMORE

The year has now been well started on its way and the hardwood men have had an opportunity to get an idea what the future is likely to bring forth. The quiet during the holidays has been succeeded by a measure of activity which is encouraging, and while the trade can hardly be said to have entered upon a stage of exceptional demand, the results are regarded as eminently satisfactory. Prices have held firm, various instances of advances being noted, and the tendency seems to be toward still higher figures. Manufacturers are beginning to push operations in the expectation of an inquiry which shall exceed the ability to supply lumber.

The virtual removal of the car shortage has aided the distribution of lumber, with the result that the stocks at the mills are perhaps even smaller than they were at the beginning of the winter. Low-grade oak and other woods, though still plentiful enough to take care of such needs as are likely to develop, have ceased to be a troublesome problem, and where one dealer reports that January so far has been rather quiet with him, two or three others say they are doing much better than they had anticipated. The inquiry has become decidedly brisk, from domestic points as well as from abroad, and an interest in supplies is shown such as has not been exhibited for a long time. The holdings abroad have been stripped to a large extent of their good stocks, and buyers who would get more of them are compelled to meet the prices of the exporters. The furniture factories and other plants here are very busy, and are buying in liberal quantities, though some hesitancy prevails about paying the current quotations. The bidding for lumber in the milling sections is said to be quite spirited, and the prices paid indicate unmistakably that the exporters entertain high hopes of good returns. Such of the local yards as

laid in extensive stocks state that they are having many calls and doing a very acceptable business.

### CLEVELAND

The Cleveland market is not quite as active as it was a short time before the holidays, but the dealers say they are well satisfied with the volume of business and the outlook generally. Many local and suburban yards are getting their bearings preparatory to stocking up for a heavy spring business.

Quartered oak and poplar are leaders in the hardwood market. Poplar is in great demand by the auto body makers, while choice oak and mahogany for interior finish is also moving well. Other hardwoods have not changed much in the past month. There is a tendency, however, to strengthen prices as the spring season advances.

### COLUMBUS

The market in hardwoods in central Ohio has recovered from the dullness incidental to the holiday period for inventories and orders, and inquiries are actively coming in from every direction. Prices in all grades rule stronger and advances have taken place in certain grades of oak and poplar. The entire list has been on the advance and lumbermen in every department of the trade believe that prices will grow higher as the season advances.

The car situation has improved. Jobbers are getting caught up with their orders and dealers and manufacturers are not caused any inconvenience waiting for deliveries.

Traveling salesmen who penetrate every part of the country report a healthy condition among dealers. Stocks generally are short for the season of the year and they believe that a much better demand will develop in a few weeks at the most. Manufacturing establishments are running on full time and their supply of material is also short. Agricultural implement factories are in the market for a larger supply of hardwoods and the same is true of automobile concerns and car works. In fact, every branch of the trade, including the furniture industry, show decided gains. The demand for both quartered and plain oak is strong and the supply limited. Red oak, firsts and seconds, advanced \$1 per thousand in the past week. Chestnut is also stronger and the same is true of the various grades of poplar. Hickory is wanted in many places.

### CINCINNATI

During the past fortnight the hardwood market has shown only a fair volume of business. Still, there is a confidence in the future that adds good spirit to the general trade conditions. The weather has interfered seriously with outdoor operations the past two weeks and in many cases mills have been forced to close. A few days of fair weather, however, have worked wonders in the outside operations, and the delayed shipments have caused an apparent activity about the yards.

White oak, both quarter-sawed and plain, is still playing the star role in the hardwood market. Select quarter-sawed white oak of good figure and ten inches in width or over is being quoted at the century mark; some transactions at \$90 and close to that figure are noted, while the average run of quarter-sawed in the market is bringing about \$80. Red oak is in good supply for both quarter-sawed and plain, and a good volume of trade is being transacted. Chestnut is not showing much animation at present, but there is a steady inquiry for good lengths of one's and two's, with a wide difference between buyers' and sellers' views. Sound wormy chest-



nut is not as active as during the early winter weeks and at present quite an abundance is being offered. Much of this, however, is of inferior grade, and prices realized are very low. A fair volume of business is done in ash, with no changes of note in quotations. Stocks are equal to the demands of the market. Hickory is in fair request for wagon-makers and carriage-makers' stock. Quotations remain the same.

The transactions in poplar for the past fortnight have been far in excess of any other class of lumber, and the activity has been more marked. There has been a fair call for good, clear wide panel stock, while the supply has not been equal to the demand at any time; selected lots of clear wide poplar bringing very fancy prices. The automobile trade has been the heaviest line in the buying, and will probably continue to be the strong feature of the market for the coming spring and summer. Medium grades of poplar have continued in active demand from furniture and carriage manufacturers, and the very large stocks that have accumulated bid fair to be heavily reduced as the season advances. There is much encouragement in the present prospects for the very rapid reduction in the large volume of low-grade stuff, which

threatened for a time to load up the market. The improvement in manufacturing conditions generally, has opened up an activity in the box manufacturing industry, and with the box factories working overtime it will not be long before the steady consumption will cause an advance in the low grades.

There is not much stirring in the export business. A large stock of walnut is accumulating, owing to the weak foreign market. The demand from American manufacturers is small, and some of the holders are not entirely satisfied with prevailing conditions. Cherry is also accumulating to quite an extent. Two large concerns, which specialize in walnut and cherry for the export trade, claim to have heavy stocks and complain of the poor chance of moving them at an early date.

The veneer cutters are all working full time, with the demand good; more especially is this true of quartered oak, mahogany and Circassian walnut veneers. There is a good sale of fancy wood stock. Thin lumber for light box manufacturers is in fairly active demand.

### TOLEDO

Annual inventories of hardwood stocks show the local supply to be somewhat above normal. Dealers, however, are disposed to buy everything that comes along in the shape of hardwoods and apparently have unbounded faith in the future of the business. A slight lull followed the holidays, but this in turn was followed by unusual activity and a general rush of orders. Wide poplar has been the feature recently, having advanced in price considerably within the past sixty days. The call for this material is coming from automobile concerns, whose wants it seems impossible to supply. Holders of poplar 24-inch and up are asking and receiving fancy prices for this stock. All grades of poplar are looking up. Inch maple has been very strong and prices have made a material advance. Maple flooring is also hard to get and is selling at higher prices. Birch has also been coming to the front with but limited supplies and strong demand, prices going up from \$2 to \$4 per thousand within the past few weeks. Ash, elm and basswood are all holding their own and oak is excellent property. While box materials are a trifle stronger, the supply appears to be plentiful. Factory consumption of all kinds of hardwood is on the increase. Receipts have been held down somewhat recently by heavy storms and transportation difficulties.

### INDIANAPOLIS

Considering weather conditions, the hardwood market is fairly satisfactory at this time. Prices are steady and the demand is increasing as the year advances. There is an especially heavy demand for quartered red and other grades of oak.

Manufacturing plants using hardwoods are all working to full capacity and predict a good year for business. Shipments are moving promptly, except from some localities where traffic has been snowbound. An increase in prices during the spring months is predicted for several varieties of hardwoods.

### MEMPHIS

Most members of the trade report that there is very good demand for hardwood lumber and the volume of business is of satisfactory proportions. Salesmen on the road have been sending a very good run of orders and there has also been a large amount of business on mail orders. Consuming interests are in the market on a fairly liberal scale. Yarding and other distributing interests are also good buyers. The tone of the market is good.

Prices are hardening somewhat. There is an excellent demand for high-grade oak of every kind and low-grade oak is also selling at good prices. Ash is moving well in the higher grades, and No. 1 and No. 2 common is also in request. Cypress is selling well in all grades with the exception of Nos. 1 and 2 common. More demand is reported for high-grade gum and cottonwood and some large sales are reported in No. 1 and No. 2 common cottonwood and gum. Cottonwood and gum boxboards are very stiff. Export demand is fairly active and some improvement is noted in prices on the other side of the water, though domestic business is relatively better than in Europe.

### NASHVILLE

The rough weather of the past few weeks has had quite a demoralizing effect upon lumber operations. The weather has been too cold to admit of much logging on the river. In fact, part of the time there was ice on the Cumberland. The cold weather had almost stopped building in this section. Lumbermen have not been idle, however, and the work of taking inventories of stock has gone merrily along. It is a general feeling among dealers that inventories will show quite a shortage of stock.

With a little break in the weather a few days this week the logging has begun and the rafts are coming down the river. The local market has a healthy tone and the lumbermen feel that they are on the threshold of the best business they have enjoyed since 1907. Inquiries are plentiful and in some instances good orders are being booked. There is quite a scarcity in the better grades of oak and poplar, particularly the latter. In fact, it is said to be very difficult to get wide poplar. Automobile factories all over the country are buying this wood with eagerness, all seeming anxious to get it wide and of high grade, and paying most any price to get it. Plain and quartered high-grade oak is also scarce. Chestnut and maple are in good demand. Dealers in cypress are expecting good business.

With the tide now on in the river enough lumber is expected down to start the mills all to sawing.

### CHATTANOOGA

The hardwood season opens with prospects for a very profitable year's trade. With stocks up to the usual assortment, a large amount on hand, a more than the usual prospect of prices advancing and a good demand, the millman is at ease. The high-grade stock is still most in demand, although the lower grades are being talked about and are moving some. The call for red oak is strengthening some, the demand exceeding the supply. Wide poplar and quartered oak are staple articles in this market.

### BRISTOL

Bristol lumbermen seem satisfied with the lumber market and all declare that they are firm in the belief that prices will move off rapidly during the coming spring. Shipments are heavy for this season of the year and an appreciable increase in the number of orders received is reported since January 1. There is a much better feeling among the lumbermen than has existed for several months and all seem to be most hopeful of the market. Several Bristol concerns have received some very large orders of late, and doing business upon an economical plan, believe they can realize a nice margin under prevailing conditions, though others report that they are handling low-grade stock at an actual loss.

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## LOUISVILLE

In every direction the feeling among hardwood lumbermen is decidedly optimistic, the recent bad weather being the only detriment to a good business: Orders are coming in steadily, and prices on high-grade stuff are firm. While prices for low grades are low, the volume of business done is encouraging. Everything indicates small stocks in the hands of the dealers and collections are fair.

## ASHLAND

The market is very active, and a firmness in prices is noted with considerable satisfaction at this time. Inquiries are numerous and manufacturers are receiving large orders for shipment during 1910.

The past few weeks have been very unfavorable for sawmill men, but they are looking forward to receiving a large supply of timber on account of the high water. A number of them are reporting heavy work in their timber operations, and expect to be in a good position to do a large business this year.

Oak and chestnut are in very good demand; not only in the high grades, but the lower grades are also in greater demand and bringing better prices. Hickory and oak wagon stock is in greater demand than for some time, with prices more satisfactory.

Poplar is called for more than any other lumber on this market at the present time. Panel stock is very scarce, and our manufacturers are receiving very high prices for what dry stock they have. The demand for low-grade poplar has improved and prices are more favorable than they have been for more than two years. No. 1 and No. 2 common grades are being used up very closely by the bevel siding and moulding factories, while No. 3 common is extensively used by the box manufacturers.

## ST. LOUIS

The long cold spell has interfered somewhat with the cut and movement of lumber, but in spite of these drawbacks, trade has been fairly good. Conditions are better and prices are stronger with every indication of going higher. Orders for future delivery are not looked on favorably by dealers and very few of them are being accepted. They know that prices will advance as soon as the building season opens up and they think this will be early this year, owing to the long cold spell that is now on. Conditions in the producing territory are not good. The heavy snow storms have stopped mill operations and little or no cutting is going on. It is this shutting down of the production that is keeping the prices so stiff and it will continue to do so for some time to come. While there is some business being done the volume is not as great as it would be, had better weather prevailed. As soon as the cold weather is over, there is every prospect of a big demand and the dealers are waiting for this time to come. They have their stocks in readiness for a big demand.

## NEW ORLEANS

While the activity in building and the fact that a large number of handsome residences are being constructed is helping the demand for hardwoods, and especially interior woodwork of hardwoods, the general situation in this section has not changed materially in the last fortnight and the local handlers of hardwood report that the market here is inactive. European buyers, though they are showing some little interest in the conditions here, are not going actively after any materials and the demand from that section is comparatively light. Exports have picked up a trifle and the volume of export business handled

has been somewhat larger the last two weeks than during the latter part of December. Mills in this section are turning out fair quantities of stuff but their orders are not sufficiently voluminous to warrant any extra runs. A fair demand from the interior is reported.

## MILWAUKEE

While the heavy snows have tended to demoralize the general wholesale and retail lumber business, the lively demand from manufacturing plants of Milwaukee for hardwoods has placed trade on a fairly satisfactory plane. Milwaukee's heavy machinery manufacturing plants are operating at practically full blast and the natural result is that fairly good orders are being placed in various hardwood lines. The sash and door factories, interior finishing plants and the furniture concerns are in the market in preparation for a heavy building season. The hardwood flooring business is good.

The high price of oak is tending to restrict trade in this line to a certain extent. Basswood and birch are in good demand.

## MINNEAPOLIS

Dealers here say that they have not noticed any revival in country trade. Many retailers have been in the city attending their convention, but they did not do heavy buying, and the bulk of the crowd consisted of line yard managers. There is plenty doing, however, in factory and flooring business. The building activity of the Twin Cities continues without abatement and has been favored by some open weather. The sash and door factories have been very busy getting out orders as they are required, and have been steady buyers of birch, oak and basswood, chiefly the first named. The furniture men have also been in the market, having a prosperous season ahead, if the preliminary signs are correct.

Birch is the king of the market still, and first and second birch is scarcer than hen's teeth. The price has advanced till none is to be had for less than \$37 or \$38, and very little is to be had at that price. As high as \$42 is quoted by some holders, and they expect to get it. Basswood uppers are firm and oak, though not moving much, is also strong at former quotations. The demand for low-grade stock remains light and prices are weak.

## SAGINAW VALLEY

Local trade conditions are satisfactory. There is a fair movement in lumber and the demand is good. Dealers are getting orders from all directions and every hardwood plant is actively employed. There is a shortage in dry stocks of maple, basswood and birch. Prices are very firm and a shade higher in some grades. Some grades are so short of dry stock that manufacturers are shipping lumber not entirely cured. Maple flooring trade is active with every plant in the valley running full time and some day and night. Many saw mills are also in operation, yet the demands for lumber are such that stock is not accumulating. The moment it is fit to ship there is a call for it.

## DETROIT

There has been no material change in the hardwood market in Detroit and vicinity in the past two weeks. The trade showed a slight lull, but is picking up again in a satisfactory manner. Prices are firm and very fair. There is still a steady and consistent demand for maple, oak and poplar. Basswood has picked up strength, several orders for this wood having been placed in this market in the past few days. The factories report a good volume of business.

## ADDITIONAL WANTED AND FOR SALE

For other Wanted and For Sale  
Matter See Page 64

## EMPLOYES WANTED

## WANTED AT ONCE—FOREMAN

for our dimension mill. Must be thoroughly familiar with building and glueing up hard and softwoods, and competent to take full charge of factory, and willing to start at a moderate salary. We would not want any but a first-class man. Address, stating experience, "BOX 19," care HARDWOOD RECORD.

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to sell Northern Hardwoods to consuming trade in Chicago, Michigan, Indiana, Ohio and Pennsylvania. We are manufacturers. Address "Box A," care HARDWOOD RECORD.

## WANTED—HARDWOOD SALESMAN.

An experienced hardwood lumber salesman for the road. Give references. Address, "BOX 12," care HARDWOOD RECORD.

## SALESMAN WANTED.

H. D. Wiggin, Boston, Mass., who has mills in West Virginia, manufacturing Oak, Poplar, Chestnut, Basswood and Buckeye, and has on hand some five million feet dry stock, wants to hire a salesman who has a thorough knowledge of the consuming factories of N. Y., N. J., Pa., Md., Ohio, Ind. and Mich. Will pay high salary to sober, industrious man.

## WANTED

By a hardwood lumber jobber, a first-class office assistant, having practical all-round knowledge of hardwoods and familiar with West Virginia and southern mills; also Ohio, Illinois and Indiana consuming markets. State age, salary and experience. All replies will be held in strict confidence. Address "BOX 16," care HARDWOOD RECORD.

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Tegge Lumber Co.	78
Thompson, Thayer & McCowan	82
Thornton, E. A. Lumber Co.	78
Tindle & Jackson	77
Tomb Lumber Co.	8

Van Kuelen & Wilkinson Lumber Co.	77
Vinke, J. & J.	77
Ward Brothers	18
Webster Lumber Company	78
White Lake Lumber Co.	78
Wiggin, H. D.	9
Willson Bros. Lumber Company	81
Wisconsin Land & Lumber Co.	6

Wistar, Underhill & Co.	8
Wolf-Lockwood Lumber Co.	77
Young, W. D. & Co.	2
Young & Cutsinger	82

## POPLAR.

Anderson-Tully Company	4
Asher Lumber Company	15
Atlantic Lumber Company	1
Crescent Hardwood Lumber Co.	77
Davidson, Hicks & Greene Co.	1
Farrin, M. B. Lumber Company	13
Galloway-Pease Company	14
Graham Lumber Co.	13
Kentucky Lumber Company	13
Ohio River Lumber Co.	81
Radina, L. W. & Co.	14
Ritter, W. M. Lumber Company	84
Swann-Day Lumber Company	14
Vansant, Kitchen & Co.	84
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Yellow Poplar Lumber Company	84

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Alcock, John L. & Co.	9
Anderson-Tully Company	79
Asher Lumber Company	15
Atlantic Lumber Company	1
Banning, Leland G.	14
Barrett-Mitchell Lumber Co.	82
Bayou Land & Lumber Company	13
Bennett, Alf. Lbr. Co.	80
Bennett & Witte	14
Berthold & Jennings	80
Bluestone Land & Lumber Co.	59
Boyd, C. C. & Co.	5
Brenner, Ferd. Lbr. Co.	12
Brown W. F. & Sons, Lumber Co.	78
Burkholder, S. Lumber Co.	82

Cardwell Mill & Lumber Co.	80
Carrier Lumber & Mfg. Co.	18
Cherry River Boom & Lumber Co.	1
Cincinnati Hardwood Lumber Co.	72
Clark, Edw. & Son	60
Clearfield Lumber Co., Inc.	8
Climax Lumber Company, Ltd.	74
Coale, Thomas E. Lumber Co.	8
Coles, John W.	8
Columbia Hardwood Lumber Co.	78
Craig-Vernon Lbr. Co.	82
Crandall & Brown	78
Crane, C. & Company	77
Crescent Hardwood Lumber Co.	77
Curl, Daniel B.	8

Darling, Chas. & Co.	78
Darling, J. W. Lumber Co.	12
Davidson, Hicks & Greene Co.	1
Davis, A. C. Lumber Company	81
Davis, Edward L., Lumber Co.	7
Dempsey, W. W.	75
Drake-Conger Lumber Co.	80
Duhlmeier Brothers	15
Dulweber, John & Co.	13
Estabrook-Skeele Lumber Co.	79
Farrin-Korn Lumber Co.	12
Farrin, M. B. Lumber Co.	13
Flanner-Steger Land & Lumber Co.	79
Forbes-Everts Lumber Company	77
Franeke Lumber Company	81
Freiberg Lumber Company	15

Galloway-Pease Company	14
Garetson-Greaseon Lumber Co.	80
Gilchrist Fordney Company	84
Gillespie, John, Lbr. Co.	78
Graham Lumber Co.	13
Greenbrier Lumber Company	59
Green River Lumber Co.	74
Gustorf, Fred K. & Co.	78
Hackley-Phelps-Bonnell Co.	5
Hardwood Lumber Company	15
Hayden & Westcott Lumber Co.	5
Hazard, Horace G. & Co.	8
Hendrickson, F. S., Lbr. Co.	78
Himmelberger-Harrison Lumber Co.	80
Hoshall & McDonald Bros.	74
Huddleston-Marsh Lumber Co.	74

Indiana Quartered Oak Company	9
Johnson, Edwin D.	78
Kentucky Lumber Co.	13
Keys-Fannin Lumber Co.	75
Kipp, B. A. & Co.	15
Lesh & Matthews Lumber Co.	79
Licking River Lumber Co.	18
Litchfield, William E.	9
Littleford, Geo.	8
Little River Lumber Co.	8

Louisiana Long Leaf Lumber Co.	75
Louisville Point Lumber Co.	7
Love, Boyd & Co.	18
Luehrmann, Chas. F. Hdwd. Lbr. Co.	18
Lumber Shippers Storage & Commission Co.	78

Maisey & Dion	78
Maley, Thompson & Moffett Co.	13
Maley & Wertz	82
Massengale Lumber Co.	2
McIlvain, J. Gibson, & Co.	81
McLaughlin-Hoffman Lumber Co.	78
McFarland & Konzen Lumber Co.	7
Mengel, C. C. & Bro., Co.	78
Messinger Hardwood Lumber Co.	12
Midland Lumber Company	15
Mowbray & Robinson	12
New River Lumber Company	7
Norman, E. B. & Co.	81
Norman Lumber Company	7

Ohio River Lumber Co.	81
Ohio River Saw Mill Co.	7
O'Neil Lumber Co.	4

Paepcke-Leicht Lumber Company	75
Pardee & Curtin Lumber Co.	74
Parkersburg Mill Company	9
Parry, Chas. K. & Co.	8
Pearl, Nields & McCormick Co.	73
Penrod Walnut and Veneer Co.	74
Perry, W. H., Lumber Co.	78
Pratt-Worthington Co.	14
G. C. Pratt Lumber & Tie Co.	8
Radina, L. W. & Co.	82
Ransom, J. B. & Co.	14
Reed, William A.	82
Rhodes, Ezra	14
Richey, Halsted & Quick	15
Riemeier Lumber Company	84
Ritter, W. M. Lumber Company	18
Russe & Burgess, Inc.	78

Salt Lick Lumber Company	78
Schmichel, Paul	9
Schofield Bros.	15
Shawnee Lumber Company	1
Slaymaker, S. E. & Co.	78
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Waldstein Lumber Co.	79
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West, A. C., Lumber Co.	78
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White Lake Lumber Co.	75
Whiting Lumber Company	75
Wiggin, H. D.	75
Williams & Voris Lumber Co.	81
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Ahnapee Veneer & Seating Co.	5
Bacon, R. S., Veneer Company	78
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Holten, H. S., Veneer Co.	73
Houston, J. S. & Co.	74
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Louisville Veneer Mills	73
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Ohio Veneer Company	73
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Luehrmann, Chas. F., Hdwd. Lbr. Co.	18
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Mengel, C. C. & Bro., Co.	9
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Palmer & Parker Co.	73
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Thompson, Lewis & Co.	6
Vrooman, S. B. & Co.	8
Willey, C. L.	1

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Forman, Thos., Company	6
Kerry & Hanson Flooring Co.	76
Licking River Lumber Company	78
Louisiana Long Leaf Lumber Co.	15
Mitchell Bros. Company	3
Nashville Hardwood Flooring Co.	76
Nichols & Cox Lumber Co.	76
Robbins Lumber Co.	72
Stephenson, I., Company, The	18
Ward Brothers	18
Whiting Lumber Company	9
Wilce, T., Company, The	79
Wisconsin Land & Lumber Co.	6
Young, W. D. & Co.	2

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Castellac Machine Co.	10
Chicago Machinery Exchange	10
Chicago Pulley & Shafting Co.	10
Crescent Machine Works	10
Deban Machine Works, The	69
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Hanchett Swage Works	78
Hernance Machine Co.	10
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Mershon, W. B. & Co.	67
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Saranac Machine Co.	67
Sherman, W. S. Company	70
Sinker-Davis Company	70
Smith, H. B., Machine Co.	70
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## LOGGING MACHINERY.

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## DRY KILNS AND BLOWERS.

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## LUMBER INSURANCE.

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Indiana Lumbermen's Mut. Ins. Co.	78
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Childs, S. D. & Co.	60
Instantaneous Glue Converter Co.	65
Lumbermen's Credit Association	65
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# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## LUMBER FOR SALE

### FOR SALE.

Two cars 6" No. 2 common poplar bevel siding. Nice grade.

VESTAL LBR. & MFG. CO., Knoxville, Tenn.

### WHITE ASH FOR SALE.

1" white ash, 44,000 feet.  
1½" white ash, 27,000 feet.  
2" white ash, 88,000 feet.  
No. 2 common, well seasoned. Will sell for \$25 per M. f. o. b. Syracuse, as it is not adapted to our needs. SALES DEPT.,  
H. H. FRANKLIN MFG. CO., Syracuse, N. Y.

### FOR SALE—HICKORY LUMBER.

15,000 dry 1½", 2", 2½", 3" and 4" shellbark hickory on sticks 12 months.  
WASHINGTON MFG. CO., Washington, Ga.

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

35 M ft. 1x18" & wider, 1st & 2ds, red...	\$35.00
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap.....	32.00
80 M ft. 1x6 to 12" 1st & 2ds, red.....	29.00
50 M ft. 1x4" & wider No. 1 com., red.....	20.00
340 M ft. 1x3" & wider No. 2 com., red.....	10.00
200 M ft. 1x6 to 12" 1st & 2ds, sap.....	22.00
96 M ft. 1x4" & wider No. 1 com.....	15.00
200 M ft. 1x3" & wider No. 2 com., sap.....	10.00
24 M ft. 1x13 to 17" 1st and 2ds, tupelo.....	32.00
90 M ft. 1x6 to 12" 1st and 2ds, tupelo.....	26.00
35 M ft. 1x4" & wider No. 1 com., tupelo.....	16.00
100 M ft. 1x3" & wider No. 2 com., tupelo.....	11.00
200 M ft. 5/4 log run tupelo.....	17.00
150 M ft. 4/4 red and sap, log run.....	16.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	23c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphina, Pa..	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y..	23c
Pittsburg, Pa.....	21c	Springfield, Mass..	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y..	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C.....	9¼c		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.  
AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### FOR SALE.

2,000,000 feet dry gum.  
500,000 feet dry 1" white oak No. 2 and No. 3 common.  
1,000,000 feet 2" white oak common bridge plank, also timbers.  
Write for prices.

BLUFF CITY LUMBER CO.,  
Pine Bluff, Ark.

### BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.  
A. B. GARROTT,  
Fort Madison, Iowa.

## LUMBER WANTED

### WANTED.

25 carloads of tough Oak strips for bending purposes. Strips to measure ¾" thick, 1½" wide, 6'2" long. Must be strictly clear.  
LOUIS RASTETTER & SONS, Ft. Wayne, Ind.

### BASSWOOD AND BIRCH WANTED.

6/4 Basswood and Birch—20" long, 60 per cent 6" and up wide, clear one face.  
SANITARY SPECIALTIES CO.,  
1836 E. Clearfield St., Philadelphia, Pa.

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1½" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

## MACHINERY FOR SALE

### FOR SALE—STRONG GENERATORS

75 cents: Series Ringer Coils 50 cents: Transmitter in arm. Coil and book in base, 75 cents. Series Magneto Bells \$1. Send for catalog.  
FARR-ELECTRO-WIRELESS CO.,  
31 South Clinton St., Chicago.

### FOR SALE.

Timber Sizer, Atlantic Works, 28"x14", good condition, now in the South. Scraper with grinder, Whitney 10", for hardwood flooring.  
HERMANE MACHINE CO., Williamsport, Pa.

### FOR SALE.

Six-foot Fay & Egan band mill outfit, complete with exception of boilers.  
KENTUCKY LUMBER CO., Cincinnati, O.

### FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,  
P. O. BOX 345. Muncie, Ind.

## TIMBER LANDS FOR SALE

### FOR SALE.

300 fine Osage orange trees, 25 to 40 ft. high, 8 to 15 inches in diameter. Beautiful yellow hardwoods.  
V. H. DUNN, Lockland, O.

### STANDING TIMBER FOR SALE IN GEORGIA.

69 million feet Pine—mostly short leaf or "N. C. Pine."  
10 million feet Cypress.  
39 million feet Oak.  
30 million feet Gum.  
14 million feet Ash.  
2 million feet Poplar, Hickory, Cedar, etc.

164 million feet.  
Located on 21,492 acres—about one-third in fee, balance 19 to 29 years' lease. All in condensed tract, favorably situated on two railroads and a navigable river.

We are not manufacturers or brokers, but owners.

THE SIZER TIMBER COMPANY,  
15 William St., New York, N. Y.  
Care Robert R. Sizer & Co.

## BUSINESS OPPORTUNITIES

### FOR SALE.

A good live southern hardwood lumber business, established eighteen years ago. Will dispose of mill in Oklahoma, with timber contracts, lumber and logs cut, or will dispose of the entire business. Good reasons given.

FREDERICK A. LORENZ,  
277 Dearborn St., Chicago.

### WANTED—A PARTNER

With capital to go into wholesale hardwood lumber business, by a young man, thirty-two years of age, who has bought and sold hardwoods for 10 years. Is a practical lumberman, or wants a position as salesman, buyer or manager with interest in business. Has practically no capital. Address

"BOX 18," care HARDWOOD RECORD.

### FOR SALE.

Going sawmill, boarding houses, etc., and 1,800 acres of timber on Y. & M. V. Plenty more timber close to mill. Easy terms.

JOHN J. CLARK, Sundowner, Miss.

## RAILWAY EQUIPMENT FOR SALE

### LOCOMOTIVES AND CARS.

Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.

HICKS LOCOMOTIVE & CAR WORKS,  
Chicago, Ill.

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

# WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.

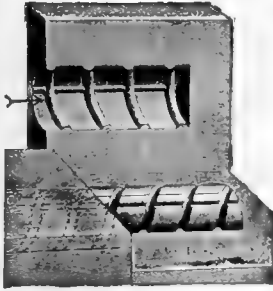
MANUFACTURERS AND DISTRIBUTERS OF THE **Finest Cherry and Mahogany** IN THIS COUNTRY  
—Correspondence Solicited—



### SPIRAL GROOVED AND BEVEL POINTED KILNED HARDWOOD DOWEL PINS

The Spiral Groove holds the glue, and gives holding power similar to a screw. **Means better product.** Pins with good Bevel Point drive quickly, **means more output.** Only pin for Dowel Door Manufacturers.

Automatic Wood Turnings of all kinds.  
Samples and special discounts on application.  
**STEPHENSON MFG. CO., SOUTH BEND, IND.**



FAST TRAINS DAY AND NIGHT  
ON THE

## MONON ROUTE

Excellent service between **Chicago, LaFayette, Indianapolis, Dayton, Cincinnati, West Baden and French Lick Springs, Louisville**

Standard electric lighted sleepers on night trains parlor and dining cars on day trains.

FRANK J. REED, G. P. A. E. P. COCKRELL, A. G. P. A.  
— CHICAGO —

City Ticket Office, 182 S. Clark St. Depot, Dearborn Station, Chicago

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

### Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg.  
CHICAGO

116 Nassau Street  
NEW YORK CITY

Mention this Paper.

## A Great Opportunity LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber  
at low-grade price

For full information address

J. C. CLAIR, Industrial Commissioner,  
ILLINOIS CENTRAL R. R.

No. 1 PARK ROW

CHICAGO

# JEFFREY



## Conveying Machinery

For Handling

LUMBER, LOGS, REFUSE, CHIPS, ETC.

We design and build the most efficient and economical conveying systems for Saw Mill and Wood-working Plants. Send for Catalog Hf81 and

Let Us Figure With You

**THE JEFFREY MFG. CO.,**  
COLUMBUS, OHIO.

NEW YORK  
BOSTON

CHICAGO  
PITTSBURG

ST. LOUIS  
KNOXVILLE

DENVER  
MONTREAL, CAN.

## "The Porter" Line Comprises

Hand Jointers—7 sizes, from 5 in. up to 30 in.

Wood Turning Lathes—5 sizes, from 12 in. to 24 in.

Swing Cut-Off Saws—3 lengths, 6 ft., 7 ft. and 8 ft.

Shapers—3 sizes.

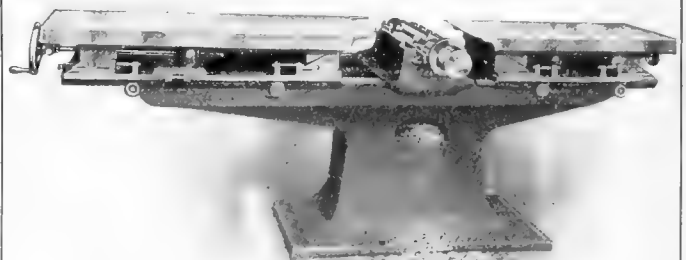
Pony Planers—24 in. wide.

Post Boring Machines.

Spindle Carving Machines.

Rounding and Routing Machines and

Safety Guards for Hand Jointers and Saws.



A Catalogue is Waiting for You

**C. O. Porter Machinery Co.**  
Grand Rapids, Mich.

Chicago Representative, Chicago Mach. Exchange

COMBINED SUBSCRIPTION PRICES OF  
**LEADING TRADE NEWSPAPERS**

IN CONNECTION WITH

# HARDWOOD RECORD

"The Only Hardwood Paper"

<b>FURNITURE JOURNAL, Chicago;</b>		
semi-monthly, subscription price,	\$2.00	Our Price
(Leading Furniture Publication of the Country)		on both
<b>HARDWOOD RECORD, semi-monthly,</b>	\$2.00	
<b>Total,</b>	\$4.00	\$3.00

<b>BARREL AND BOX, Chicago;</b>		
monthly, subscription price,	\$1.50	Our Price
(Leading Exponent of the Box and Cooperage Industry)		on both
<b>HARDWOOD RECORD, semi-monthly,</b>	\$2.00	
<b>Total,</b>	\$3.50	\$2.75

<b>ROCK PRODUCTS, Chicago; Concrete Issue,</b>		
monthly, subscription price,	\$1.00	Our Price
(Leading Exponent Manufactured Building Material)		on both
<b>HARDWOOD RECORD, semi-monthly,</b>	\$2.00	
<b>Total,</b>	\$3.00	\$2.25

<b>ROCK PRODUCTS, Chicago; Stone Issue,</b>		
monthly, subscription price,	\$1.00	Our Price
(Leading Exponent of Stone, Marble and Granite Trade)		on both
<b>HARDWOOD RECORD, semi-monthly,</b>	\$2.00	
<b>Total,</b>	\$3.00	\$2.25

<b>THE WOOD-WORKER, Indianapolis;</b>		
monthly, subscription price,	\$1.00	Our Price
(Foremost Journal for Machine Wood-Workers)		on both
<b>HARDWOOD RECORD, semi-monthly,</b>	\$2.00	
<b>Total,</b>	\$3.00	\$2.25

<b>WOMAN BEAUTIFUL, Chicago;</b>		
monthly, subscription price,	\$1.00	Our Price
(Highest Class Magazine Published for the Household, of Interest to Every Beautiful Woman and Every Woman who Seeks to be Beautiful)		on both
<b>HARDWOOD RECORD, semi-monthly,</b>	\$2.00	
<b>Total,</b>	\$3.00	\$2.25

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**HARDWOOD RECORD, CHICAGO**



*The* **Writerpress**

## Reduces Overhead Expense

by increasing your business at no additional cost.

This machine will turn out from 8,000 to 10,000 actual typewritten copies a day—the cheapest and most productive means of securing new and increasing old business.

*July "Advertising and Selling" tells of a ten million dollar business built up without a traveling salesman---simply sending out circular matter. Read it and see where The Writerpress will help you.*

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**THE WRITERPRESS** does actual printing from all kinds of type, cuts, electros, etc. Will do most of your office printing at one-half cost.

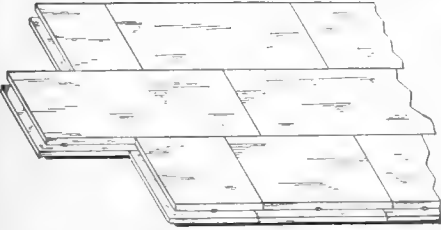
Write for full information and samples of its work.

**THE WRITERPRESS CO.**

412 Writerpress Building - - - - BUFFALO, N. Y.

New York Office . . . 302 Broadway

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**END MATCHED AND BORED FLOORING**

If you want to sell your flooring, End Match and Bore it.

If you want to save the short pieces, end match them.

They will then sell as well as the long pieces.

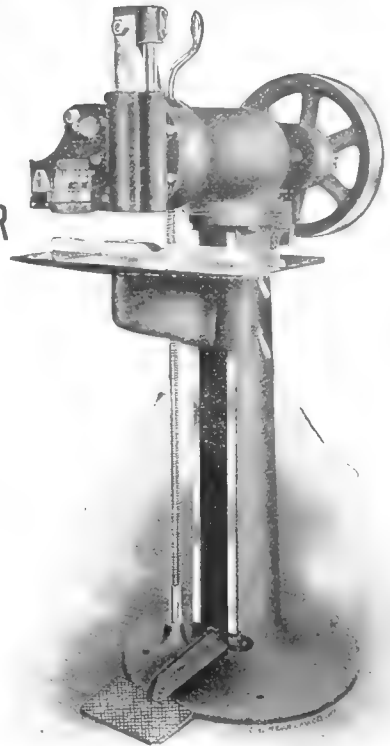
If you want to know something about the machines for doing the work, write to

**W. S. SHERMAN CO.**

495-497 CLINTON ST. - - - - - MILWAUKEE, WIS.

**Corrugated Joint Fasteners**

Can be quickly and cheaply driven with

**"ADVANCE"  
CORRUGATED  
JOINT FASTENER  
MACHINE**

Made in Different  
Types to Meet  
All Conditions

Specially suitable for  
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sash, doors, blinds,  
screens, coffins,  
furniture, plumbers'  
wood-work, porch  
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refrigerators, etc.

Write for bulletins  
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Manufactured only  
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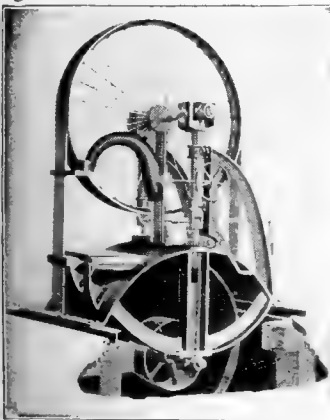
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**"Phoenix"  
6-Foot BAND MILL  
FOR HARDWOOD  
Serves You Right**

Price Moderate  
Capacity 25,000 to  
30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire - Wis.

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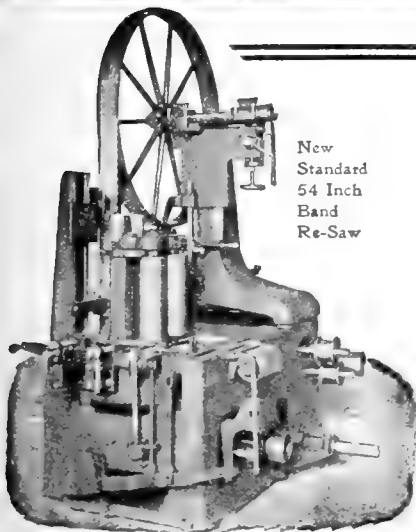
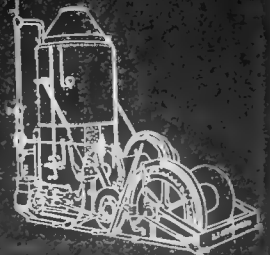
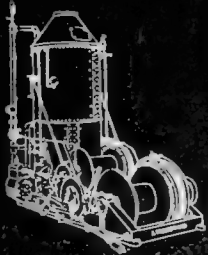
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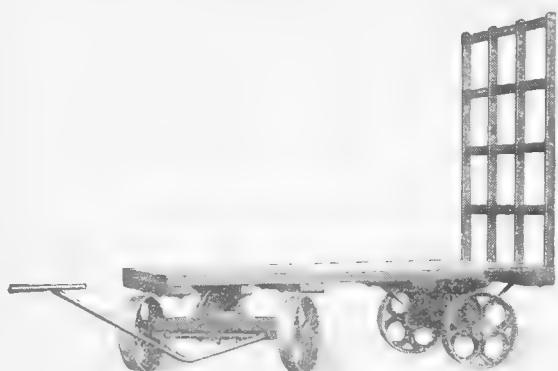


New  
Standard  
54 Inch  
Band  
Re-Saw

**MERSHON  
BAND-RESAW SPECIALISTS**

25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

**Wm. B. Mershon & Co., Saginaw, Mich., U.S.A.**



Gillette Roller Bearing Factory Truck, No 1

## \$1000 IN RE-ORDERS

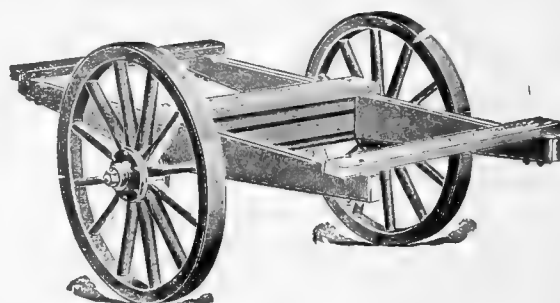
From old customers in a single day. Convincing testimony to the truth of our claims that Gillette Roller Bearing Carts — Trucks — Wagons, last longer — run easier—are cheaper, than others.

## IT PAYS OUR CUSTOMERS TO STAY WITH US

It will pay you to come with us. Please let us know your requirements.

Yours for economy

**THE GILLETTE ROLLER BEARING COMPANY**  
**GRAND RAPIDS, MICHIGAN**



Gillette Roller Bearing Lumber Cart, Style "A"



At the  
Alaska-Yukon-Pacific Exposition  
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## SIMONDS SAWS

Received the Only

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BAND SAWS

CIRCULAR SAWS

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The highest tribute ever paid  
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**BAND SAWS CIRCULAR SAWS**  
**MACHINE KNIVES**

**Saws Specially Tempered**

**FOR HARD WOODS**

**Joshua Oldham & Sons**

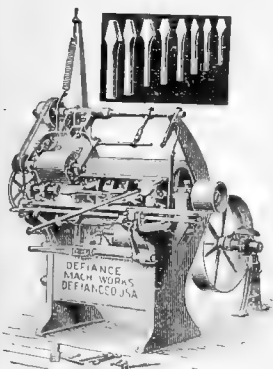
Works and Executive Offices:  
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Pacific Coast Branch:  
WHITE-HENRY BLDG.  
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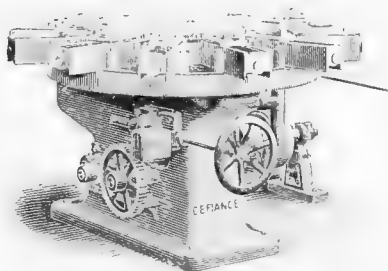


## "DEFIANCE" Wood-Working Machinery

INVENTED AND BUILT BY THE DEFIANCE MACHINE WORKS, DEFIANCE, OHIO



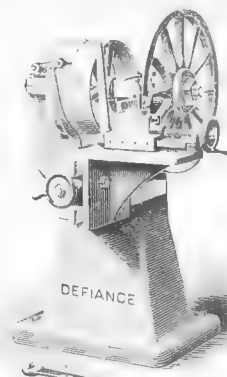
Automobile Spoke Lathe



Automobile Wheel Assembler

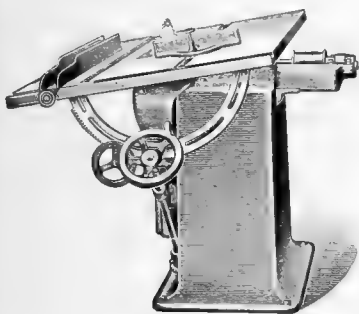
For Making  
**AUTOMOBILE SPOKES, RIMS,  
 WHEELS and BODIES, Carriage  
 and Wagon Hubs, Spokes, Rims,  
 Wheels, Wagons, Carriages, Shafts,  
 Poles, Neck-Yokes, Single Trees,  
 Hoops, Handles, Spools, Bobbins,  
 Insulator Pins, Table Legs, Balus-  
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 General Woodwork.**

Send for Catalogue



Automobile Wheel Sizer

## WHY NOT BUY THE BEST?



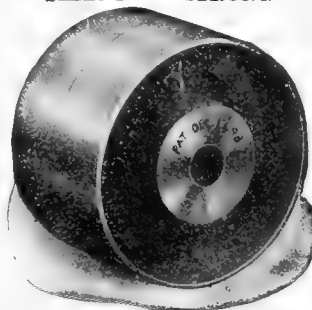
It costs no more than an inferior one. Send for catalog giving description of Tipping Table and also of other Wood-working Machines.

**R. E. KIDDER**

8 Hermon St., Worcester, Mass.

## Wilmarth & Morman (Nelson Patent) Loose Pulleys

SILENT STRONG SIMPLE DURABLE



Durability proven by ten years of continued satisfactory service.

Saves oil, belts, time and expense of repairs. Sent on thirty days' trial to those who want to be shown. The cheapest loose pulley to use ever placed on the market.

Descriptive booklet and price list is yours for the asking.

**Wilmarth & Morman Co.,** 594 Canal Street, Grand Rapids, Mich.

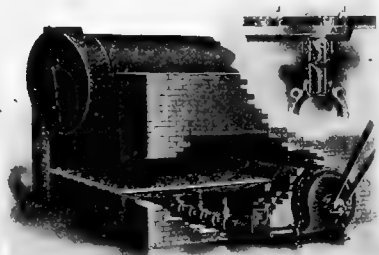
## THE GORDON HOLLOW BLAST GRATE CO.

GREENVILLE, MICHIGAN

Manufacturers of

THE OLD RELIABLE

## Gordon Hollow Blast Grate



The heaviest, most durable and most efficient blast grate made.  
 ADDS FROM 25 TO 50% TO THE  
 EFFICIENCY OF A BOILER

**Burns Wet, Green or Frozen Sawdust**

Saves labor in firing.

Is practically indestructible.

SOLD ON APPROVAL. In case of rejection we pay the freight BOTH WAYS.

## THE FAMOUS "TOWER" LINE OF EDGERS AND TRIMMERS

72 Sizes and styles of edgers.  
 10 sizes of trimmers.

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The Peerless Leader of Our Complete Line of 10 Brands, Covering all Service Requirements



Best for all General Mill and Factory Bearings

Used in Our Plant for More than 20 Years

The Guaranty is Cast in the Bar.  
 A Dodge Product—Why Say More?

ASK YOUR DEALER

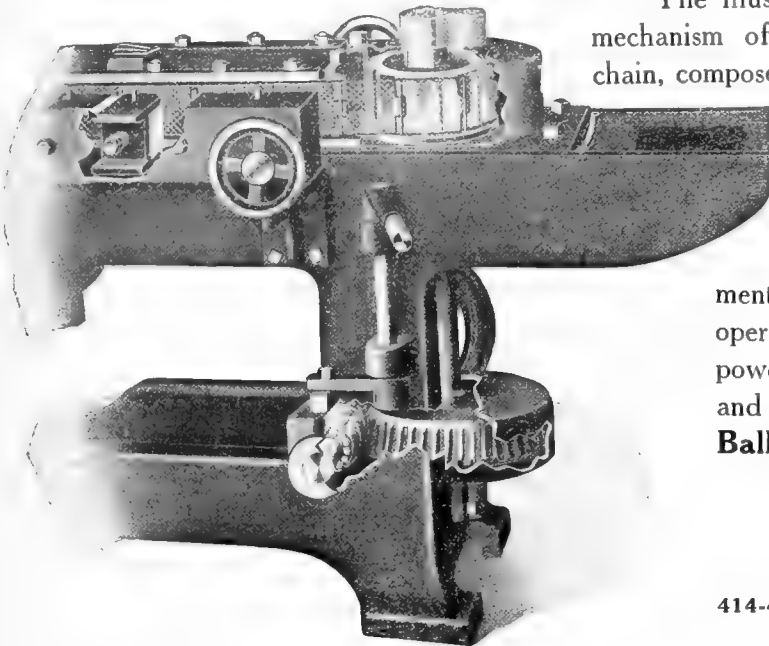
**DODGE MANUFACTURING CO.**

Mishawaka, Indiana

Bearing Metals Department Sta. J-55

## DO YOU HAVE TROUBLE WITH YOUR GLUED UP STOCK OPENING UP AT THE ENDS?

If so, let us tell you in our illustrated booklet how you can overcome this difficulty by the use of our **New Continuous Feed Glue Jointer**. With this machine, you can make what is known as a "**Spring Joint**"—joint slightly concave, so that, when your stock is glued and pressed together it cannot open up afterwards.



The illustration will give you an idea of the feeding mechanism of our No. 217 which consists of a traveling chain, composed of detachable links. The chain runs over

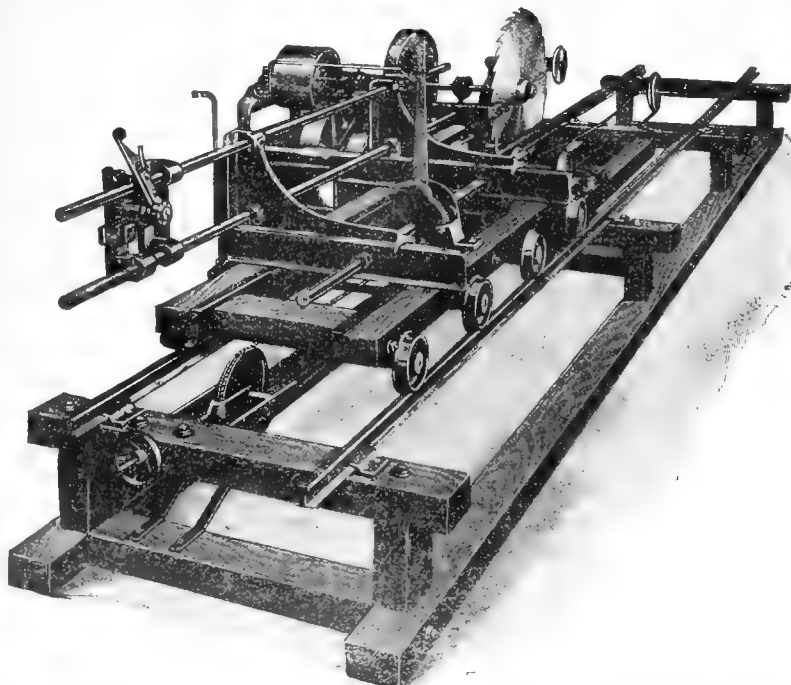
two octagon wheels, one at each end of machine with finished faces and flanged at the lower edge to support the chain—a gib is provided, running full length of the chain—not part way only—insuring perfect alignment. The feed is driven by a 3-step clutch cone operated by a lever close at hand. The feeding power is transmitted by a large bronze worm wheel and steel worm running in oil, absolutely noiseless. **Ball Bearings** are provided for end thrust of worm.

WRITE FOR GLUE JOINTER BOOKLET.

**J. A. FAY & EGAN CO.**

414-434 W. FRONT ST., - - CINCINNATI, OHIO

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address :

**THE SINKER-DAVIS COMPANY. Indianapolis, Indiana**

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

**GUM**

The Best Lumber You Can Buy.  
CAN YOU USE IT?

Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

**STAY WHERE YOU PUT IT**

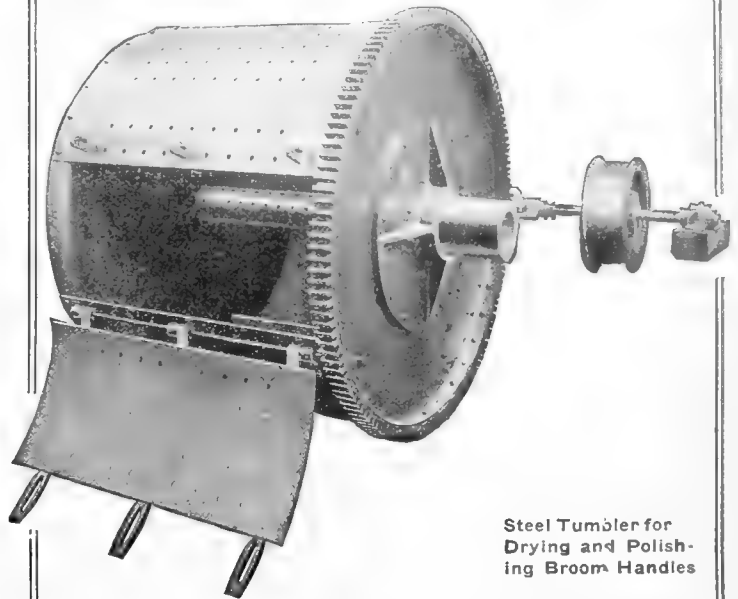
You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

IT IS RICH  
AND IT IS CHEAP

Grand Rapids Veneer Works  
GRAND RAPIDS, MICH.

## Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES**. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.

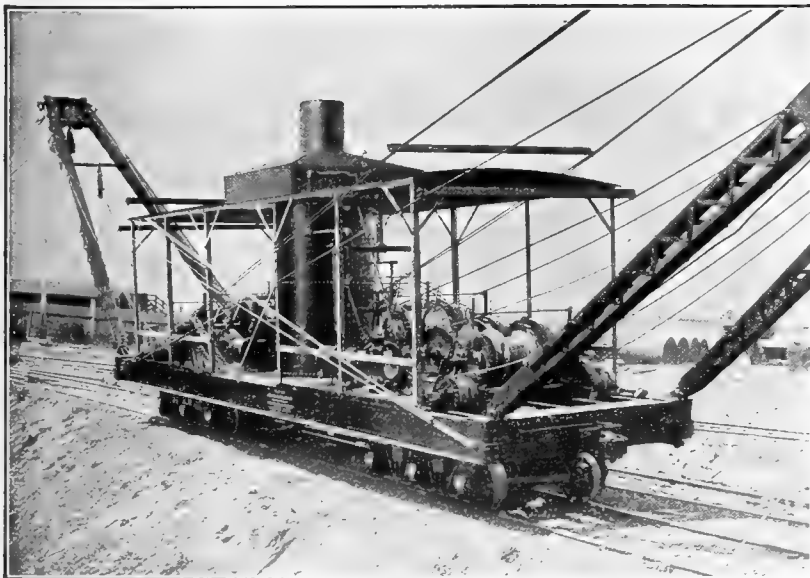


Steel Tumbler for  
Drying and Polish-  
ing Broom Handles

**CADILLAC MACHINE COMPANY**

Complete Line of Broom Handle Machinery

**CADILLAC, MICH.**



any machine is the **average** in all kinds of timber, scattered growth and from the long haul as well as the short haul. It's in the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## RESULTS

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest spot**.

Frequent moves from one point to another are accomplished quickly by the

### CLYDE SELF-PROPELLING STEAM SKIDDER

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of

## CLYDE IRON WORKS

Sole Manufacturers of the

**MCGIFFERT AND DECKER PATENT SELF-PROPELLING STEAM LOGGING MACHINERY**  
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WHERE THE FINEST NORTHERN HARDWOODS GROW

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### Wholesale Hardwood Lumber

#### Wants to Sell

20,000 ft. 2 in. 1st and 2nd Birch  
5,000 ft. 2½ in. 1st and 2nd Birch. Red in.

#### Wisconsin Products Only

Birch, Basswood, Brown Ash, Soft and Rock Elm,  
Hard and Soft Maple, Birch and Maple Flooring

**RHINELANDER, WISCONSIN**

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Bass-  
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Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and  
White Pine Finish and Shop and Pattern Lumber

## "ROBBINS"

### Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched,  
bored and steel scraped. Mixed car-  
loads a specialty.

**ROBBINS LUMBER COMPANY**

**RHINELANDER, WIS.**

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber  
grown in Wisconsin and we are well prepared to  
fill mixed orders promptly. We call your attention  
especially to stock in *Plain* and *Red Birch* in all  
thicknesses and a good assortment of *Pine* and  
*Hemlock*, *Basswood Siding* and *Ceiling* and *Hard-  
wood Flooring*.

**ARPIN HARDWOOD LUMBER CO.**

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

## RIB LAKE LUMBER CO.

HAVE A LARGE STOCK OF  
DRY BIRCH—ASH—ELM  
MAPLE AND BASSWOOD

Write Us a Letter

**Rib Lake = Wisconsin**

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TOMAHAWK, WIS.

### WE WANT TO MOVE

100M feet 1½ in. No. 1 Common & Better Soft Elm  
50M feet 1¼ in. No. 1 Common & Better Rock Elm  
100M feet 1 in. No. 2 Common Basswood  
75M feet 1 in. No. 2 Common & Better Black Ash

**Birch and Basswood our Specialty**

*Ingram Lumber Co.*  
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ASH	BIRCH	} WRITE US FOR PRICES
ELM	MAPLE	
HEMLOCK	PINE	
BASSWOOD		

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PISGAH FOREST, BILTMORE, N. C.

## Timber Cruisers

Write for Catalogue, please.

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OF THE U. S.

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### Big Stock Ready for Immediate Shipment

300,000 feet Bird's-Eye Maple Veneers  
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Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

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Our Veneers are

WELL CUT  
 WELL DRIED  
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And from selected logs

We are also Manufacturers of High Grade Built-up Work

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## Veneers <sup>AND</sup> Hardwood Lumber

We can furnish anything you  
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## Henry S. Holden Veneer Company

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Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
 Bird's Eye Maple—Birch and American Figured Walnut.

Prompt shipment guaranteed

Let us know your requirements

## The Louisville Veneer Mills

MANUFACTURERS OF

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Manufacturers

Rotary Cut Red and White Oak  
 High Grade WALNUT VENEERS

Plain and Figured Long and Butt Wood

## Wisconsin Veneer Co.

High Grade Product in

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We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
 and Birch in small dimensions

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Quartered White Oak				Also				Quartered Red Oak			
		No. 1	No. 2	Plain Oak, Poplar, Ash and Other Hardwoods					No. 1	No. 2	
	1-2	Com.	Com.	Send Us Your Inquiries					Com.	Com.	
1-2	13,560	.....	.....					3-4	1-2	400	.....
5-8	25,000	.....	.....					4-4	2,400	.....	.....
3-4	5,600	1,000	.....					5-4	71,750	139,000	8,800
4-4	87,600	196,700	18,200					6-4	53,152	21,630	.....
5-4	36,700	29,600	.....					8-4	42,215	1,430	.....
6-4	23,900	16,400	.....					8-4	9,865	3,500	.....
8-4	27,400	8,400	.....					5-8	Log run	....	25,000
Large Amount Strips											
1½ to 2¼ and 2½ to 5¼											

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*Eureka*  
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**Oak Flooring**

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2¼ FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

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Well manufactured, thoroughly  
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LATH, SHINGLES, and INTERIOR FINISH

Brush Handle Blocks, etc.,  
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SEND US YOUR INQUIRIES

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

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WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY  
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A GUARANTEE OF PERFECTION

## Keys-Fannin Lumber Co.

Herndon, W. Va.

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## Poplar, Oak, Bass, Hemlock, Chestnut and Lath

Write us for Prices

## We Want to Move AT SEEBERT, W. VA.

145,000 ft. 4-4 No. 2 Common Birch  
435,000 ft. 4-4 No. 2 Common and Better Maple  
75,000 ft. 4-4 Common and Better Ash  
30,000 ft. 8-4 Common and Better Ash  
125,000 ft. 4-4 Log Run Beech, M. C. O.

If you can use any of this stock write for our attractive prices.  
Send us your inquiries for anything that you need in Hardwood Lumber.

**W. W. DEMPSEY, Manufacturer and Wholesaler**  
GENERAL OFFICE, JOHNSTOWN, PA. 18 BROADWAY, NEW YORK CITY

The following is a list of special stock we are anxious to move promptly, all band sawed and very dry:

2 cars 4-4" No. 1 Common Quartered White Oak Strips 2½" to 5½"  
1 car 4-4" No. 2 Common Quartered White Oak.  
1 car 5-4" 1s and 2s Plain Red Oak.  
1 car 4-4" No. 2 Common and Better Quartered Red Oak.  
2 cars 4-4" No. 2 Common Plain Red Oak.  
8 cars 4-4" No. 1 Common White Ash.  
2 cars 4-4" No. 2 Common White Ash.  
1 car 5-4" No. 1 Common Sap Gum.

## Thistlethwaite Lumber Co., Ltd.

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All Thicknesses and Grades  
Let us quote you Prices

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FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

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### Hardwood and Hemlock Lumber, Lath, and Cedar Shingles

### END DRIED WHITE MAPLE A SPECIALTY

### Manistee Planing Mill Co.

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Manufacturers of High-Grade

### Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch  
and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

### "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{1}{2}$  and 13-16 and 1 1-16 inch Maple  
in all standard widths and grades, will  
commend itself to you and your trade  
on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

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## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

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SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH  
12M FT. 5-4 1'S AND 2'S RED BIRCH  
20M FT. 6-4 1'S AND 2'S RED BIRCH  
15M FT. 7-4 1'S AND 2'S RED BIRCH  
15M FT. 8-4 1'S AND 2'S RED BIRCH  
25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE  
MAPLE  
30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN.  
AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
80M FT. 5-4 1'S AND 2'S HARD MAPLE  
70M FT. 6-4 1'S AND 2'S HARD MAPLE  
20M FT. 7-4 1'S AND 2'S HARD MAPLE  
00M FT. 8-4 1'S AND 2'S HARD MAPLE  
20M FT. 9-4 1'S AND 2'S HARD MAPLE  
40M FT. 10-4 1'S AND 2'S HARD MAPLE  
75M FT. 12-4 1'S AND 2'S HARD MAPLE  
60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

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GRAND RAPIDS, MICH.

Manufacturers of

### HARDWOOD LUMBER AND NATIONAL HARDWOOD FLOORING

We offer for quick shipment:

4-4 Log run Basswood      6-4 Log run Hard Maple  
8-4 Log run Rock Elm      4-4 Log run Soft Maple  
4-4 1s and 2s End Dried White Maple

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GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and  
Birch. High grade Michigan Hardwoods—A complete  
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OAK—Plain and quartered both red and white—  
Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

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FAMOUS FOR HARD MAPLE AND GREY ELM

## Quigley Lumber Company

NORTHERN AND SOUTHERN  
**HARDWOODS**

CRATING STOCK

Grand Rapids, Mich.

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Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash,  
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Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

## A. B. KLISE LUMBER CO., STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
Hemlock—Water Shipment Only.

1,000,000 <sup>4</sup>/<sub>4</sub> No. 1 & No. 2 COMMON HARD MAPLE

## LOMBARD & RITTENHOUSE

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Manufacturers and Wholesalers of

Michigan Hardwoods and Hemlock

## S. L. EASTMAN FLOORING CO.

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### MAPLE FLOORING

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## THE WOLF-LOCKWOOD LUMBER CO.

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Manufacturers and Wholesalers

NORTHERN HARDWOODS AND CRATING STOCK

### ASH STRIPS FOR SALE

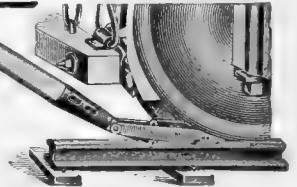
4-4 x 4 to 8 inch Clear Face and Better Ash Strips	- - - - -	32,000
5-4 x 4 to 8	- - - - -	6,000
ALSO		
5-4 No. 3 Common Ash, Rough	40,000	5-4 No. 3 Common Ash, Resawed 30,000
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THE BEST DEVICE EVER MADE FOR

MOVING RAILWAY LOGGING CARS  
BY HAND POWER

APPLETON CAR-MOVER CO.  
APPLETON, WIS., U. S. A.



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100 M 8-4 No. 1 C. & B. Maple	For	20 M 6-4 No. 2 C. & B. Basswood
50 M 10-4 No. 1 C. & B. Maple	Sale	500 M 4-4 No. 2 C. & B. Beech
30 M 16-4 No. 1 C. & B. Maple		100 M 6-4 No. 2 C. & B. Beech
150 M 4-4 No. 2 C. & B. Basswood		200 M 4 & 5-4 Fcety. Cutting Bl. Ash
		35 M 8-4 No. 1 Com. and No. 2 Com. Soft Elm
		25 M 4-4 No. 1 Com. and No. 2 Com. Soft Elm

ALSO ALL KINDS OF CRATING STOCK

## J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

### STOCK FOR SALE

4 cars 1" Nos. 1 and 2 Pl. R. Oak.  
10 cars 1" No. 1 Com. Pl. R. Oak.  
2 cars 5/4 Nos. 1 and 2 Pl. R. Oak.  
2 cars 5/4 No. 1 Com. Pl. R. Oak.  
3 cars 6/4 No. 1 C. & B. Pl. R. Oak.  
2 cars 2" Nos. 1 and 2 Pl. R. Oak.  
2 cars 2" No. 1 Com. Pl. R. Oak.  
1 car 3" & 4" Nos. 1 and 2 Pl. R. Oak.  
1/2 car 2x12 up Nos. 1 and 2 Pl. R. Oak.  
1/2 car 1x10 up Nos. 1 and 2 Pl. R. Oak.  
20 M 5/4 No. 1 Com. Q. R. Oak.  
1 car 2" No. 1 Com. & Bet. Q. R. Oak.  
2 cars 1" Nos. 1 and 2 Pl. W. Oak.  
2 cars 1" No. 1 Com. Pl. W. Oak.  
4 cars 2" No. 1 C. & B. Pl. W. Oak.  
3 cars 2" Nos. 1 and 2 W. Ash.

## CRESCENT HARDWOOD LUMBER CO.

### HARDWOOD LUMBER

MEMPHIS

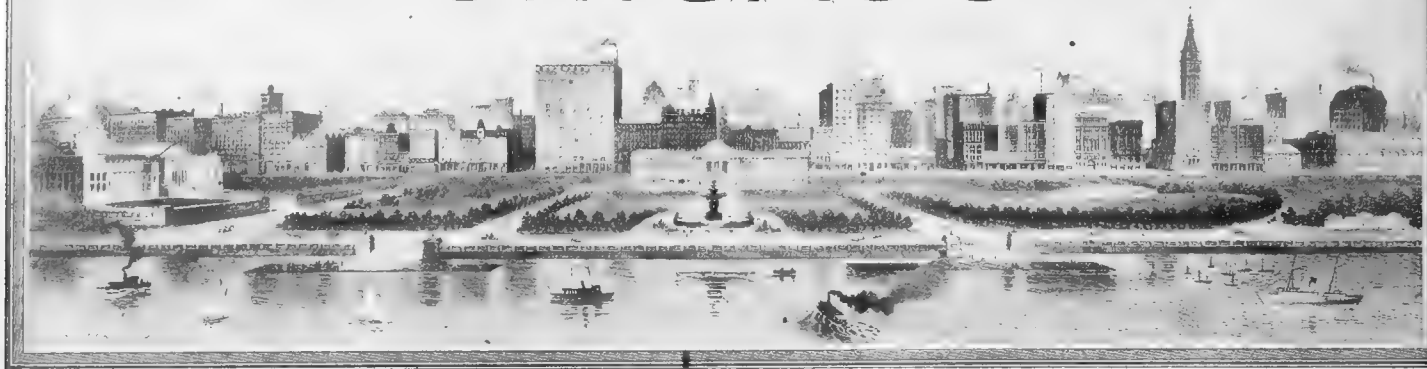
Main Office and Yards,  
MEMPHIS, TENN.

Branch Office,  
QUINCY, ILL.

### STOCK FOR SALE

1 car 2" No. 1 Com. W. Ash.  
1 car 1" Nos. 1 and 2 W. Ash.  
1 car 1" No. 1 Com. W. Ash.  
6 cars 1" to 2" No. 1 C. & B. Poplar on grade.  
150 M 1" Tupelo Gum on grade.  
1/2 car 1"x13 to 17 Tupelo Gum B. Bds.  
1/2 car 1"x13 to 17 Sap Gum B. Bds.  
50 M 6/4 No. 1 C. & B. Hickory.  
1 car 1"-5/4"-2" No. 1 Com. Hickory.  
25,000 ft. 2" Nos. 1 & 2 Com. Gum.  
75,000 ft. 1" to 2" Nos. 1 & 2 Com. Cypress.  
2 cars 1" Sound Wormy Oak.  
75,000 ft. 3/4"x5/8" Log Run P. & Q. Oak.

## CHICAGO



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## Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

**FRED D. SMITH****HARDWOOD LUMBER**

1337-1343 North Branch St. CHICAGO

**F. S. Hendrickson Lumber Co.**

1509 Masonic Temple, Chicago

Cottonwood, Oak, Ash, Gum,  
Cypress and other Hardwoods

WRITE US

**1-24" BIRDS EYE MAPLE VENEER**

Walker's supply of this beautiful veneer is **unlimited**. Amplitude of stocks from which to give you the best selection. We are exclusive makers of birds eye maple veneer in the fullest sense of the word. Prices the lowest consistent with good quality. Write us today.

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**BIRDS EYE WALKER****Frederick Gustorf & Co.****Wholesale Hardwood Lumber**

Southern Oak a Specialty

108 LA SALLE STREET

Telephone Canal 1355

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The Lumber Shippers' Storage and  
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(Not Incorporated)

**SHIPPERS' AGENTS**

Office and Yard:  
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CHICAGO

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CHICAGO

Paying Blocks, Cedar Posts, Yellow Pine

**W. B. Crane & Company**

Established 1881

**HARDWOOD LUMBER, TIMBER AND TIES**  
Chicago

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Office, Yards and Planing Mills:  
22nd, Sangamon and Morgan Sts.

Mills at  
Falcon, Miss.

**JOHN GILLESPIE LUMBER CO.**

Lumber St., near Twenty-Second

**Hardwood, White and Yellow  
Pine, and Hemlock Lumber**

**Veneered Tops and Panels**

Facilities: Largest factory (2 acres floor space)  
in the world.  
25,000 acres of our own hardwood timberland.  
Every Panel Guaranteed

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**G. C. PRATT LUMBER AND T  
COMPANY**

**Hardwoods, Yellow Pine, Ca  
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**Hardwood Record**

for information about

**THE BULLETIN SERVICE**

It will interest you



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THE GREATEST HARDWOOD MARKET IN THE WORLD

## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

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Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

To close a partnership, I will give a  
great bargain on 8,000 or 16,000  
acres of hardwood timber land in  
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**JOHN C. SPRY**

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1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

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Let us quote you when in the market for

**MAPLE and BIRCH FLOORING**

WE WISH TO MOVE

## Sound Square Edged Oak

40M ft. 2x6 inch, 10 to 16 ft.  
60M ft. 2x8 inch, 10 to 14 ft.  
40M ft. 2x8 inch, 16 ft.  
30M ft. 2x10 inch, 10 to 14 ft.  
35M ft. 2x10 inch, 16 ft.  
30M ft. 2x12 inch, 10 to 14 ft.  
15M ft. 2x12 inch, 16 ft.

Special Bills Cut to Order.

**The Hamilton Lumber Company**  
PITTSBURG, PA.

ROTARY-CUT  
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ROTARY-CUT  
**PLAIN OAK**

**J. J. NARTZIK**

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LOCAL AND CARLOAD SHIPMENTS



**THE..... Watchman's  
BEYER Portable Clocks**  
possess more patented  
meritorious features  
than any other device. Every clock pro-  
duces a **different record**, which is the  
only correct system. Approved by all  
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MANUFACTURED BY **Hardinge Brothers, Inc.**

Established 1890

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## The Webster Lumber Co.

SWANTON, VT.

**NORTHERN AND SOUTHERN HARDWOODS**

Mills at: Swanton, East Fairfield  
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and Malone and Newton Falls, N. Y.

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## W. P. Craig Lumber Co.

**Wholesale Hardwood and Building**

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Empire Building,

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LARGEST OF ALL HARDWOOD MARKETS

## Garetson-Greaseon Lumber Co.

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Manufacturers of and Dealers in

**ASH, OAK, GUM  
AND CYPRESS LUMBER**

**YARD TRADE A SPECIALTY**

**Chicago Office: 1416 Fisher Bldg.**

## DRAKE-CONGER LUMBER CO.

Successors to

**R. E. DRAKE LUMBER CO.**

WHOLESALE

**Hardwoods and Yellow Pine**

We can quote you prices on anything you  
use and will furnish the grades bought.  
Good woods and prompt shipment.

**1206-7 Fullerton Building, St. Louis, Mo.**

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Manufacturers and Dealers in

**OAK, GUM, CYPRESS, Etc.**

**Wagon and Implement Stock  
Railroad Stock**

Lumbermen's Building

**ST. LOUIS, MO.**

## WALDSTEIN LUMBER COMPANY

**ST. LOUIS, - - MO.**

**Hardwood Lumber**

**Manufacturers and Dealers**

## LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

- 15 cars of 4-4 Log Run Gum
- Plenty cars of 4-4 Graded Red Gum
- 20 cars of 5-4 Yellow Cottonwood, all grades
- 2 cars of 4-4 Panel 18 in. to 22 in. Yellow Cottonwood
- 15 cars of 4-4 to 6-4 Quartered White Oak, all grades
- 6 cars of 8-4 1s and 2s Cottonwood
- 10 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

**YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION**

**THE CARDWELL  
MILL & LUMBER CO.**

**Cardwell, Missouri**

## Alf. Bennett Lumber Co.

**ST. LOUIS, MO.**

**Sap Gum**

**1st and 2d—No. 1 Common—No. 2 Common**

**Ready for quick shipment**

**One-half million feet of 1 inch thick**

## Himmelberger-Harrison Lumber Co.

**Specialists  
Red Gum**

**Mills at  
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**Sales Offices  
Cape Girardeau, Mo.**

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LEADING MANUFACTURERS AND JOBBERS

## OHIO RIVER LUMBER CO.

MANUFACTURERS OF

### Poplar and Hardwoods

ROUGH AND DRESSED

MOULDINGS AND FINISH

POPLAR SIDING A SPECIALTY

**IRONTON, OHIO**

## THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR  
COTTONWOOD AND GUM**

Direct Shipment from our yards  
at Memphis, Tenn.

Office, 56-7 Smith & Baker Bldg.  
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Manufacturers and Wholesalers of

### Hardwoods and Cypress

IN THE ROUGH ONLY

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Manufacturers of

### W. Va. White Oak

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FINE STOCK OF

**Bone Dry Band Sawed Material**

(WATCH THIS SPACE EVERY MONTH)

## The Goodwin Lumber Company

West Virginia and Southern Hardwoods

Mills: Blue Jay, W. Va.; Shawsville, Va.

Want to move quick:

**200,000 ft. 4-4 Mill Cull Poplar, band sawed**

E. H. Shreiner, Manager Sales, Pittsburg, Pa.

## McLaughlin-Hoffman Lumber Co.

**WHOLESALE HARDWOODS**  
Pine Hemlock Cypress

Will contract mill cuts for cash

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COLUMBUS, OHIO

## FRANCKE LUMBER COMPANY

WE SELL

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OAK

CHERRY

STATION P. CINCINNATI, OHIO

THIN WALNUT

and

QUARTERED OAK

a SPECIALTY

WE BUY

WALNUT

EXPORT

LOGS

BAND MILL AT ST. BERNARD, OHIO

## We Want to Move

THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.

### BABCOCK LUMBER COMPANY

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## Willson Bros. Lumber Co.

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FARMERS BANK BLDG.

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WHERE THE BEST HARDWOODS GROW

## MALEY & WERTZ

Manufacturers of Famous

## Indiana Hardwoods

### Five Band Mills

Evansville, Indiana      Board of Trade Building      Indianapolis, Ind.

## TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

## Finely Figured Quartered Oak

Evansville, Indiana

## S. BURKHOLDER LUMBER CO.

CRAWFORDSVILLE, IND.

We want to move the following stock quick:

1 car 4-4 No. 1 Com. Quartered White Oak  
2 cars 4-4 No. 2 Com. " "  
2 cars 4-4 No. 2 Com. Walnut  
1 car 4-4 No. 2 Com. Plain White Oak  
1 car 4-4 to 10-4 No. 1 Com. Ash.

## INDIANA HARDWOODS

The old-fashioned kind you used to get.

## EZRA RHODES NORTHERN and SOUTHERN HARDWOODS

South Bend, - - - - - Indiana

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Manufacturers and Wholesale Dealers

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Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

## Thompson, Thayer & McCowen      Hardwood Lumber EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

No. 2 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

We manufacture Quartered, Plain Oak & Poplar Lumber

## B A R G A I N S

We Want to Move Quick

1 car 4-4 in. No. 1 Com. Poplar.

2 cars 4-4 in. Log Run Poplar.

1 car 4-4 in. No. 1 Com. & Bet. Plain Red Oak.

Get Our Prices on the Above Cars

## BARRETT MITCHELL LBR. CO.

South Bend, Indiana

# Linderman Automatic Dovetail Glue Jointer

To the woodworker who weighs the cost of Jointing Lumber and the value of his finished product the LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER offers a method that is superior to all others. It eliminates the operations necessary to complete a glue joint as jointing, glueing, clamping, unclamping and edging the jointed panel to width, combining the five hand operations into One Automatic Operation with a

## WEDGE DOVETAIL JOINT

which has proven by practical tests stronger than a flat joint and as strong as the natural wood because it allows the glue to stay in the joint until the tapering wedge Dovetails draw the lumber together which forces the glue into the pores of the wood welding it with a permanent clamp.

**LINDERMAN MACHINE CO.**

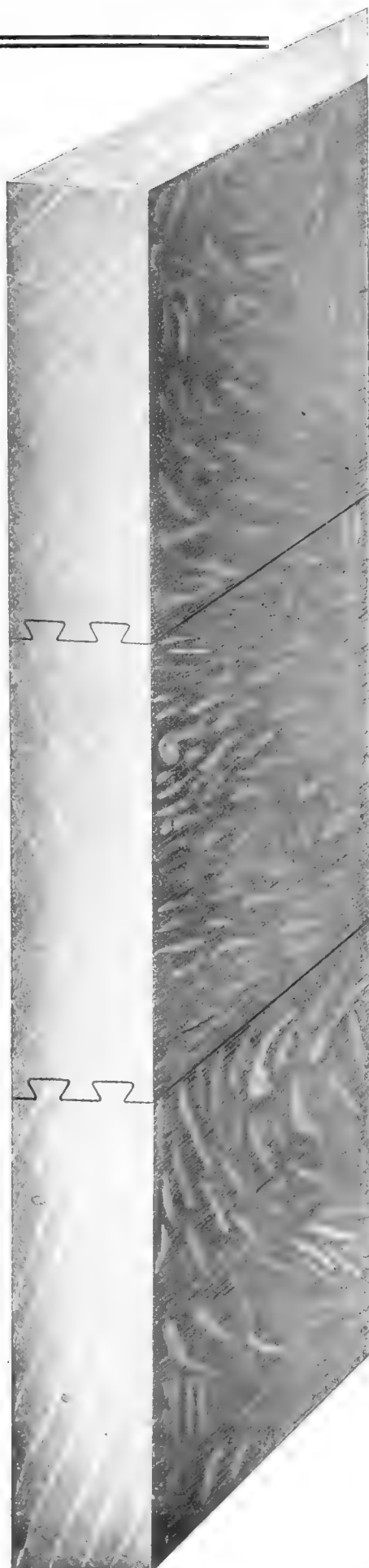
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EASTERN SALES REPRESENTATIVE

**J. M. GILMOUR**

1 872 Hudson Terminal Bldg.

New York City





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MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## THE W. M. RITTER LUMBER COMPANY

COLUMBUS, OHIO

Carries 50,000,000 Feet Band Sawed

YELLOW POPLAR    WHITE PINE    WHITE OAK    RED OAK  
HICKORY    ASH    BASSWOOD    CHESTNUT    HEMLOCK  
SOUTH CAROLINA YELLOW CYPRESS

And Other Kinds of Lumber

If you want GOOD stock, WELL MANUFACTURED and GRADED, place your order NOW.  
Prices never go high enough to cause us to fail to fill our contracts to the letter.

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# GILCHRIST-FORDNEY CO.

Everything in Mississippi  
Long Leaf Yellow Pine

Mills: Laurel, Miss.    SALES OFFICE    MEMPHIS, TENN.  
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# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
5-8, 4-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

# LUMBER CO.

Coal Grove, Ohio, U. S. A.

# Hardwood Record

fifteenth Year,  
semi-Monthly.

CHICAGO, FEBRUARY 10, 1910

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**HARDWOODS**  
CHERRY A SPECIALTY  
**S. E. SLAYMAKER & CO.**  
Representing  
WEST VIRGINIA SPRUCE LUMBER CO.,  
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**A GOOD HABIT  
TO FORM**

IT WILL REQUIRE NO  
"SWEARING OFF"

**PLACE YOUR NEXT INSURANCE**

with

LUMBERMEN'S MUTUAL INSURANCE CO., OF MANSFIELD, O.  
PENN. LUMBERMEN'S MUTUAL FIRE INS. CO., OF PHILADELPHIA, PA.  
LUMBER MUTUAL FIRE INS. CO., OF BOSTON, MASS.  
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**West Virginia Hardwoods**  
*"The Best Lumber"*

**LUMBER INSURERS' GENERAL AGENCY**

Managers of the Leading Stock Fire In-  
surance Companies making a specialty  
of Lumber and Woodworking Risks

104 William Street, - - NEW YORK

**VENEER DRYERS**

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.  
Dept. H., Hancock and Somerset Sts.  
Philadelphia, Pennsylvania

# McILVAIN'S BARGAINS

## Are you in the market for **BIRCH**

There are 150,000 feet 4-4 No. 2 Common and Better at one of our outside yards. Very fine stock, containing good percentage of red.

## How are you fixed on **MAPLE**

We can quote interesting figures on 6-4 8-4, 10-4, 12-4 and 16-4 Log Run Railroad.

## We can make prompt shipment on **HICKORY**

Two cars 5-4 Common and Better.

## You can get a good price on this **Q'T'D WHITE OAK**

2 cars 4-4, 10 inches and over, No. 1 and No. 2.  
3 cars 4-4, 12 inches and over, No. 1 and No. 2.  
2 cars 4-4 Common Strips.  
4 cars 4-4 No. 1 and No. 2.  
3 cars 4-4 Common.  
1 car 4-4 No. 2 Common.  
3 cars 4-4 No. 1 Common.  
1 car 5-4 Common and Better, bone dry.  
2,000 feet 5-4, 12 inches and over.

## Get your order in early for this Common and Better **ASH**

20,000 feet 4-4 to 5.  
8,000 feet 8-4 Common and Better  
18,000 feet 10-4 Common and Better  
5,000 feet 12-4 Common and Better.

## What about **WALNUT**

2 cars 4-4 Log Run M. C. O. Very fine.

## Here are some mighty good bargains in **POPLAR**

1 car 4-4 No. 1 and No. 2.  
1 car 8-4 No. 1 and No. 2.  
1 car 6-4 No. 1 and No. 2.  
1 car 6-4 No. 1 Common.  
1 car 5-4 No. 1 and No. 2.  
1 car 5-4 No. 1 Common.  
2 cars 4-4 No. 1 and No. 2.  
1 car 4-4 Common.  
1 car 21 to 23 inches.  
1 car 4-4 Common and Better.  
1 car 4-4, 18 inches and over, No. 1 and No. 2.  
2 cars 5-8 No. 1 and No. 2.  
3 cars 5-8 clear Sap.  
4 cars 5-8 No. 1 Common.  
1 car 5-8 No. 2 Common.  
Soft Yellow Poplar, 225,000 feet 4-4 No. 1 Common and Better.

## Get prices on these **POP. WAGON BOARDS**

1 car 4-4, 8 to 12 inches.  
1 car 8 to 12 inches.  
7,000 feet 13 to 17 inches.

## We have an especially choice lot of **RED GUM**

200,000 feet 5-8 No. 1 Common and Better.  
1 car 4-4 No. 1 Common.  
1 car 4-4 No. 1 and No. 2.

## You can't beat our figures on this **CHERRY**

1 car 4-4 Common and Better.

## You'll be interested in our figures on **BASSWOOD**

8 cars 4-4 M. C.  
4 cars 6-4 and 8 M. C.

We have a large stock of  
**WHITE PINE, SUGAR PINE, GULF CYPRESS**  
The latter in all grades and thicknesses

Subject to Prior Sale

*"We Have It If It's Hardwood"*

# J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

## The Kneeland-Bigelow Co.

Bay City, Michigan

### OFFER FOR SALE

20,000 ft. 5-4 No. 2 Common and Better Birch  
40,000 " 4-4 " " "  
40,000 " 4-4 No. 3 Common Birch.  
200,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
50,000 " 6-4 " " " Elm.  
200,000 " 2x6-6 to 16 ft. No. 2 Hemlock.  
500,000 " 8-4 Merchantable Hemlock.  
75,000 " 6-4 No. 2 Common and Better Basswood.  
100,000 " 5-4 No. 3 " " "

We make a specialty of furnishing promptly bill stuff and timbers,  
20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

# W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY

::

MICHIGAN

Centers for Veneered Panels are Jointed  
Glued, United, Edged to Width in one Operation on the



AUTOMATIC DOVETAIL GLUE JOINTER  
LINDERMAN MACHINE CO.  
MUSKEGON, MICH.

# PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

CHICAGO, ILL.

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

### STOCK AT MEMPHIS YARDS:

PLAIN RED OAK	COTTONWOOD	SAP GUM	TUPELO GUM
3/8 Nos. 1 & 2 30,000	4/4 x6 to 12" Nos. 1 & 2 288,000	3/8x 6 & up Nos. 1 & 2 20,000	5/4 Nos. 1 & 2 9,700
1/2 Nos. 1 & 2 107,000	4/4x13 to 17" Nos. 1 & 2 52,300	1/2x 6 & up Nos. 1 & 2 35,700	<b>RED GUM</b>
3/4 Nos. 1 & 2 63,700	4/4x18 to 21" Nos. 1 & 2 95,600	5/8x 6 & up Nos. 1 & 2 72,500	3/4x 6 & up Nos. 1 & 2 27,800
6/4 Nos. 1 & 2 42,000	4/4x22 & up Nos. 1 & 2 74,100	5/8x15 & up Nos. 1 & 2 27,000	3/8x 6 & up Nos. 1 & 2 44,000
8/4 Nos. 1 & 2 32,000	5/4x 6 to 12" Nos. 1 & 2 135,200	4/4x 6 & up Nos. 1 & 2 158,800	1/2x 6 & up Nos. 1 & 2 7,500
3/8 No. 1 Com. 14,800	6/4x 6 & up Nos. 1 & 2 11,800	4/4x13 to 15" Nos. 1 & 2 102,100	5/8x 6 & up Nos. 1 & 2 50,000
1/2 No. 1 Com. 30,000	8/4x 6 & up Nos. 1 & 2 22,100	4/4x17 to 21" Nos. 1 & 2 49,000	4/4x 6 & up Nos. 1 & 2 71,000
3/4 No. 1 Com. 9,200	4/4x 4 & up No. 1 Com. 518,000	4/4x22 & up Nos. 1 & 2 76,100	5/4x 6 & up Nos. 1 & 2 30,800
4/4 No. 1 Com. 94,000	5/4x 4 & up No. 1 Com. 70,800	5/4x 6 & up Nos. 1 & 2 131,700	6/4x 6 & up Nos. 1 & 2 21,100
6/4 No. 1 Com. 73,500	6/4x 4 & up No. 1 Com. 52,400	6/4x 6 & up Nos. 1 & 2 25,100	8/4x 6 & up Nos. 1 & 2 11,300
8/4 No. 1 Com. 59,700	4/4x 3 & up No. 3 Com. 156,000	4/4x13 to 17" B-B Nos. 1 & 2 53,400	4/4 No. 1 Com. 98,000
12/4 No. 1 Com. 3,000			
4/4 No. 2 Com. 143,000			
4/4 No. 3 Com. 122,000			

### STOCK AT VICKSBURG YARDS:

SOUND WORMY	QUARTERED WHITE OAK	COTTONWOOD	COTTONWOOD B-B.
4/4 97,000	6/4 Nos. 1 & 2 18,000	4/4x 6 to 12" Nos. 1 & 2 247,000	4/4x 8 to 12" 71,000
<b>ASH</b>	4/4 No. 1 Com. 9,800	4/4x13 & up Nos. 1 & 2 119,000	4/4x13 to 17" 48,300
4/4 Nos. 1 & 2 22,000	5/4 Nos. 1 & 2 Sycamore 17,000	5/4 x6 to 12" Nos. 1 & 2 434,000	
5/4 Nos. 1 & 2 19,200	5/4 L-R Maple 37,400	5/4x13 & up Nos. 1 & 2 121,000	
6/4 Nos. 1 & 2 43,000		5/4x 6 & up Nos. 1 & 2 93,000	
8/4 Nos. 1 & 2 36,000		4/4x 8 to 12" B-B Nos. 1 & 2 42,000	
5/8 No. 1 Com. 30,000		4/4x13 to 17" B-B Nos. 1 & 2 63,000	
4/4 No. 1 Com. 140,000		4/4 x4 & up No. 1 Com. 192,000	
5/4 No. 1 Com. 11,200		4/4x13 & up No. 1 Com. 98,000	
6/4 No. 1 Com. 26,000	<b>PLAIN WHITE OAK</b>	4/4 No. 3 Com. 117,000	
8/4 No. 1 Com. 13,400	5/8 Nos. 1 & 2 26,000		
12/4 No. 1 Com. 1,200	4/4 Nos. 1 & 2 37,900		
4/4 No. 2 Com. 48,900	3/8 No. 1 Com. 40,300		
<b>CYPRESS</b>	3/4 No. 1 Com. 6,300		
4/4 Shop 74,000	4/4 No. 1 Com. 76,000		
	6/4 No. 1 Com. 65,000		
	8/4 No. 1 Com. 4,800		

Let us quote you prices on anything you may want in the above list.

We'll make it worth your while.



# R.E. Wood Lumber Company

☐ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☐ We own our own stumpage and operate our own mills.

☐ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:**  
**CONTINENTAL BUILDING.**

**Baltimore, Maryland**

## Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock **THAT IS IN SHAPE TO GLUE.**

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

veneer. **THE GLUE WE USE IS GUARANTEED HIDE STOCK.**

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed **THE BEST.**

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

## HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, **CHICAGO** Phone Harrison 6440

### HARDWOODS

#### WE WANT TO BUY

50 M. ft. 1 x 10 inches—14 feet 1s and 2s Red Gum, No Sap.

50 M. ft. 1 x 12 inches—14 feet 1s and 2s Red Gum, No Sap.

Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.

50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.

50 M. ft. 1½ inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.

1 carload 5-4 x 6 inches and wider, 14 feet, dry

White Oak, 1s and 2s.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

#### WE WANT TO SELL

35 M. ft. 5-4 inches

35 M. ft. 6-4 inches

50 M. ft. 8-4 inches

No. 1 Common and Better Hard Maple—will saw to order.

50 M. ft. 4-4 inches No. Common Poplar, dry.

50 M. ft. 4-4 inches 1s and 2s Poplar, dry.

### YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

### CAR STOCK

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

### WHITE PINE

## HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

### HARDWOODS

SAW MILLS AND YARDS:

Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

**GENERAL OFFICES: GRAND RAPIDS, MICH.**

**RIGHT NOW**  
**We Want to**  
**TALK TO YOU ABOUT**



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

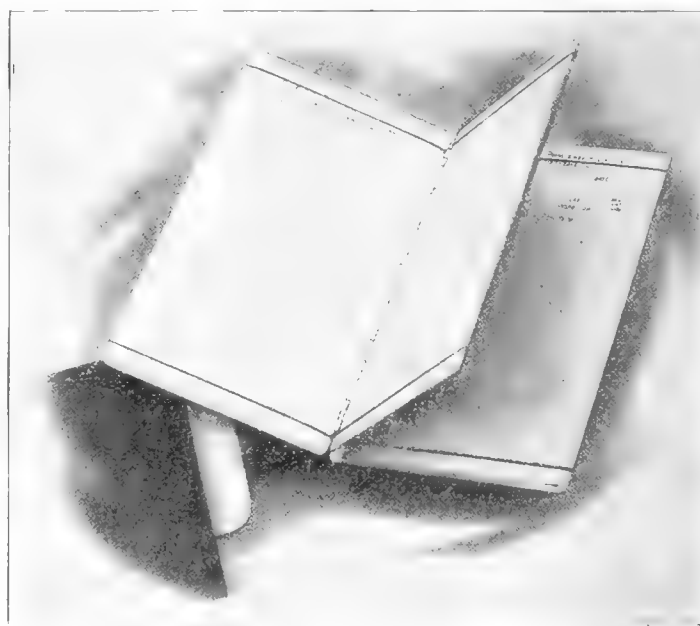
# GIBSON TALLY BOOK



Special, patented, triplicate tally tickets supplied, printed on waterproofed paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets— $4\frac{1}{8} \times 8\frac{5}{8}$  inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

## PRICE LIST

Aluminum Tally Covers, each.....	\$ 1.00
Aluminum Tally Covers, per dozen.....	10.00
Patented triplicate Tally Tickets (stock form) per 1,000.....	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000.....	4.00
Special forms of Tally Tickets \$1.00 extra.	

Specimen forms of Tally Tickets mailed on application.

Covers sold on approval to responsible concerns.

*Manufactured by*

# HARDWOOD RECORD

355 Dearborn Street,

CHICAGO

# LOUISVILLE

## FOR

# HARDWOODS

**Plain Oak**  
**Quartered Oak**  
**Chestnut**  
**Ash**

**Walnut**  
**Hickory**  
**Poplar**  
**Mahogany**

## BIG DRY STOCKS

# RIGHT

In Louisville

In the Producing Territory

In the Consuming Territory

In Every Way

# US

Today

**Norman Lumber Co.**  
**Louisville Point Lbr. Co.**  
**E. B. Norman & Co.**

**W.P. Brown & Sons Lbr. Co.**  
**Edw. L. Davis Lbr. Co.**  
**Ohio River Saw Mill Co.**

**C. C. Mengel & Bro. Co.** have the largest stock of  
 Mahogany in the United States right in Louisville.

# PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES:

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218 FRANKLIN BANK BUILDING, PHILADELPHIA

Band Mills, Complete Planing Mills and Dry Kilns  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.  
Daily Capacity, 150,000

## No. 1 Common Oak Flooring

In the past ninety days we have shipped to New  
York and Baltimore alone upwards of 800,000 ft. of  
No. 1 Common Oak Flooring for Apartment Houses.

Address all Correspondence

### WHITING LUMBER CO.

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

Mills:

Fenwick, W. Va. Edgewood, N. Y.  
Cadosia, N. Y. Forkston, Pa.

## Fenwick Lumber Company

Manufacturers

### Hemlock, Spruce, Hardwoods

General Offices:

**Bennett Building**  
Wilkesbarre, Pa.

Sales Offices:

**Real Estate Trust Bldg.**  
Philadelphia, Pa.

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

### QUARTERED WHITE OAK

NICE FLAKY STUFF

## DANIEL B. CURLL, Real Estate Trust Bldg., PHILADELPHIA, - PA.

RED OAK

POPLAR

MAPLE

ASH

WHITE OAK

CHESTNUT

BASSWOOD

BIRCH

MILLS AT GLENRAY, W. VA.

Capacity 60M Feet—10 Hours

## JOHN W. COLES

WHOLESALE

Hemlock  
White Pine  
Spruce

### HARDWOODS

Yellow Pine  
North Carolina Pine

Real Estate Trust Building

Philadelphia

## WRITE RIGHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum

4-4 to 12-4 Log Run Maple

4-4 Com. and Better Red Gum

5-4 Nos. 1 and 2 Com. Mountain Oak

### RIGHTER LUMBER CO.

Sole Agents Seminole Brand Cypress Shingles

Land Title Bldg., PHILADELPHIA

## WM. A. REED, WHOLESALE LUMBER

HARDWOODS, CYPRESS AND OTHER WOODS

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PHILADELPHIA, PA.

## TOMB LUMBER COMPANY

Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White  
Oak and All Grades of Poplar and Other Hardwoods.

S. B. VROOMAN CO., Ltd.

## Mahogany, Teak and Domestic Hardwoods

1135 Beach St., Philadelphia, Pa.

# THE EAST

LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

SALES OFFICES:

1019-20 PENNSYLVANIA BUILDING, PHILA.

74 CORTLANDT STREET, NEW YORK

**CHARLES HOLYOKE**

141 MILK STREET, BOSTON, MASS.

**HARDWOODS**

**R.S. CORYELL LUMBER CO.**

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

**The Webster Lumber Co.**

SWANTON, VT.

**NORTHERN AND SOUTHERN HARDWOODS**

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
and Malone and Newton Falls, N. Y.

New York Office:

1 MADISON AVENUE

**H. D. WIGGIN** 89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

**ROBERT W. HIGBIE COMPANY**  
**HARDWOODS—BIRCH, MAPLE, BEECH**

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

**INDIANA QUARTERED OAK CO., 7 East 42d St., New York**

**CHAS. K. PARRY & CO.**

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

**WE WANT:**

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood

**PALMER & PARKER CO.**

TEAK

ENGLISH OAK

CIRCISSIAN WALNUT

**MAHOGANY**

**veneers**

103 Medford Street, Charlestown Dist.

BOSTON, MASS.

EBONY

DOMESTIC

HARDWOODS

**WM. E. LITCHFIELD**

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

**ELY BROTHERS, Inc.**

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

Address, 210 Beacon St., Hartford, Conn.

120 West Silver St., Westfield, Mass.

**JOHN L. ALCOCK & CO.**

BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

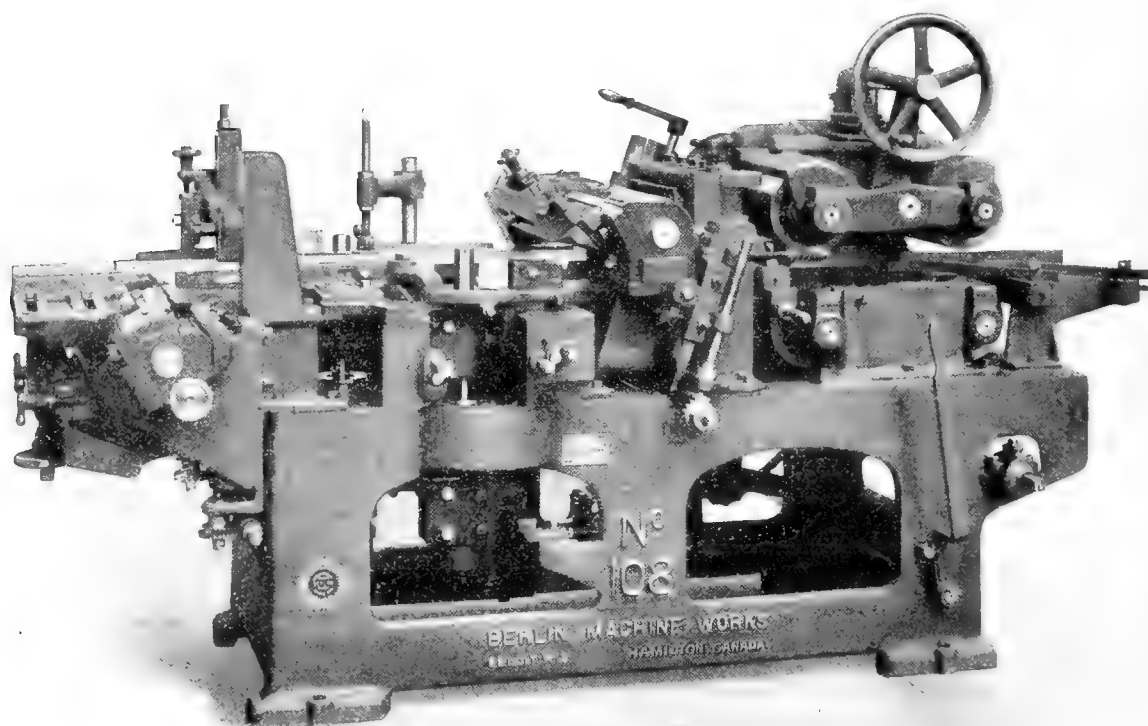
Inspection at point of shipment. Spot cash.

Baltimore, Md.



# A Moulder With "Get-At-Able" Adjustments

Neither an inside nor an outside machine but  
a combination of the good features of both



Not many years ago, moulding run at 40 feet per minute was considered the limit at which good work could be produced.

It's a fact that there are a good many moulders in use today that do well to turn out even 20 feet a minute.

One of our salesmen found this very condition existing in the factory of a large concern manufacturing refrigerators. Walking through the factory with the manager, they came across a moulder running about 40 feet a minute. The manager said he wanted to double the output to meet his requirements. Our man looked over a piece as it came from the machine and said, "Mr. Manager, that's pretty rough work for \*\*\*\*\* refrigerators. We're making a moulder that I will guarantee to do **better** work at 75 feet than you're now getting at forty."

The manager quickly figured he would be getting double the output of better work with the same machine crew — no increase in wage expense. That man has had a No. 108 running in his factory for several months.

Perhaps conditions in **your** plant are similar—you may not realize just what our No. 108 Open Side Moulder will accomplish.

As the illustration shows, it is open on the side, making readily accessible all working parts and adjustments. The base is cast in one solid piece—no bolts or girts to loosen or give.

The feed rolls are 8 inches in diameter — more powerful than those used on the average inside moulder.

We've cut down the number of gears to nine. They all run on shafts with babbitted boxes—no studs to give you trouble. You can't run stock face down successfully on an outside moulder — the lower cylinders and side heads vibrate too much. But it's easy on the 108, because both the bottom cylinder and the side heads have the direct support of the one-piece base.

We've a large folder showing front, rear and sectional views and which contains a complete description. Better send in your request today—this may be just the machine you're looking for.

## THE BERLIN MACHINE WORKS, BELOIT, WIS.

**BRANCH OFFICES:**

NEW YORK CHICAGO BOSTON NEW ORLEANS SPOKANE SEATTLE SAN FRANCISCO COLUMBIA, S. C.



## “Welcome to Our City”

- ★ ★ ★ Just come across the bridge, or any other way to get here.
- ★ ★ ★ All roads lead to this, the Great Lumber Market.
- ★ ★ ★ We will give you the “Glad Hand” and a “Square Deal.”
- ★ ★ ★ Call on us; write us; wire us; or telephone us.
- ★ ★ ★ Be friendly.
- ★ ★ ★ It's worth your while to get acquainted.
- ★ ★ ★ Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbermen on following pages; and let us do some business with you.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## The Asher Lumber Company

Manufacturers and Wholesalers

### HARDWOODS

POPLAR A SPECIALTY

Bank and McLean,

CINCINNATI, O.

## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

## RIEMEIER LUMBER CO.

Plain and Quartered

### Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

EASTERN BRANCH:

Buffalo, N. Y.

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

### HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## DUHLMEIER BROS.

### SOUTHERN HARDWOODS

CINCINNATI,

OHIO

"We make a specialty of 1-20, 1-12, 1-16,  
1-8 and 3-16 Mahogany, Oak and Walnut, Thin  
Lumber and Veneers and carry everything in stock  
in Laguna Mahogany, Quartered Ohio White Oak  
and Walnut."

THE FREIBERG LUMBER COMPANY

Manufacturers

POPLAR, FINDLAY, McLEAN AND DALTON STS.  
CINCINNATI, OHIO

## WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and  
we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Passwood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

THE HARDWOOD LUMBER CO. CINCINNATI, OHIO  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

### OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

# CINCINNATI

THE GATEWAY OF THE SOUTH

**MIDLAND LUMBER COMPANY**

**HARDWOOD  
LUMBER**

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

**J. W. DARLING LUMBER CO.**

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

**A FEW SPECIAL ITEMS FOR QUICK SHIPMENT**

3 cars—4-4 Panel or Box Boards Cottonwood, 18 to 21 inches wide	
5 " —4-4 1s and 2s	13 to 17 " "
3 " —5-4 1s and 2s	6 to 12 " "
5 " —4-4 No. 1 Common	13 inches and up "
1 car —4-4 Clear One Face	4 inches to 7 inches "

**COTTONWOOD AND RED GUM OUR SPECIALTY**

Write us for any items YOU NEED

**WE HANDLE DRY**

**HARDWOODS**

For

Domestic and Foreign Markets

Correspondence Solicited

**FERD BRENNER LUMBER COMPANY**

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

**St. James Cedar Company**

HARDWOOD DEPARTMENT

**Wholesale Lumber and Ties**

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

**WE HAVE FOR SALE,**

10 cars 5-4 Firsts and Seconds Red Oak  
5 cars 5-4 No. 1 Common Red Oak  
2 cars 4-4 1s and 2s Red Oak  
5 cars 4-4 No. 1 Common Red Oak  
5 cars 4-4 No. 2 Common Poplar  
2 cars 4-4 Clear Sap Poplar

**The New River Lumber Co.**

Producers of

**HARDWOOD LUMBER AND TIMBERS**

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

Norma, Tenn.

New River, Tenn.

GENERAL OFFICE:

1109 Union Trust Bldg.

CINCINNATI

**OAK—CYPRESS—GUM**

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

**THE FARRIN-KORN LUMBER CO.**

PLANING MILLS AND  
GENERAL OFFICES:



**CINCINNATI**

**HOUSE TRIM—  
MOULDINGS**

**HARDWOOD  
FLOORING**

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
PARQUETRY OAK—5-16

**C. CRANE & CO.**

**HARDWOOD MANUFACTURERS**

MILLS AND YARDS IN

**CINCINNATI**

Annual Capacity, **100,000,000 Ft.**

**Cincinnati Hardwood Lumber Co.**

Manufacturers and wholesalers of all kinds of

**HARDWOODS**

**VENEERS AND THIN LUMBER**

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

Office and Yards: 2624-2634 Colerain Avenue

**CINCINNATI, OHIO**

# CINCINNATI

THE GATEWAY OF THE SOUTH

THE T. B. STONE LUMBER CO.

Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

**THE MALEY, THOMPSON  
& MOFFETT CO.**

**Veneers, Mahogany and  
Hardwood Lumber**

Largest Stocks

Best Selections

**CINCINNATI, OHIO**

We are Specialists in

## RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

**John Dulweber & Co.**  
HARDWOOD LUMBER

Mills  
In Ohio, Kentucky, Missis-  
sippi, Tennessee

Office: S. W. Cor. Findlay & McLean Sts.  
**Cincinnati**

Distributing Yards  
McLean Ave., from Findlay  
to Poplar Streets

Following is list of special stock which we are anxious  
to move promptly.

- 2 cars 2½ in., 3 in. and 4 in. Ash
- 1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in.  
to 5½ in.
- 1 car 10-4 in., 1s and 2s Quartered White Oak
- 1 car 12-4 in., 1s and 2s Quartered White Oak
- 1 car 4-4 in., 1s and 2s Plain White Oak, 12 in. and up
- 1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

## SPECIAL STOCK AT SPECIAL PRICES

- 4-4 1s and 2s Sap Gum
- 4-4 No. 1 Com. Sap Gum
- 4-4 No. 2 Com. Gum
- 6-4 1s and 2s Sap Gum
- 6-4 No. 1 Com. Sap Gum
- 4-4 No. 1 Com. Red Gum
- 4-4 No. 1 Com. Ash
- 6-4 No. 1 Com. Ash
- 4-4 No. 2 and No. 3 Com. Ash
- 6-4 No. 2 and No. 3 Com. Ash
- 4-4 L. R. Hemlock
- 4-4 L. R. W. Pine
- 4-4 No. 1 Com. Pl. Oak
- 4-4 No. 2 Com. Pl. Oak
- Oak Timbers
- 4-4 No. 2 and No. 3 Com. Poplar

**KENTUCKY LUMBER CO.**

CINCINNATI, OHIO

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

**THE GRAHAM LUMBER CO., LTD.**

41 East Fourth Street

Manufacturers and Dealers in General Hard-  
wood Lumber, especially Poplar, Basswood,  
Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

**The M. B. Farrin Lumber Co.**

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI

Saw Mills: VALLEY VIEW, KY.



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THE GATEWAY OF THE SOUTH

## GALLOWAY-PEASE COMPANY,

CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

**TENNESSEE MOUNTAIN OAK**  
**ST. FRANCIS BASIN RED OAK**

We offer the following thoroughly dry stock ready for immediate shipment:

8000 feet 4-4 1s and 2s Mountain Oak	50000 feet 5-4 No. 1 Com. Mountain Oak
9000 feet 5-4 1s " 2s " "	50000 feet 6-4 " " " "
10000 feet 6-4 1s " 2s " "	15000 feet 8-4 " " " "
15000 feet 8-4 1s " 2s " "	40000 feet 4-4 " " White Oak
55000 feet 4-4 No. 1 Com. " "	14000 feet 4-4 Log Run Cherry Choice stock.

At Poplar Bluff, Mo.

200,000 feet No. 1 Common St. Francis Basin Red Oak  
70,000 feet No. 2

At Johnson City,

A full stock of Sound Wormy Chestnut in 4-4, 5-4, 6-4 and 8-4.

## C. C. BOYD & CO.

Manufacturers of

### Hardwood Lumber and Veneers

MILLS: { North Bend, O.  
Lambert, Miss.

OFFICES:  
40 Glenn Building

CINCINNATI, OHIO

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

**SOUTHERN LUMBER**  
**PLAIN and QUARTERED OAK**  
**YELLOW POPLAR**  
**CHESTNUT MAPLE**  
**BASSWOOD**

BAND SAWED, WIDE AND GOOD LENGTHS  
OLD FASHIONED GRADES OUR SPECIALTY

## L. W. RADINA & CO.

DEALERS IN

### POPLAR AND HARDWOODS

CINCINNATI : : OHIO

# BANNING

for dry stock  
for quality  
for low prices

Inquiries for **HARDWOODS**

ADDRESS

**LELAND G. BANNING,** 5th and Main Sts., **Cincinnati, O.**

## BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who inspect and measure their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Wire or Write to either  
Branch Main Office  
**Memphis, Tenn.** **Cincinnati, Ohio**  
222 W. 4th St.

## SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber . Ties, Staves and Box Shooks

OUR SPECIALTIES:

### POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO  
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# CINCINNATI

THE GATEWAY OF THE SOUTH

## RED CEDAR

Let us know when you need any,  
we handle the best that grows

also

## HARDWOODS

of all kinds

GEORGE LITTLEFORD,  
CINCINNATI

The Wm. H. Perry Lumber Co.

## Hardwood Manufacturers

Oak, Chestnut, Poplar,  
Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Avenue,

[CINCINNATI]

## FRANCKE LUMBER COMPANY

WE SELL THIN WALNUT WE BUY  
ASH and WALNUT  
OAK QUARTERED OAK EXPORT  
CHERRY a SPECIALTY LOGS  
STATION P. CINCINNATI, OHIO BAND MILL AT ST. BERNARD, OHIO

## McLaughlin-Hoffman Lumber Co.

**WHOLESALE HARDWOODS**  
Pine Hemlock Cypress

Will contract mill cuts for cash

206-207 Shultz Building

COLUMBUS, OHIO

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Manufacturers of

**W. Va. White Oak**  
**LONG BILL OAK A SPECIALTY**

FINE STOCK OF

**Bone Dry Band Sawed Material**

## Thomas Forman Company

DETROIT

MANUFACTURERS OF HIGH GRADE

**MAPLE AND OAK FLOORING**

We are making a specialty of

**CLEAR OAK FLOORING**

Plain White and Red, and Quartered White in 1½, 2, 2½ and 2¾ inch widths of face.

Please write us for special delivered prices on full carloads,  
or on mixed cars with Maple Flooring and Maple and  
Oak Lumber from 1 to 4 inches in thickness.

## Wisconsin Land & Lumber Co.

HERMANVILLE, MICH.

POLISHED  ROCK MAPLE

**FLOORING**

Our slow method of air-seasoning and kiln-drying enables us to  
offer you a superior product—one which has stood the test for nearly a  
quarter of a century.

Write today for prices and booklet.



## FOR SALE CIRCASSIAN WALNUT LOGS

12 Feet and Longer

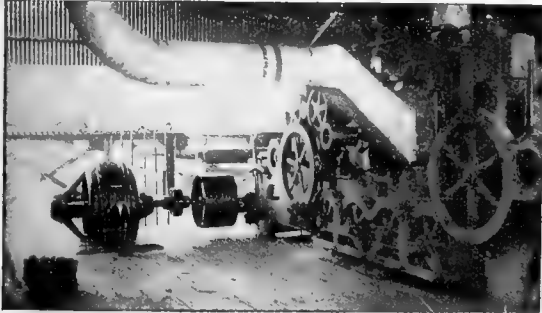
Also 1-28 inch Sliced Circassian Walnut and Mexican Veneer  
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**Lewis Thompson & Co., Inc.**

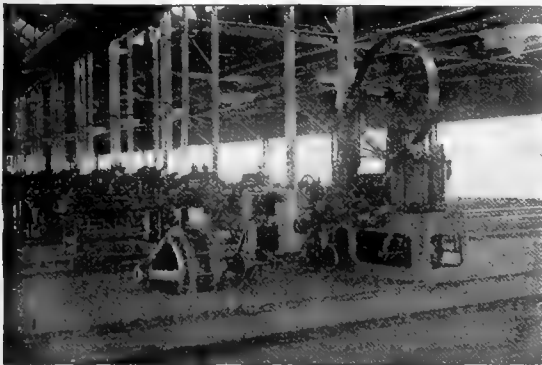
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Yards: Astoria, L. I.

# General Electric Motors Will Increase Your Profits



GENERAL ELECTRIC MOTOR DRIVING TIMBER SIZER



GENERAL ELECTRIC MOTOR DRIVING BAND RESAW

## Bigger Output

Whether all the shop, or only a few machines are working, each machine is doing its best. The speed of every one is under full control of its operator.

## Lower Expenses

Every machine makes the most of its power. The motor is attached direct to the shaft of the machine instead of turning it through belts and long lines of shafting.

## Better Work

The one speed best for each kind of work can be found and kept. There are no belts to look after. The operator can give his whole attention to the work. Best results are easily obtained.

## Your Woodworking Shop Needs Electric Motor Drive

There is a kind of motor for every type of machine and a size for every capacity. Electric Motors are as useful to small shops as to larger ones. Expert machinists are not needed to care for them. With slight attention from the man at the machine these motors are always in condition.

# General Electric Company

The Largest Manufacturer of Electrical Apparatus in the World

PRINCIPAL OFFICE: SCHENECTADY, N. Y.

### SALES OFFICES:

Atlanta, Ga.  
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Cincinnati, O.  
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Denver, Colo.

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Indianapolis, Ind.  
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Los Angeles, Cal.  
Minneapolis, Minn.  
Nashville, Tenn.

New Haven, Conn.  
New Orleans, La.  
New York, N. Y.  
Philadelphia, Pa.  
Pittsburg, Pa.  
Portland, Ore.

Richmond, Va.  
Salt Lake City, Utah  
San Francisco, Cal.  
St. Louis, Mo.  
Seattle, Wash.  
Spokane, Wash.

F. C. EBERHART, Pres.

Incorporated, 1902

Capital Stock, \$120,000

R. C. PAGE, Sec'y &amp; Treas.

"FROM TREE TO CUSTOMER"



# LICKING RIVER LUMBER COMPANY.

## MANUFACTURERS COLONIAL BRAND OAK FLOORING

HUNTINGTON, W. VA

## OAK FLOORING

Kiln=  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## Band Sawn and Equalized Quartered White Oak

3/4 inch.	75,000 feet	1sts and 2nds	15,000 feet	No. 1 Common
1 1/2 inch.	35,000 feet	" "	250,000 feet	" "
5/8 inch.	75,000 feet	" "	12,000 feet	" "
3/4 inch.	100,000 feet	" "	17,000 feet	" "
4-4 inch.	250,000 feet	" "	300,000 feet	" "

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED

Memphis, Tennessee

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

### The I. Stephenson Company

WELLS, MICHIGAN

## CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

## HARDWOOD LUMBER "St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

50,000 Feet	1 inch	No. 1 Common Plain Oak
25,000 Feet	1 1/4 inch	" "
25,000 Feet	2 inch	" "
15,000 Feet	1 inch	No. 1 Com. Qr. White Oak
15,000 Feet	1 inch	No. 1 Com. Qr. Red Oak

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

## HEADQUARTERS

FOR

## Lumber Fire Insurance

66 BROADWAY, NEW YORK

Reduced Rates  
Standard Policy

## LUMBER UNDERWRITERS

FOR LUMBERMEN

BY LUMBERMEN

## WARD BROTHERS

BIG RAPIDS, MICH.

## MAPLE FLOORING

WE GUARANTEE OUR GRADES AND  
MANUFACTURE ARE UNEXCELLED

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

CHICAGO, FEBRUARY 10, 1910.

No. 8.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

LOUIS L. JACQUES, Sec'y and Treas.

Sixth Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.  
Telephones Harrison 8086-8087-8088

### REPRESENTATIVES

Eastern Territory - - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.  
Northern Territory - - - - C. F. Dedekam, 355 Dearborn St., Chicago  
Southern Territory - - - - E. W. Meeker, 355 Dearborn St., Chicago

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Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings

#### NATIONAL ASSOCIATION OF BOX MANUFACTURERS

The annual meeting of this association will be held on Wednesday, Thursday and Friday, February 23, 24 and 25, 1910, at French Lick Springs Hotel, French Lick, Indiana. Hardwood manufacturers are especially invited to attend.

E. H. DEFEBAGH, Secretary. C. FRED YEGGE, President.

#### NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The next annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Wednesday and Thursday, March 2 and 3, 1910.

E. F. PERRY, Secretary. GEORGE F. CRAIG, President.

#### NATIONAL LUMBER MANUFACTURERS' ASS'N.

The Board of Governors of the above association have fixed the dates for the 1910 annual meeting for April 19 and 20 at New Orleans, La.

GEORGE K. SMITH, Secretary. EDWARD HINES, President.

### General Market Conditions

It is to be regretted that the RECORD can not announce today that hardwood sales conditions the country over are in good shape and running smoothly. However, there is no use of manufacturers, jobbers or consumers fooling themselves or each other.

The hardwood business is spotted in character, and while of late there has been a good many large orders placed, the vast majority of buyers are still purchasing only for their immediate requirements.

The higher grades in practically every variety of hardwoods, in shipping condition, are remarkably short. Sales are not being strongly urged on the part of manufacturers. Jobbers who have laid in large purchases are the only ones that are insistent upon forcing sales.

The trend of the market is upward all along the line.

The recent furniture sales period, on the whole, is a disappointment. Orders did not materialize to the extent that was anticipated, with the result that the furniture manufacturers are not buying lumber with any freedom. It is apparently a waiting game all along.

The foregoing is the situation and there is nothing in it to warrant the assumption that there is any prospect of a break in prices, but still it is a waiting game.

The comparatively small amount of No. 2 and better quality in first hands, as a foregone conclusion, is already sold, and even cull grades are in fair demand, and they apparently will be reduced to a normal stock within the next few months.

The only danger in the whole situation is the fact that current prices may induce manufacturers to produce an increased quantity of lumber during the next few months and overstock what is still rather a sensitive market. This is a warning and should be heeded. There is more money in hardwood producers keeping their cut down to normal than in increasing it unduly at the present time.

There is a call for panel poplar and cottonwood clear above the manufacturers' producing ability, and prices range very high.

The call for all varieties of oak is also in excess of stocks.

Most all varieties of northern woods are in the same shape.

In the face of all this, as before noted, business is not uniformly good.

The interior finish and flooring trades are still working practically up to capacity.

The veneer people are busy, as they are all working on a scale of prices not commensurate with their log value and lumber cost.

The entire situation will probably straighten out into good lines within a short time, but this condition is not yet here.

### Eucalyptus from Government Viewpoint

It will be recalled that in a recent issue of the RECORD the miscellaneous exploitation of eucalyptus-growing in California as an investment and as a fast money-making proposition was deprecated. In these articles evidence was presented of the exact status of eucalyptus values and prospects and an analysis made of the possibilities of making money in eucalyptus growing.

From the documents under discussion the RECORD attempted to disprove a good many statements that were being promulgated. Now it is gratifying to be able to state that Secretary of Agriculture Wilson has inspired the Forest Service to issue the following circular:

The Department of Agriculture has recently been informed that certain of its publications dealing with eucalyptus have been misquoted by several companies interested in selling lands. For instance, circular 97 of the Forest Service has been misrepresented as saying that California will in a few years be the only source of hardwood supply in the United States. Such a statement has never been made in any of the Forest Service publications and is not considered a fact.

The department experts believe that there is promise of considerable success in the cultivation of eucalyptus trees in many parts of California, but estimates of profit and of growth have been attributed to the department which are unauthorized. There are many uncertainties connected with eucalyptus culture, the government experts say, which the investor should take into account.

In some cases statements falsely attributed to the Forest Service in advertising matter have been corrected when attention was called to the facts, but not before the misstatements had been widely circulated. Secretary Wilson says he does not intend to allow the name of his department to be used as a means of victimizing the public,



and that in future any concern which attributes to the Forest Service unauthorized statements may expect the statements to be publicly disavowed.

The RECORD is pleased to note that Secretary Wilson has taken cognizance of the misuse of Forest Service literature on the subject of eucalyptus and has scored the eucalyptus promotion crowd in the way he has.

## The Big Hardwood Meeting

The most notable happening in hardwood affairs of late was the great and enthusiastic meeting of the Hardwood Manufacturers' Association of the United States which commenced January 31 and continued through February 1, 2 and 3, at Cincinnati, O. The attendance was approximately seven hundred, making this not only the largest gathering of hardwood people ever assembled in the history of the trade, but also the largest assemblage of lumbermen of any sort that has ever gathered together at any one conference.

At the preliminary day's session a conference was held between the Executive Grading Commission of the association and leaders of all lines of hardwood utilization; i. e., the wholesale hardwood consumers. This conference was entirely harmonious and resulted, by means of mutual concessions, very slight in character, in an agreement upon a standard basis of grading rules for all varieties of hardwoods.

President Carrier in his address, which was concurred in by a subsequent meeting, laid down certain basic principles without equivocation. Among other things he said:

No honest man can successfully defend the existence of more than one standard of grading, nor can any reasonable man deny the fact that the producer and consumer are the only parties concerned in the making of grades. Why should this not be brought about? The time for action is now, as too much has already been lost. Further delay will work great harm to the industry.

The Hardwood Manufacturers' Association has always recognized the value of the co-operation and support of the legitimate hardwood merchant, and it is my wish that amiable relations shall be continued and encouraged with that branch of the industry, but I am equally opposed to supporting any continued existence of the part of the trade whose functions lead to irregular practices and demoralization of grades, prices and good trade ethics.

Further on in his address the president said:

We do not advocate combinations or agreements in restraint of trade, nor action of any kind which is opposed to the public welfare. We do not expect the survival in business of any one who by reason of incompetence, dishonesty, or fault, is unable to cope with his competitors in an open market and a fair field. What we do advocate, is fairness and friendship in business, cordial intercourse, confidence in each other and frankness in disclosure when information is properly requested.

There was certainly no dodging of issues on these propositions.

Secretary Doster also made a very elaborate and comprehensive report of the "doings" of the association during the past year.

The president's address and secretary's report and other important matters that occupied the attention of the sundry meetings will be found printed in full in this issue of the RECORD.

Among other important things handled at this meeting was a logical Code of Ethics that was adopted.

It certainly was a great meeting, the like of which was never before known in lumber history.

In the face of the excellent work done by the officers of the association during the last year, their reelection and that of the Executive Board *en masse* was the part of wisdom. They are to be congratulated on the confidence they have inspired both in brother members and in the trade at large.

## The Impending Railroad Strike

To be consistent, the RECORD had to prophesy as long as two months ago that there probably would be trouble between the railroads and their employees over wage scales, which might result in strikes and a tie-up of freight transportation.

The crisis is due today in the wage negotiations of the Chicago switchmen affiliated with the Brotherhood of Railroad Trainmen. An ultimatum from the switchmen to the effect that unless the railroads grant an increase in wages there will be a strike will be delivered this morning to the railroad general managers.

By a referendum vote in eighteen switching yards the men overwhelmingly decided for a strike and against submitting the question of

wages to arbitration. The result of the complete returns was announced yesterday at the meeting of the chairmen and secretaries of the general grievance committee and the members of the Chicago Yardmen's Association held at the Great Northern Hotel.

The vote showed 3,007 in favor of a strike and only ninety-one in favor of arbitration. Nearly 4,000 men are engaged in yard service in Chicago. The entire force, including members of the Switchmen's Union, will go out should a strike order be issued.

This local situation is duplicated in nearly all railroad centers the country over. Railroad employees are simply demanding more wages and railroads are not in a situation to consistently abide by this demand. What the outcome will be remains to be seen.

## Cincinnati Hardwood Record Daily

Agreeable to promise, HARDWOOD RECORD issued at Cincinnati three fifty-two-page dailies during the big convention of the Hardwood Manufacturers' Association, February 1, 2 and 3. Three thousand copies were printed each day; through distribution by mail and those taken up by members at the meeting, which number was larger than expected, the three issues were exhausted up to less than one hundred copies of each day. These extras are held at this office and will be forwarded to anyone who desires copies, on receipt of five two-cent stamps to cover the postage.

The papers contained a complete report of each day's proceedings and a daily roster of attendance, besides a large quantity of miscellaneous matter, caricatures of individuals present at the meeting, etc.

The association manifested its appreciation of the RECORD's enterprise by tendering it an enthusiastic resolution of approval, and this office is deluged with letters of encomium over this innovation at functions of this sort.

## Annual National Wholesalers

Active and enthusiastic preparations are being made for the eighteenth annual of the National Wholesale Lumber Dealers' Association, to take place March 2 and 3 at the Hotel Sinton, Cincinnati, O. Questions of importance and interest to the trade will come up for consideration at this time, and a large attendance is expected.

At a recent meeting of the executive and arrangement committees definite plans were formulated for business procedure and for the banquet to take place on the evening of March 2. During the regular sessions reports will be submitted by committees on Trade Relations, Trade Ethics, Transportation, Fire and Marine Insurance, Credits, and Forestry. These committees are composed of men who are considered authorities on the subjects with which they treat, and their reports should be of profound importance to the trade in general.

A large attendance of members and guests is anticipated at the banquet. Men of national reputation will speak on this occasion.

The second evening will be taken care of by the Lumbermen's Club of Cincinnati, which at a recent meeting appointed the following committee to make suitable arrangements: Joseph Bolser, chairman; Fred Mowbray, W. E. Delaney, Chester F. Korn, B. F. Dulweber. It is needless to say that they will provide an affair which will make it well worth while for those who are planning to attend the convention to make arrangements to stay over the second evening.

## Restricted Building Operations

In the news columns of this issue of the RECORD will be found a report of the January building operations the country over. From this it will be seen that there is a slight falling off of structural work for January of this year as compared with the same month of last year. The only surprising feature of the falling off in this line of work is that it is not greater. The building of flats, houses, warehouses, factories, etc., always reaches its highest notch in times of business depression. This is the time when owners of real estate take advantage of low values of material and labor cost and make permanent improvements. Just as soon as business again becomes active the factory owner has no time for overhauling or building new structures, and the loose money that previously has gone into the erection of flats and kindred structures is put into active business pursuits.

Undeniably the year 1910 will show a falling off of fifteen to twenty five per cent. in general construction as compared with 1909.

# Pert, Pertinent and Impertinent

## Characteristics

<i>You are</i>	<i>The Other Fellow is</i>	<i>The Other Fellow is</i>	<i>You are</i>
Strong minded.	Stubborn.	Prudent.	Selfish.
Self-respecting.	Vain.	Frank.	Rude.
Generous.	Extravagant.	Refined.	Effeminate.
Honest.	Hair-splitting.	Enthusiastic.	Fanatical.
Tastefully dressed.	Poppish.	Eloquent.	Long winded.
Courteous.	Servile.	Witty.	Frivolous.
Dignified.	Puffed up.	Particular.	Fussy.
Manly.	Brusque.	Well-read.	Pedantic.
Sympathetic.	Inquisitive.	Successful.	Lucky.
Ambitious.	Covetous.	Unlucky.	Incompetent

## Quantity, Not Quality

You say you think my figure fine.  
 You say, in fact, it's quite divine.  
 And beg me please not to decline  
 To be your bride.  
 But, ah, for you—I thought you knew—  
 One figure, sir, is quite taboo.  
 How many, tell me, pray, have you—  
 Then I'll decide.  
 Eleanor Roosevelt in *The Smart Set*

People who live high are not always above suspicion.

A man is lucky not to have any worse luck than he has.

He who fights and runs away may draw a pension some fine day.

Change your opinions once in a while if you would improve them.

The bravery of some men is like that of bulldogs: they haven't sense enough to be afraid of anything.

Laziness travels slowly and poverty soon overtakes it.

Many a so-called orator is merely a human phonograph.

If a man's credit is good it is because he seldom uses it.

Procrastination is the thief of many a good time.

Insomnia is something that seldom troubles a person in the early morning hours.

A man is rich in power if he is able to do without the things wealth will buy.

A pet extravagance is no more a weakness than is a pet economy; and often it is not half so expensive in the end.

Nothing lowers a man so much in the estimation of his friends as being always on his uppers.

"Trust men, and they'll be true to you," says Emerson; but you can't make the grocer believe it.

Some people never pay anything but visits to their relatives.

It's easier to originate an idea than it is to get a capitalist interested in it.

The weather eventually gets back at the people who talk about it.

Opinions and visits are more appreciated when not forced upon people.

A wise workman lets the boss have his own way.

He is a wise fool who knows enough to keep it to himself.

## The Spirit of the Times



The Boys—"Let's make him a friend of ours."

All men are foolish, but some manage to conceal the fact.

A man would rather be embarrassed any other way than financially.

To love a good woman is a liberal education. To love a lady of fashion is a commercial education.

LESLIE'S WEEKLY.

Some men are driven to drink, some walk up to it and some have drink driven to them.

Modesty is the result of a man's fear that others won't think him as great as he thinks himself.—SMART SET.

Most of the fish in small puddles imagine they are big.

The people who are paid to be good never earn their salary.

The man who is afraid of work deserves to be scared to death.

Women remind us of angels because they are always flying around.

Why is it that little girls always smile and little boys always snarl?

Marriage is the process by which a woman tries to get a job as boss.

Don't waste valuable time explaining why you failed. Get busy and make good.

Anyway the woman who marries a man with a dimple in his chin had fair warning.

A toper doesn't believe in sober second thoughts.

# AMERICAN FOREST TREES

## EIGHTY-FIRST PAPER

### Basket or Cow Oak

*Quercus Michauxii*. Nutt.

*Quercus Michauxii* is distinctly of the South and is the best southern representative of the white oaks. Some authorities contend that it is really a variety of the swamp white oak, *Quercus platanoides*, basing their belief on the resemblance of the two and on the fact that their ranges meet but do not overlap. This oak thrives best in wet, swampy localities where it is found in company with water hickory, swamp bay, water elm, water oak, the gums and red maple. In such places it is not difficult to cultivate.

From the northern limits of its growth in Delaware, where it is not of any considerable size, it grows south through the Atlantic states and into Florida, west in the Gulf states to the Trinity river in Texas, and up the Mississippi valley, including in its range Arkansas, eastern Missouri, southern Indiana and Illinois and western Kentucky and Tennessee.

*Quercus Michauxii* has various sectional names as follows: basket oak in Alabama, Mississippi, Louisiana, Texas and Arkansas; cow oak in Alabama, Mississippi, Texas, Arkansas and Missouri; swamp white oak in Delaware and Alabama and swamp chestnut oak in Florida.

In general appearance the tree gives the impression of massiveness and strength, offset by the delicate, silvery effect of the bark and the lining of the foliage. The usual height is sixty to eighty feet, but it often exceeds a hundred feet, the bole attaining a diameter of as high as seven feet and showing three log lengths clear. The characteristic light grey, scaly, white oak bark covers trunk and heavy limbs, which rise at narrow angles, forming a rounded head and dividing into stout branches and twigs. The winter buds are not characteristic of white oak, being long and pointed rather than rounded. They are about  $\frac{1}{2}$  inch in length, scaly, with red hairs and usually in threes on the ends of the twigs. The general texture of the leaves is thick and heavy, their upper surfaces being dark, lustrous green and the lower white and tomentose. They are five to seven inches long with heavy petioles an inch in length and of the general outline of the chestnut leaf. Their rich crimson color is conspicuous in the fall after turning.

The staminate flowers are in hairy aments three to four inches long, and the pistillate ones in short, peduncled spikes. Large edible acorns are borne every year. They are one to one and one-half inches in length, and buried for half their length in the scaly gray

cups that are often flat on the bottom. They grow either in pairs or solitary, and the stalks if any are short.

As a timber tree basket oak is of great value, producing wood suitable in every way to the uses to which true white oak is put. The wood is heavy, hard, strong and durable, the heart being light brown and the sap being

for which use it is unsurpassed. From this use comes the common name, basket oak. The durability, strength and hardness of this wood render it suitable also for ties, poles, construction timber, cooperage, wheel-stock and fencing. It is used extensively for interior work, furniture and agricultural implements and for fuel.

Structurally the wood is ring-porous, the large spring pores being arranged as a rule in a single row. A radial (quarter-sawn) cut shows a rather lustrous surface. The specific gravity of the wood is .8039; one cubic foot weighs fifty pounds. Using kilograms and square centimeters as units, the coefficient of elasticity is 96373; modulus of rupture, 1118; longitudinal resistance, 482.

The sweet acorn is valuable in grazing, hence the name cow oak. This is conceded to be the best and most prolific mast tree we have. The accompanying photograph of a specimen of virgin growth of basket oak was taken by the editor of *HARDWOOD RECORD*, in Raleigh county, West Virginia.

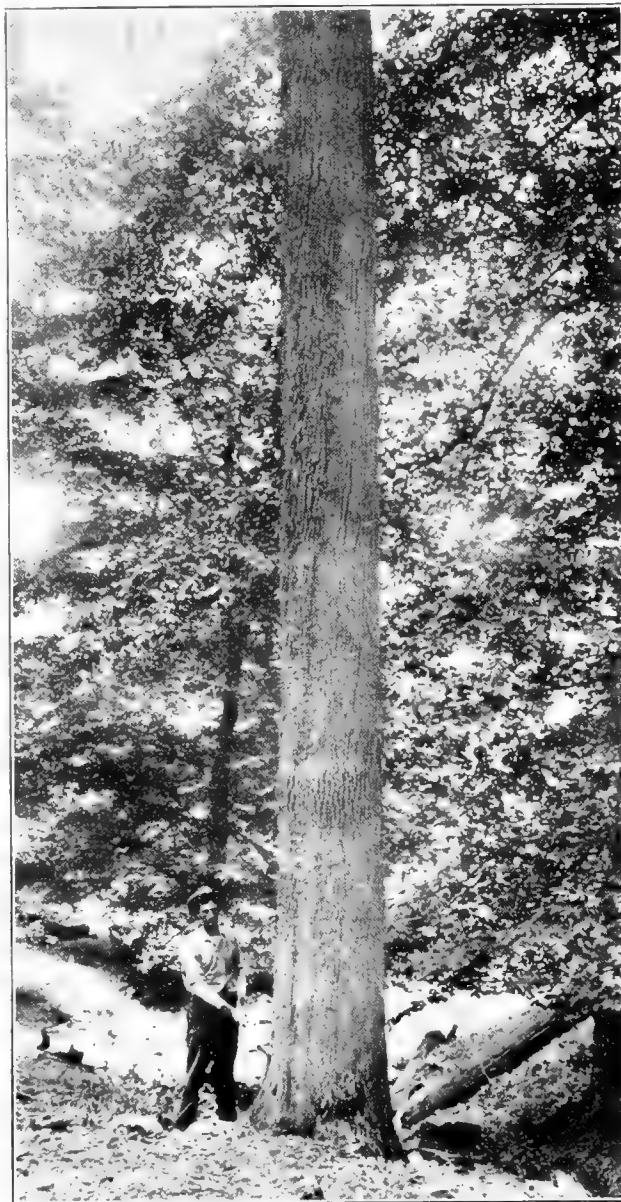
This representation of the large oak family is one of the group of chestnut oaks, of which there are three others. These trees are so called because of the similarity of their leaves to those of the chestnut, the chief point of difference being in the lobes. All four are under the broader heading, white oak, and produce lumber of excellent qualities.

### Frecks of Tree Growth

The sofar, or whistling tree of Nubia, is a curious example of nature's freaks. On hearing for the first time the weird chords that emanate from its branches during a wind storm, one is not surprised at the native superstition that the spirit of a dead singer makes his home among them. But more practical white men attribute the sounds to the labyrinth of minute tunnels bored by a certain insect in the spines of this tree.

Another more practical freak is found in the weeping tree of the Canary Islands, which keeps the natives supplied with pure water even in the driest weather. The leaves have numerous pores at their base, which seem incapable of closing and emit a continuous shower of minute drops.

The Roys Hardwood & Implement Company of Russellville, Mo., was recently chartered with a capital stock of \$15,000. The incorporators are Charles W. Monroe and J. W. Burke of St. Louis, Mo., and R. F. Roys of Russellville.



FOREST GROWTH BASKET OAK, RALEIGH COUNTY, W. VA.

thin and darker. In quarter sawing the grain is not as beautiful as some of the other oaks, the medullary rays being few and large and giving a blotchy appearance to the wood. Probably owing to the moist conditions of its growth, the tree shows wide annual rings and large spring ducts which render it tough and easily split, the annual layers separating readily, making it adaptable to basket making,

# A Forestry Student's Letters to His Father

## FOURTH SERIES

DARMSTADT, GERMANY, Jan. 12.

My dear Father: Yesterday I received your letters from Sandosky and it sure did seem good to read them. I almost died when I thought of you people eating one of Aunt Carrie's good New Year's dinners, for it made me so homesick.

Things have been going along nicely. A week ago Monday I took my examination in tree identification from Dr. Schenck. Every man upon being graduated from the B. F. S. must take this exam and pass 100 per cent in it in order to be eligible for a degree. I was successful. I now have nothing to fear about getting a degree, for I have not failed in an examination taken since I entered the school. I note the letters which were published in the Record. Really I did not want them printed, but if they went well I am not sorry that they were published. However, I hope after this you will not send any letters in, unless I acquiesce.

The weather here has been fierce ever since we arrived. The sun has shown for but two days and we have not seen a bit of snow. The climate in this part of the country is always bad, being misty and damp at all hours of the day. For that reason I would suggest to Mother a change in the plans of the trip she outlined to me. Instead of going from Munich over to Frankfort, Heidelberg, etc., and then back to Carlsbad, I would go to Vienna, which is just as near Carlsbad as Frankfort, and the best city in Europe. People over here say Vienna is even better than Paris, and by all means to take that trip through Austria-Hungary. I think the trip will be great. Wish you would let me know on what date you expect to return home. I'll be on the job March third at Genoa, and the first person you will sight. You land there on "fighters," not coming into the mainland. I must now close and go out to eat. Am invited to dine with Dr. and Mrs. Schenck tomorrow evening.

DARMSTADT, GERMANY, Tuesday, Jan. 19.

My dear Father: What on earth is the matter that I do not hear from you or Mother? Have looked for a letter the last three days now.

Things are going great, and I am having the time of my life. Went to Doc's to dinner last week and he had several of the best people there. Had a peach of a dinner, and I succeeded in getting through with it without putting my feet through any trains, etc., showing the Dutch frauleins that I have been "elegant raised." After dinner the ladies all smoked with the men, even to the youngest, who is seventeen years old.

The next day Dr. Schenck told us we were invited to a big ball given by the Mercks here. He invited four of us, Jones, Buchanan, Tong, the Chinaman, and myself. By the way, I have never mentioned Tong to you, I believe. He is a prince of a fellow. Went to America six years ago, and since then has developed into a typical college man. Wears good clothes, talks well, smokes cigarettes, drinks beer, and is the best student in the class. His father is a big man in China, and he went to the United States with the Prime Minister. He intends to practice forestry in China. He dances well, and last night at the ball was the hit of the evening. In the cotillion he had the Dutch girls fighting to pin a flower on him for a dance. He and I are great friends. He has all kinds of nerve, and no matter how hard the field work is (and it is awfully hard over here), he always sticks. He is not accustomed to such strenuous work, and before the afternoons

are over he generally is about fagged out, but he sticks to the end and as a result is a great favorite with the Doctor and the fellows.

We all made a big hit last night, from what Doc says. It was one of the biggest affairs I ever attended. All the nobility, except the Grand Duke, were there—Prime Ministers, Barons, Counts, etc. We had a peach of a dinner, at which champagne flowed like water. Afterwards they danced four regular dances and a flower cotillion where the ladies collected a great bunch of flowers and the men got colors and carnations for favors. All the foresters were in on every dance, and I came home with my dress suit covered with flags. The ladies all looked good, but Mrs. Schenck was without a doubt the prettiest on the floor. She is "right" over here, and last night she and the Doctor were the whole cheese. I met piles of men wearing "Victoria crosses," or something like them, which signifies honor. All Doc did was to rush us around introducing us, and when the finish came he said to us, "Boys, I'm proud of the Biltmore School. We can show 'em that we've 'got the goods.' In overalls in the morning and dress suits at night, we're always there."

It was a great experience for me, and one which few Americans have had. I sure have been the lucky one in getting my share of social experiences over here. First, I attended a student kneipe of the best corps here; then a "slugger bout," then a dinner party, and now a grand ball. I'll be shooting craps with the Kaiser next.

I took the exam. in sylviculture Friday. It was not hard, and I think I drew a high mark. My work is nearing the end. Have two more diaries to write and only an exam. from Dr. House.

DARMSTADT, GERMANY, Friday noon, Jan. 21.

My dear Father: I have just an hour before our train leaves for the Black Forest, so I'll drop you a line. Cannot understand why you do not receive more letters from me, as I write twice a week regularly.

Things are just whooping along now, and I never felt better or enjoyed myself more in my life. Don't believe I ever got so much exercise. Yesterday Dr. Schenck read his pedometer, which he always carries on field trips, and he told me that the B. F. S. have averaged twelve miles walking every day. Not bad, is it? Wednesday we had a great field trip. We went to Heidelberg by train and visited the communal forests in that vicinity. Climbed mountains all day long, and it was great. These forests are perfect examples of good forestry practice. Here we saw government experiments being carried on with the various species. Saw pure and big stands of the difficult American species, such as Douglas fir, *Chamaecyparis Lawsoniana* (Port Orford cedar), sequoia, diameter three and four feet, chestnut, white pine, and, in fact, everything that grows over home, and doing better than they do at home. A gentleman from Pittsburg, who lives in Darmstadt, accompanied us and was very much enthused. Dr. Schenck is as enthusiastic as I have ever seen him. He says the school has never been in as good condition as now, and these new fellows work better than the old ones used to. I never have been kept so busy as since we have been here.

Today we ride by train until 11:30 at night, barely arriving at the Black Forests. Will sleep in a little town over night and beat it up in the woods in the morning. Will come back Sunday night.

We sure were bit hard when we heard the

news of Pinchot's dismissal. Dr. Schenck would not believe it. He has always said since this controversy came up that the country would not dare dismiss so valuable a man, and when he heard the news he said, "What will they do? Foresters they have in plenty in the United States, but no more Pinchots. He is not only a forester but he is a diplomat, and just what the country needs for the job." When he heard Graves got Pinchot's job he threw up his hands. That is an awful joke to us all, for we know Graves to be a forester who fools with dendrology, botany and the like more than the practical side, and I believe he will not be broad-minded enough to cope with the lumbermen of our country as Pinchot has done so well, giving the Forest Service its present position. We have not read the American papers, as they have not arrived. We found the news in a foreign paper, and immediately wired Pinchot, "Biltmore Forest School stands by you."

Doc disagrees with Pinchot in many things, but he always has impressed upon our minds that big men disagree. For instance, one day he introduced us to a professor in this way: "Boys, I want you to know Prof. ———. Now, boys, you must listen to him because I love him, but I don't believe a ——— word he says." The Doctor thinks Pinchot is a wonderful man in forestry and everything else. I think Taft has made a rash move, don't you? I must close now and get ready to leave.

Tell Mother I will leave my trunk and will not buy another. I can travel in my suit cases. Trunks are a bother and cost like the deuce, and you generally have to wait for them a day or so.

Please bring over for me a large one-pound can of Tuxedo smoking tobacco. Open the top and take out some just before you get into Italy, and I don't think you'll get soaked. Smoking tobacco over here is awful. I have not smoked a cigarette since the first of January. Am awfully anxious to see you both, and know we will have a great time.

For Heaven's sake flag Mother in sending my picture to HARDWOOD RECORD. I don't like the idea at all, and don't publish any more letters.

DARMSTADT, GERMANY, Sunday, Jan. 23.

Dear Father: Here goes for a letter before dinner. Have been in the Botanical Laboratory at the university for the last three hours. Things are going fine. I feel good and am counting the days until we meet in Genoa, on March third. We sure will have the time of our lives over here. There is so much to enjoy.

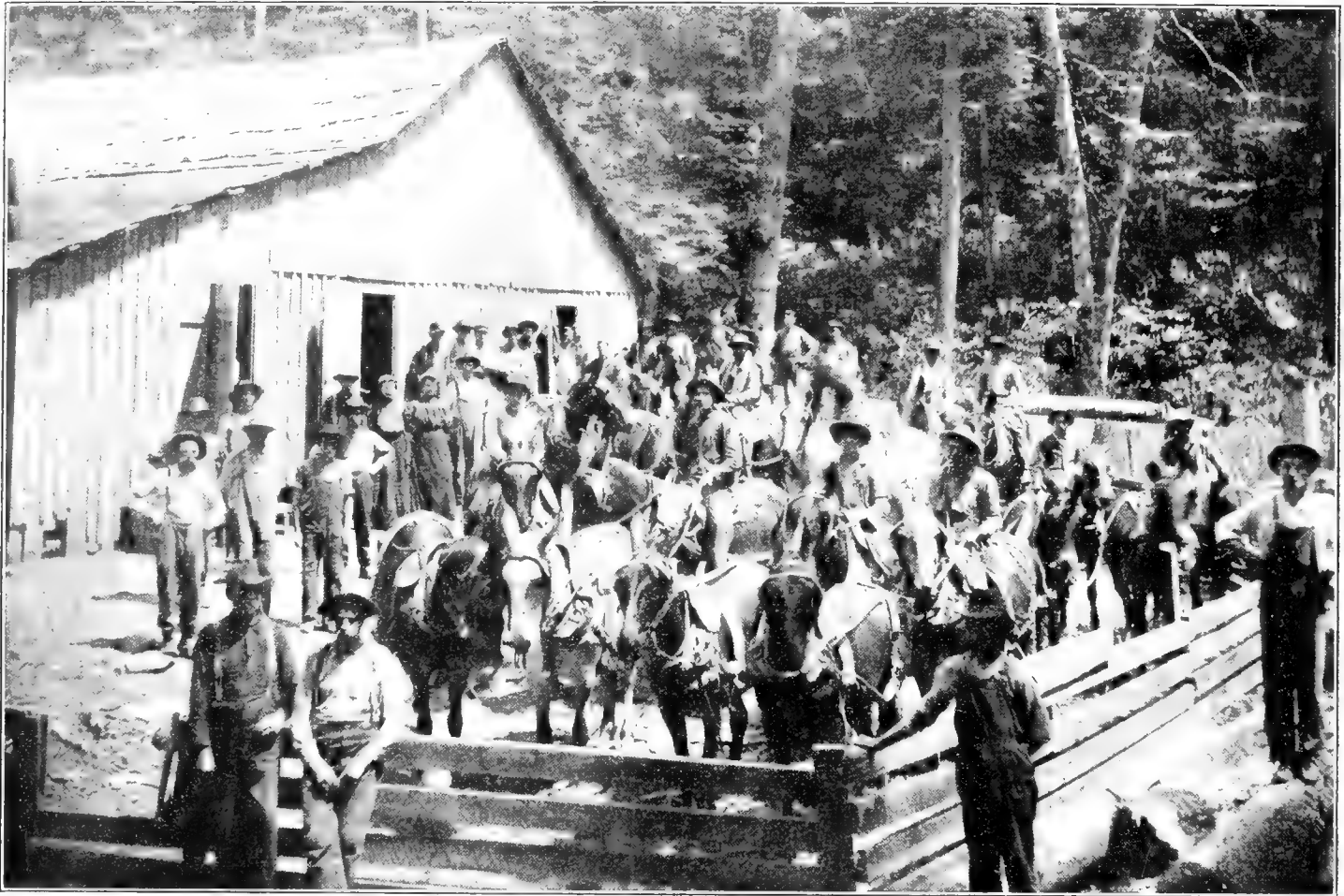
Last Saturday I wrote you a postal from the Black Forest. We were up there for two days, and I never enjoyed anything so much in my life. Wish you and Mother could have been there to have seen the wonderful stand of timber. I truly never saw such trees in my life. I ran a couple of estimates through some of the big spruce stands and found them to exceed anything in the States. We climbed mountains all day, and when we got back to Darmstadt late Saturday night we were a pretty tired bunch. I can tell you. Snow there was two feet deep, and everybody used skis up in the mountains. We walked up to the top and had dinner at the Hotel Sand there, and then took bob sleds and coasted down to the railroad in the afternoon. It sure was great, and Doc has promised to take us up for a week next month, when we will estimate the timber from heights and survey various tracts. It will be the best kind of practice, and I hope he does it before I leave.



# THE STORY OF YELLOW POPLAR

Illustrations from Photographs by Editor Hardwood Record

## CHAPTER III



THE BEST MULES PURCHASABLE ARE EMPLOYED

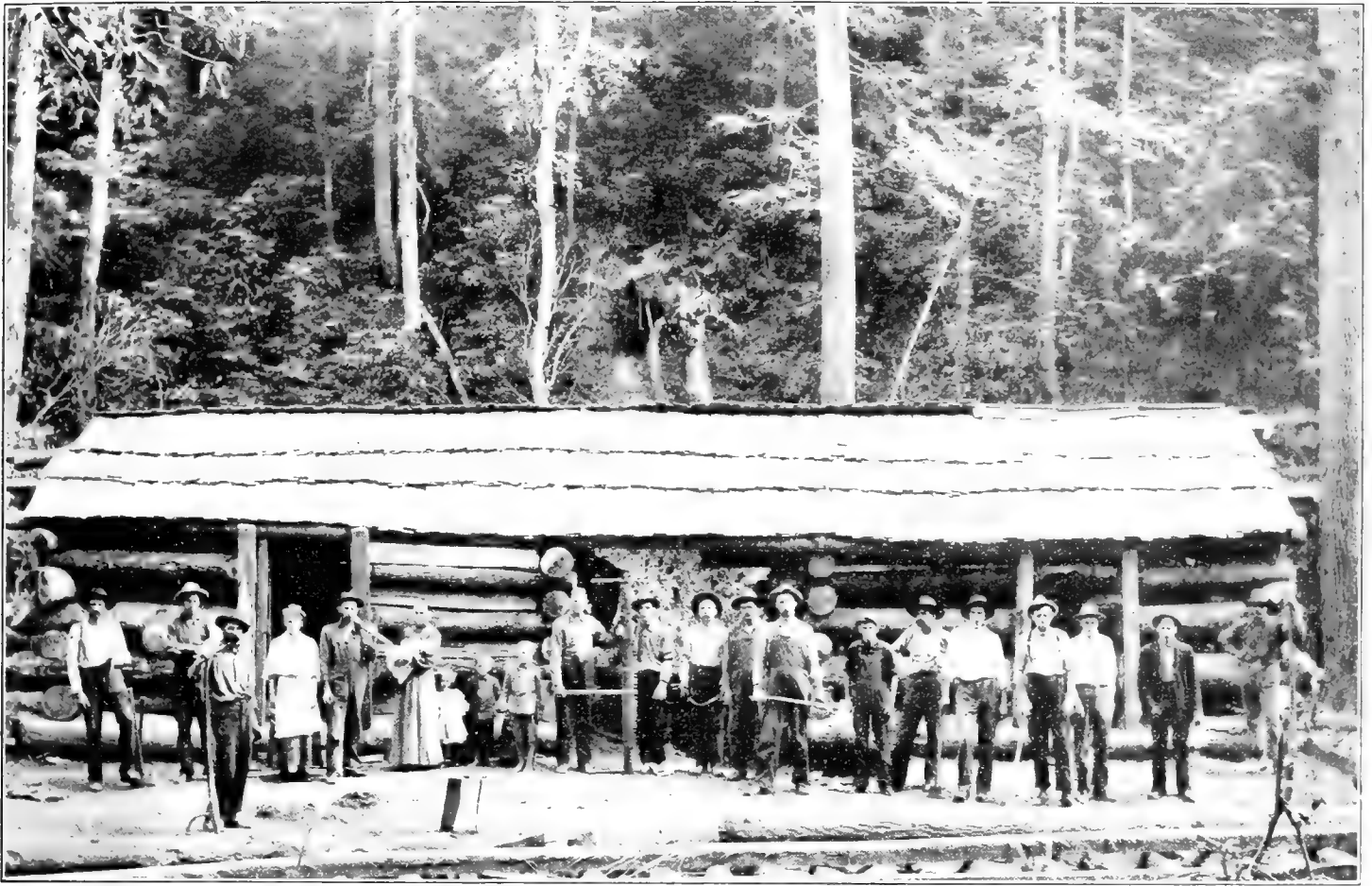
The accompanying pictures do not need very much text to explain this detail of the timber operations of the Yellow Poplar Lumber Company of Coal Grove, Ohio, to which great institution this series of articles pertains. The logging operations of an institution like this one differ materially from those of the majority of hardwood propositions. Primarily, it must be known that poplar timber does not exist in a solid stand, but grows interspersed with oak, chestnut, hemlock, beech, birch, maple and minor varieties of hardwoods. As the Yellow Poplar Lumber Company operates exclusively in poplar and as this wood never exists in an average stand above twenty-five hundred feet to the acre, and often runs less than one thousand feet to the acre, it will be seen that this company has to go over a large area of land year by year in order to secure its thirty to forty million feet annual log crop.

This way of logging a timber property is very expensive as compared with the cost entailed where the entire forest is denuded at one time. In the case of the particular timber operation now being conducted by this company in Dickinson county, Va., it meant about a year ago the entering upon an unbroken forest remote from railroad or other transportation facilities, with only a sat-



"SCALPING" THE LOG





ONE OF THE NUMEROUS TEMPORARY CAMPS

tering landful of mandantants and farmers along the creek valleys.

In taking therein the necessary woodsmen, live stock, locomotives, commissary, supplies, etc., the equipment had to be moved over two mountain ridges on roads that would seem impassable to the average person; swamping had to be done; portable mills erected for the making of wooden rails; camps had to be built, and all the paraphernalia put into action for the felling, skidding, railroad building and the transportation to the Russell fork of the Big Sandy River of the forty million feet of logs that this company took out in the following ten months. The undertaking was monumental in character, but this same work has to be done over from a new base of operation year by year.

The poplar has been taken off fifteen thousand acres during the past season, and next year it means the stripping of fifteen thousand additional acres to stock the company's mills.

The first picture of this quartette of woods scenes shows a bunch of the company's big mules just leaving one of the stables for the day's work. These are the largest and best mules obtainable in the market at St. Louis and cost an average of \$275 each. The animals are made up in four mule teams.

The large halftone presented on this page shows one of the quickly constructed and semi-temporary camps the company builds as near to the scene of active operations as possible. The entire work requires a perfect army of expert employees, cooks and common laborers.

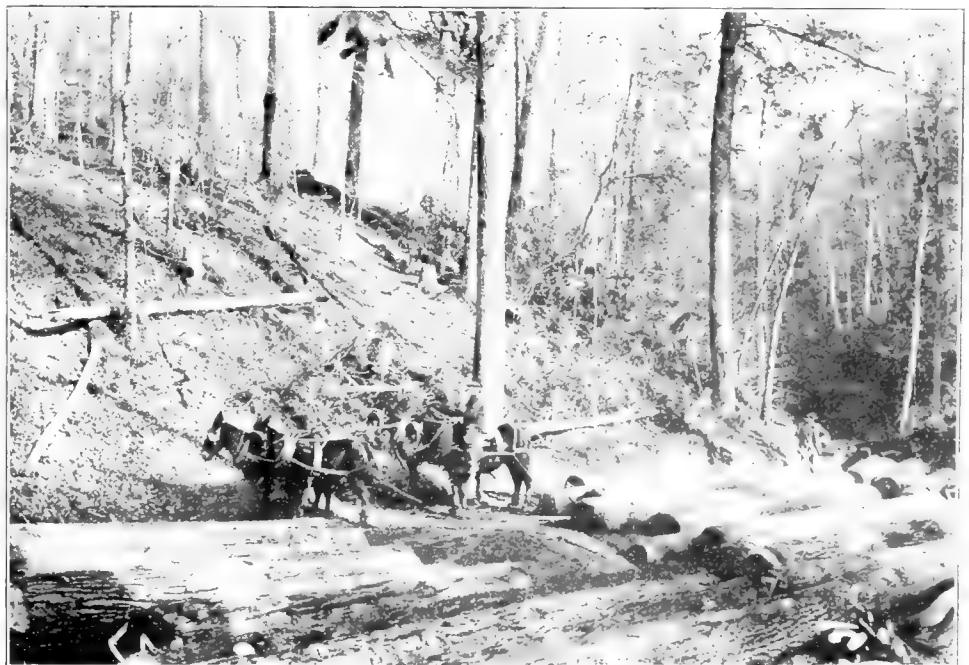
The picture inscribed "Scalping the Logs" represents taking the outer bark off

the big poplar logs, which is done so that they may be "snaked" more easily and to avoid the depredation of borers, or of sap-rot in the event that the stick of timber should lie out in the woods over a season.

The final picture shows hauling logs to

the railroad.

In connection with the present operations of poplar operations, it may be noted that all items of expense connected with logging have practically doubled in the past ten years.



SNAKING BIG POPLARS TO THE SKIDWAYS

# Eighth Annual Convention Hardwood Manufacturers' Association of the United States

(See illustrative supplement.)

The eighth annual convention of the Hardwood Manufacturers' Association of the United States was held at the Hotel Sinton, Cincinnati, O., February 1, 2 and 3. The meeting was the most notable in hardwood annals, in many respects, in all lumber history.

In point of attendance, there being nearly seven hundred present, it was the largest gathering of lumbermen ever known. This attendance is indicative of the great interest aroused in advance over the important matters which it was announced would be considered at this convention.

On January 31 there was held a conference between the Executive Grading Commission and representatives of all important as-

more than four hundred being present, and every succeeding meeting was participated in by an unusually large number of members.

## MORNING SESSION, FEB. 1

The opening session of the meeting was convened in the large banquet room of the Hotel Sinton at 10:30 a. m. on February 1, President Robert M. Carrier, of Sardis, Miss., presiding and Lewis Doster, of Cincinnati, secretary, recording.

President Carrier opened the meeting by introducing Vice-Mayor Galvin, of Cincinnati, who welcomed the visitors on behalf of Mayor Schwab, who was unavoidably absent.

On invitation of the president, James J. Heekin, president of



ROBERT M. CARRIER, SARDIS, MISS.,  
PRESIDENT.



FRANK F. FEE, LITTLE ROCK, ARK., FIRST  
VICE-PRESIDENT



W. B. TOWNSEND, TOWNSEND, TENN., SEC-  
OND VICE-PRESIDENT

sociations composed of wholesale consumers of hardwood lumber. This meeting was presided over by R. H. Vansant, chairman of the Executive Grading Commission, on behalf of the association, and was participated in by the various members of this commission and by either association or individual representatives of organizations of wagon, carriage, railroad car, railroad construction, coffin and casket, dining table, parlor table, case-goods and other similar manufacturers.

The specific grades of various woods in which each faction was interested were carefully discussed, and by means of slight mutual concessions, an agreement was reached whereby all parties at interest were entirely satisfied. The Grading Commission of the association was perhaps obliged to make more concessions than the representatives of the different trades, but the basic principle of the Hardwood Manufacturers' Association that both sides of every board be taken into consideration when making grades was adhered to. The changes, which were authorized at the association meeting later, constitute no drastic nor very considerable deviation from the old grading rules of the organization.

The attendance was unusually large at the opening session,

the Chamber of Commerce, Cincinnati, added the welcome of his organization to that of the previous speaker.

Following him A. J. Conroy, president of the Business Men's League of Cincinnati, delivered an enthusiastic address of welcome.

The quartette was rounded out by an address of welcome by Cliff S. Walker, president of the Lumbermen's Club of Cincinnati.

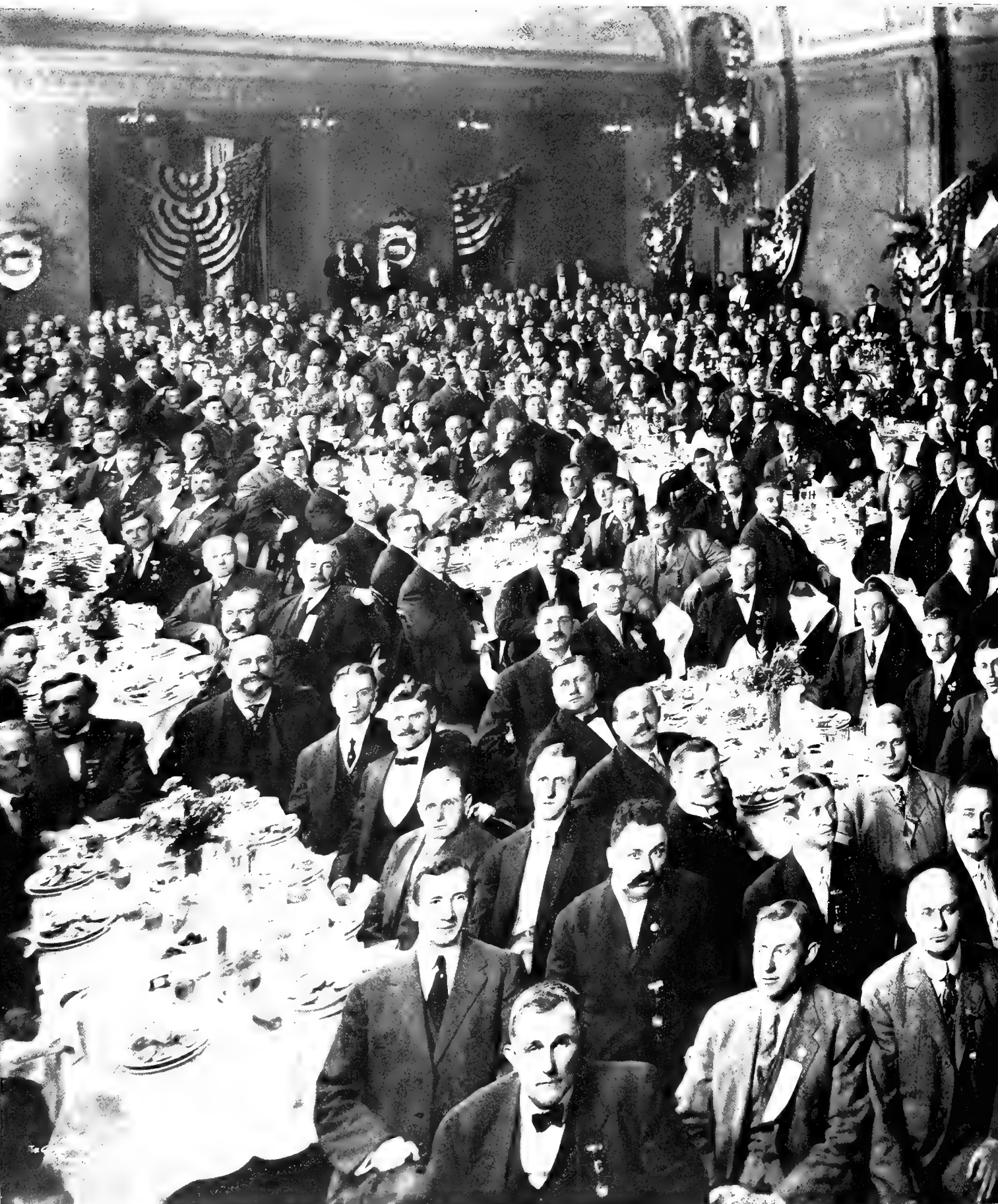
President Carrier then introduced Frank F. Fee as the "official orator" of the organization, who made a very happy response.

The president then delivered his annual address as follows:

## PRESIDENT'S ADDRESS

Gentlemen—In greeting you upon this occasion, the eighth annual convention of this association, it is a source of great pleasure to present to you the customary address, and to congratulate you upon the return of better conditions in the hardwood industry and brighter hopes for the future. One year ago we were just emerging from a financial depression which affected our line of business greater perhaps than any other prominent American industry. Notwithstanding the conditions which prevailed from the latter part of 1907 until well along into 1909, our organization has not only remained intact, but has gone steadily forward until to-day





BANQUET HARDWOOD MANUFACTURERS

HOTEL SINTON, CHICAGO

THE LUMBERMEN'S CONFERENCE

THE LARGEST GATHERING OF LUMBERMEN





*Dinner Tendered  
The HARDWOOD MANUFACTURERS' ASSOCIATION  
OF THE UNITED STATES  
by the  
Lumbermen's Club of Cincinnati  
HOTEL SINTON FEBRUARY 2, 1910*

ASSOCIATION OF THE UNITED STATES

CINCINNATI, FEB. 9, 1910

OF CINCINNATI, HOSTS

EN IN THE HISTORY OF THE TRADE

ILLUSTRATION  
A L. J. MEETING







C. M. CRAWFORD, COAL GROVE, O., TREASURER      LEWIS DOSTER, CINCINNATI, O., SECRETARY      C. CRANE, CINCINNATI, O., MEMBER EXECUTIVE BOARD

our association stands out a recognized force and a recognized necessity.

#### The Association.

Our membership has increased in all three classes, namely, productive, wholesale and consuming. Our various departments have been maintained and conducted with the same degree of energy and efficiency which has characterized the work of the association since its organization. The progress we have made during the past year has been particularly gratifying and has shown splendid results, making necessary a number of changes.

#### Membership.

Our Main Office has been permanently established in Cincinnati, a great hardwood lumber gateway, decided upon by the executive board as the logical center for both the producer and the buyer.

#### Main Office.

The establishment of a New York Office became necessary to handle Eastern conditions, which action has tended to broaden the market for our various hardwoods in this large consuming territory. It has given confidence to shippers from distant producing sections for with an office in that territory, they feel that their interests will be properly protected.

#### Eastern Office.

The educational work instituted by this office has in a large measure removed prejudice and opposition to our grading rules in that section among purchasers, who were either but slightly familiar with our association and its methods, or had based their conclusions upon misrepresentations.

An innovation developed during the year, which has proven most satisfactory, has been the inauguration of a Bulletin Service.

The Corps of Inspectors has been maintained as in the past, with the same unbiased and efficient service; and the educational work at the mills is being continued. The Inspection Bureau is the most important department in our organization, and the cost of maintaining it consumes the larger part of our income. I desire that particular attention be given to the matter of devising ways and

#### Bureau of Grades.

means whereby the expense of maintaining this department may be more equitably adjusted, without in any way impairing the efficiency of the service.

The secretary's report will fully cover the work carried on by our association during the past year.

It is my purpose to present to you several matters of importance which should come before this association. Chief among them is the question of uniform inspection. The time and attention which the association has given to this subject demands that it have preference over all others. It is our earnest and sincere desire to establish a universal standard of grading for hardwoods, and it is to be

#### Uniform Inspection.

hoped that much will be accomplished at this meeting, and more in the near future. It might be well to dwell briefly upon the association's past history along these lines. In 1902 the Hardwood Manufacturers' Association of the United States was formed chiefly for the purpose of standardizing the grading of hardwood lumber. At that time the entire industry was in a more or less chaotic state. The grading rules effective in most prominent hardwood centers were usually of a character for local use only. The producer was forced to grade differently for each market, thereby preventing an intelligent marketing of his product. After many months

of investigation and consultation with consumers as to their requirements, this association adopted standard rules which we now have in effect. Since then after due deliberation and careful study these

#### Manipulation.

rules have been re-worded, changing only the language, so that we come before you to-day with a book of rules which we believe to be the fairest for the entire trade; they cannot be misinterpreted, thereby preventing as far as possible the manipulation of grades—a practice quite common in the hardwood trade, and one which this association discourages, and which would be discontinued to a large extent, if not altogether eliminated, by the adoption of a single standard. The question of uniform inspection in the grading of hardwood lumber has come in for its share of attention during the past few months, and the lumber press has given its space freely and impartially to exponents of both sides to the controversy. This association has repeatedly placed itself upon record to the effect that it is thoroughly in accord with the movement to bring about one standard of grading, and has indeed made strenuous efforts in this direction. With this object in view numerous conferences

#### Conferences.

have been held, our association acting always in good faith and under the impression that if all parties interested could be gotten together in the proper spirit, all desiring the same end, the situation could be cleared up and a single standard agreed upon. But in every instance these conferences have accomplished nothing, and I deem it no more than proper to state here that such failures are in no wise chargeable to this association. I may say, however, that as a result of these conferences—or more correctly speaking, the lack of results—it has been very clearly demonstrated to us that we have been expending our energies in the wrong direction. The producers who compose the largest element of this association are very busy, devoting practically all of their time to the arduous duties of producing a commodity satisfactory to the purchasers, and they have found that practical results can be obtained by conferring with those who use the material. Why should not the producer and consumer engage in conference? The consumer knows his requirements and the producer desires to fulfill them. By such co-operation mutually beneficial results must follow. It would be impractical to even contemplate a standard grading rule to meet the specific requirements of every customer of hardwood lumber, but I see no reason why co-operation with the consumer should not result in a standard of grading rules, to enable the lumber manufacturer to more intelligently produce the article which the consumer desires to purchase. The consumer wants nothing which the producer cannot give him, and through co-operative methods the differences, if any, can be easily overcome. No honest man can successfully defend the existence of more than one standard of grading, nor can any reasonable man deny the fact that the producer and consumer are the only parties concerned in the making of grades. Why should this not be brought about? The time for action is now, as too much has already been lost. Further delay will work great harm to the industry. Practically every line of consuming trade is organized, and

#### Future

#### Co-operation.

and let us join our forces with them to this end. If there are individual interests outside of the organizations, we shall be glad to meet with them also. It is to

#### One Standard.



W. E. DELANEY, CINCINNATI, O., MEMBER  
EXECUTIVE BOARD



W. A. GILCHRIST, MEMPHIS, TENN., MEM-  
BER EXECUTIVE BOARD



J. H. HIMMELBERGER, MOREHOUSE, MO.,  
MEMBER EXECUTIVE BOARD

be hoped that definite action will be taken at this meeting to bring about these much desired and necessary results.

*The Hardwood Manufacturers' Association has always recognized the value of the co-operation and support of the legitimate hardwood merchant, and it is my wish that amiable relations shall be continued and encouraged with that branch of the industry, but I am equally opposed to supporting any continued existence of the part of the trade whose functions lead to irregular practices and demoralization of grades, prices and good trade ethics.*

Conservation of the forests has been given a great deal of attention in recent years, not only among lumbermen and lumber organizations, but by the country generally. The life of our present forests can be prolonged by the application of practical methods at producing points to prevent waste of the product now so prevalent among sawmill operators. To remove from the forest

#### **Forest Conservation.**

all of the timber that will pay a profit and reduce this to lumber with thin saws into as thin lumber as can be used in a practical way; to find ways and means of working up more closely, into different commodities the material, which is to-day wasted and burned—this form of conservation seems to me to be the one that should appeal to the present generation, whereas the re-planting of trees is one for the future.

A matter of importance to members of this association is the recently enacted law which provides for the levying of a tax of one per cent. on the net income in excess of \$5,000.00 of all corporations,

#### **Corporation Tax.**

with a few minor exceptions. The law appears to be fundamentally bad because it reduces to public property the private records of corporations, and it is discriminatory in its application, because it exacts no tribute from the co-partnership whose income may be greater than that of the corporation's. Some of the foremost authorities on constitutional law have declared the law unconstitutional, and have even gone so far as to advise corporations to ignore it. Conservative authorities, however, while not less certain of its unconstitutional nature, advise compliance with the law, but to pay the tax under protest. Test cases will, without doubt, be forthcoming, but in the meantime, it may be well to remember that the law is a reality, and that a heavy penalty is attached to failure to comply with its provisions, which require that forms supplied by the Government must be filed with collectors of internal revenue not later than March 1st.

#### **National Lumber Manufacturers' Association**

The National Lumber Manufacturers' Association has been doing excellent work. This association is made up of practically all of the producing organizations, including our own. The character of the work is of general nature, dealing only with questions

**Its Scope.** of national importance affecting the welfare of the entire industry. Its influence is far-reaching and is felt from coast to coast. As an illustration of the broad and general nature of its work in the interest of the lumber fraternity, I may mention that the National Association was largely instrumental in preventing adverse legislation when the tariff question was before the country for readjustment, and it is due to its efforts in a great measure that the duty on lumber was not placed at a still lower figure.

A feature of its work is the publication of a credit rating book, known as the "Blue Book," published by the National Lumbermen's

Credit Corporation of St. Louis. This book has made great progress, and is a recognized authority on credit ratings among lumbermen. It is compiled by lumbermen, and its existence was forced upon them for their protection, and is not dominated by any outside influences.

#### **Credit Rating Book.**

Its chief sources of information are the lumbermen themselves, and the information contained therein can be thoroughly relied upon. The "Blue Book" is always fresh, up-to-date and contains no old or obsolete matter. Moreover, I do not know of a single instance wherein this book has discriminated against any individual or firm, whether a subscriber or not. By actual use for a number of years, and from knowledge gained from a large number of other subscribers, I am prepared to state that it contains the most accurate information of any publication of like nature. Its special report department is extremely satisfactory and prompt, and the volume of data supplied with respect to the standing of any concern of whom inquiry is made, attests its activity in gathering information. This book is worthy of your careful consideration, and I heartily recommend its use by the members.

Of late it has been the fashion among the daily, weekly and monthly press to print frenzied articles, from time to time, condemning lumbermen and their methods, with little or no foundation in fact. It has been openly charged that lumbermen are in a trust, but neither the United Government nor any other investigating body has ever been able to find the slightest evidence of the existence of a

#### **Undue Publicity.**

trust among lumber producers. Whether right or wrong, the reading public forms its opinions and reaches its conclusions from articles appearing in the general press, and unless a vigorous campaign is waged against such misguided articles, it may result in adverse and unjust legislation. It is, therefore, your duty to refute and counteract these charges at every opportunity, and to call the association's attention to such matters.

You will no doubt recall that in 1908 the Lumber Trades Congress met at Minneapolis and formulated a code of trade ethics which, during the past year, was revised at a meeting held in Chicago.

Numerous objections have arisen to portions of this **Sales Code.** code, which have been considered undesirable by some of the members, and a special committee was appointed to take up this question, and, if possible, to formulate a code satisfactory to members of this organization. The necessity for a better and more definite understanding between buyer and seller is apparent. It has been brought out quite forcibly during the past two years that many misunderstandings and difficulties, and, in some cases, expensive litigation have arisen because of insufficient contracts, or the lack of any contract. It is to be hoped a comprehensive selling code will overcome this in the future. It seems necessary that a code of some sort should be adopted and referred to as a part of the selling contract, in the same manner that we refer to our grading rules. The committee will report upon this later.

The lumber press have proven themselves our friends and impartial ones. It is their constant endeavor to promote our best interests, and they deserve our support in return. They are the principal medium whereby the lumberman is kept in touch with current and important events affecting the welfare of his business. Within the past three months a man of more than national prominence has



JOHN W. LOVE, NASHVILLE, TENN., MEMBER EXECUTIVE BOARD



G. E. W. LUEHRMANN, ST. LOUIS, MO., MEMBER EXECUTIVE BOARD



W. M. RITTER, COLUMBUS, O., MEMBER EXECUTIVE BOARD

been called from the scene of his tireless activities. When James Elliott Defebaugh, of the *American Lumberman*, passed away, the lumber industry lost one of its best friends and strongest supporters. Mr. Defebaugh was a friend of mine, and when I speak of him I reflect my feelings from the viewpoint of one who can appreciate his worth from personal contact.

On January 5th the association lost one of its most prominent members. The death of John B. Ransom is a great loss to this organization, as he was not only its president for two years, but

**John B. Ransom.** at all times has been one of our most active and loyal members. Mr. Ransom was one of Nashville's foremost citizens, a business man of splendid ability and of the highest character—one whose methods of living any man would do well to follow.

A brief analysis of last year's business discloses a most satisfactory condition. Agricultural products, while showing no material increase in volume over the previous year, show an increase in value of nearly a billion dollars, or about 12 per cent. Iron, steel, copper, and other manufactured products have increased both in volume and prices, in some cases exceeding all previous records.

#### Trade Conditions.

Bank clearings, showing an increase of more than 25 per cent. over last year, testify clearly to the expansion in all lines of trade.

Lumber has not advanced in price in the same proportion as any other factory or farm product; but with the general revival of commercial activity, it is only reasonable to predict that more satisfactory values will be realized during the present year. Wages have increased in every line of industry, the purchasing power of the farmer has increased wonderfully during the past few years of bounteous crops and constantly advancing prices. If lumber values do increase, it will be through natural causes only, the basis of which is the law of supply and demand. Hardwood values, especially those of the better grades, have increased. The lower grades, while moving off more satisfactorily during the latter part of the year, have shown no apparent increase in price.

It gives me great pleasure to greet such a large and representative attendance at this convention, and I take this opportunity to thank you for your hearty co-operation during the past year, which has made it a pleasure to be your president. From

**Peroration.** the smallest operator to the largest producer there has been a more decided interest shown this year than at any time since the association was organized, and this, I feel sure can only be accounted for on the ground that the association is a necessity to the industry. The continuous growth of the organization, the closer relations established among the members, and the strength and standing of the association in the community, are sources of much gratification, and so long as it continues upon the same high plane which has characterized its work in the past, its success is assured. *We do not advocate combinations or agreements in restraint of trade, nor action of any kind which is opposed to the public welfare. We do not expect the survival in business of any one who by reason of incompetence, dishonesty, or fault, is unable to cope with his competitors in an open market and a fair field. What we do advocate, is fairness and friendship in business, cordial intercourse, confidence in each other and frankness in disclosure when information is properly requested.* I desire to thank the

various committees who have been with us during the year, and especially do I appreciate the hearty co-operation of the members of the Executive Board who have stood by me, and have given the office of president the support necessary to the welfare of the organization. Finally, the splendid services of our able secretary should not be overlooked. On the alert at all times to further the best interests of the association, he has done commendable work in every direction and especially among the purchasing element in an educational way.

My duties the past year have brought me in closer touch with the organization than the several years on its Executive Board, and as long as it continues on the same business-like lines, this association will always have my most earnest support.

Secretary Doster then read the report of C. M. Crawford, treasurer, as follows:

#### REPORT OF TREASURER

Cash on hand January 15, 1909.....	\$ 5,455.77
Cash received from Secretary's Office January 15, 1909 to January 31, 1910.....	30,919.28
	<hr/>
Vouchers paid out, from D-852 old series to J-294 present series.....	\$36,375.05
	<hr/>
Cash on hand January 31, 1910.....	35,652.02
	<hr/>
	\$723.03

Respectfully submitted,  
C. M. Crawford, Treasurer.

The report of the auditor, which was next presented, guaranteed the correctness of the association's accounting.

Secretary Doster then read his report as follows:

#### SECRETARY'S REPORT

Mr. President and Gentlemen of the Convention—In submitting my annual report to you, covering 1909, I desire to take up various subjects in the order in which they are arranged, as follows:

1. Production.
2. Executive Board Meetings in 1909.
3. Eastern Office.
4. Membership.
5. Association Meetings Attended in 1909.
6. Organizations Invited to Our Annual.
7. Bureau of Grades—Inspection Department.
8. Bureau of Grades—Grading Rules Department.
9. Mahogany Interests Joining Our Association.
10. Weights of Hardwood Lumber.
11. Bulletin Service.
12. Freight Traffic Matters.
13. Market Condition Statement.
14. Bureau of Commercial Reports.
15. Publicity—Berlin Exposition.
16. Exporting Red Gum.
17. American Lumber Trades Congress.
18. Stock Sheets—For Sale and Wanted.
19. Corporation Tax.
20. Telegraph Code.



WILLIAM WILMS, CHICAGO, ILL., MEMBER  
EXECUTIVE BOARD



R. H. VANSANT, ASHLAND, KY., MEMBER  
EXECUTIVE BOARD



FLOYD DAY, SWANN-DAY LUMBER COM-  
PANY, CLAY CITY, KY.

21. Government Price List.
22. Government Investigation.
23. National Lumber Manufacturers' Association.

#### Production

In our last annual report we set out the probable output of the membership of this association for 1909, as reported to us and which was the compilation of seventy-five reports. It has been impossible to obtain the exact amount of production for 1909, up to the present time, but comparing the reports of shipments by our members for 1908 with those for 1909, we find an increase of 125,000,000 feet.

The FOREST SERVICE published under date of November 15, 1909, the production of lumber for 1908, and requiring, as it seems to have done, that length of time to obtain complete reports, it is evident that any attempt on our part to give authentic statistics for 1909 production at this time, will be practically impossible. We are glad to reproduce for you their report covering the woods in which this association has been interested in the past, from which it will be seen that, with the exception of walnut and cherry, both of which are high-priced woods and of which the production is relatively small, there was a large decrease in 1908 over 1907:

KIND OF WOOD	QUANTITY IN M FEET	
	1908.	1907.
Oak .....	2,771,511	3,718,760
Poplar .....	654,122	862,849
Red Gum .....	589,347	689,200
Chestnut .....	539,341	653,239
Beech .....	410,072	430,005
Birch .....	386,367	387,614
Basswood .....	319,505	381,088
Elm .....	273,845	260,579
Cottonwood .....	232,475	293,161
Ash .....	225,367	252,040
Hickory .....	197,372	203,211
Walnut .....	43,681	41,490
Sycamore .....	43,332	46,014
Cherry .....	18,054	9,087
Total .....	4,704,400	5,228,367

It is not believed that the production for 1909, in the final complete report will equal that of 1907. The comparative report of shipments heretofore made referring to 1908-9, must not be taken as an accurate index of the production for 1909, as business in the latter part of 1908 was extremely depressed, and there was a great quantity of stocks in the hands of the producers which was carried over into 1909, and included in the shipments hereinbefore referred to for 1909.

For 1910, there is every reason to believe that the production for 1909 will be surpassed, if the strengthening of the demand which is now apparent on every side, increases in the same ratio as it has for the past three or four months.

Conditions now in evidence indicate that 1910 will be the banner year for hardwood lumbermen in production, in volume of business received and in the values of the different classes of your product.

#### Executive Board Meetings in 1909

The Executive Board of this association has held the following meetings during the year for the purpose of taking action on important matters that have arisen.

The first meeting was held immediately after the Annual Meeting in Louisville, the results of which have already been duly published in our proceedings.

The second meeting was held on June 19, at Cincinnati, at which time the detailed report regarding the opening of the Eastern office was made to the board and approved by them. Detailed reports were also made at that time covering the general work of the main office, and directions given for the guidance of the Secretary in the conduct of both the main office and all departments of Association work.

The third meeting was held in Cincinnati, on October 30, at which time the various matters that had transpired in Association work since the meeting of June 19, were fully gone into, and the work of the Secretary's office approved. Also at this meeting the matter of holding our Eighth Annual Meeting was thoroughly discussed, when it was decided, if possible, to hold the same in Cincinnati. Other current matters of interest and importance to the association were brought before the board for approval or for further action.

#### The Eastern Office

In May, 1909, after the project had been thoroughly discussed in all of its phases by the Executive Board, and as a result of their decision, we opened Eastern offices on the tenth floor of the Metropolitan Building, in New York City, and have already succeeded in creating an interest in the association affairs which had theretofore not been evidenced by the Eastern purchasing element. The lines of work pursued at this office have already in a most encouraging fashion demonstrated the wisdom of this move, and the prospects of rapidly broadening the scope of our association's influence in the East, particularly in so far as it relates to the adoption of our Official Inspection Rules, by large and influential buyers, seem now well assured.

Incident to the opening of the Eastern branch by this association, the Eastern consuming trade was thoroughly canvassed, being thus made familiar with the important step taken by the association toward actively studying trade conditions and trade difficulties connected with the consuming end of the line and the progressiveness of the manufacturers in determining upon an aggressive campaign against the lack of uniformity among hardwood purchasers in specifying grades. Over 3,000 personal letters being sent out in this campaign to consumers and large purchasing interests, and a very gratifying interest has been exhibited by a large portion of such trade, and many strong indorsements have been received.

We have an inspector, as heretofore suggested, located at the Eastern office, and this inspector, together with the duties of making inspections on disputed shipments, calls upon the trade at all opportunities for the purpose of enlightening them not only as to the interpretation of our inspection rules, where such may seem not to be thoroughly clear, but to outline as far as possible the simplicity of the methods of association work, and to show how the motto of the association, "A Square Deal for All," is being worked out through our systems.

Not only have we received indorsements from the Eastern trade, but our members are realizing the value of our maintaining an office in that territory, as it enables them to be protected in their shipments to that section of the country in better shape on shorter notice, and with greater celerity than ever before. Maintaining an



official inspector thus at our Eastern office, we have been able to demonstrate clearly and effectively the justice and impartiality of our grading rules. This being the fact, every member of our association should invariably specify the official inspection rules of the Hardwood Manufacturers' Association to govern when making a sale. The result of the work accomplished through that office warrants the feeling that a study and an impartial test of our inspection rules almost invariably produces a user of the same and frequently a hearty exponent thereof.

### Membership

In our last annual report we subdivided the membership into the different States, showing a total membership at that time of 352. Up to then we were not aware that more than two of our members went out of business on account of the hard times which began late in 1907, and continued practically through 1908, but during the past year there has been brought about the retirement of a number of the smaller mill men who have been heretofore, and still are, loyal to the association in their support. Such failures have had the result of decreasing the number of our members, but the membership has been increasing with the larger operators coming into the association, as the result of which our timber area is increased, and together with the interests of the wholesale and yardmen and the consumer coming into our association, as they have been the latter part of 1909, our income is increasing in better proportion.

We feel that the membership from now on will increase always in numbers, in view of the era of prosperity which is again in evidence, and it is hoped our timber area will also continue to increase from an organization standpoint.

### Association Meetings Attended, 1909

It has been my pleasure to attend a number of meetings of different associations during the past year, at practically all of which I have been honored by being placed upon the program to represent our interests. These different associations and their meeting dates are as follows:

- June 26th.—Meeting of Gum Manufacturers at Memphis, Tenn., Non-Association.
- July 7th and 8th.—American Lumber Trades Congress, Chicago, Ill.
- August 12th.—Semi-annual Meeting of the National Association of Box Manufacturers, at New York City.
- August 25th.—Annual Meeting of the American Manufacturers of Coil Elm Hooks, Toledo, Ohio.
- October 26th.—Central Bureau of Extension Table Manufacturers, Chicago, Ill.
- October 28th.—Meeting of the Michigan Hardwood Manufacturers' Association, Detroit, Mich.
- November 2d.—Chicago Furniture Manufacturers' Association, at Chicago, Ill.
- November 10th.—Annual Meeting of the Wheel Club, at Cincinnati.
- January 13.—Annual Meeting of the Indiana Hardwood Lumbermen's Association, Indianapolis, Ind.

I should also state that shortly after the last annual meeting, I made a trip to Washington, in connection with the National Lumber Manufacturers' Association, during the tariff hearings, and at that time appeared before Mr. Pinchot and explained the conditions as existing in the hardwood sections as represented in our association.

### Organizations Invited to Our Annual

It was decided that the association would this year especially invite organizations of consumers to have representatives present to discuss with the Executive Grading Commission, who met yesterday, the matter of uniform inspection. The organizations, which have been so invited to send representatives for the purpose of thus discussing the important question of inspection with our Grading Commission, full detailed report of which conference will be submitted to the association at a later time during this convention, are as follows:

- National Association of Furniture Manufacturers, Grand Rapids, Mich.
- Central Bureau of Extension Table Manufacturers, Chicago, Ill.
- Manufacturers' Association of Jamestown, N. Y.
- St. Louis Furniture Board of Trade, St. Louis, Mo.
- Queen City Furniture Club, Cincinnati.
- Cincinnati Furniture Exchange, Cincinnati.
- Furniture Manufacturers' Association of Evansville, Ind.
- Western Chair Association, Chicago, Ill.
- Chicago Furniture Manufacturers' Association.
- National Association of Box Manufacturers, Chicago, Ill.
- National Wagon Manufacturers' Association, Chicago, Ill.
- North Carolina Case Works Association, High Point, N. C.
- Oak Flooring Manufacturers' Association, Detroit, Mich.
- National Association of Agricultural Implement & Vehicle Manufacturers, Chicago.
- National Hickory Association, Detroit, Mich.
- The Wheel Club, Muncie, Ind.
- Vehicle Wood Stock Co., Chicago, Ill.

In addition to these, the unorganized trade has been invited, having the desire to have everyone connected with the hardwood

industry, who might be in any way interested in the deliberations of this body; we sent out about 15,000 invitations, and these were sent to a long list of each department of the industry:

- To Automobile Manufacturers.
- To Wholesale Hardwood Lumber Dealers.
- To Manufacturers of Washing Machines.
- To Manufacturers of Mantels.
- To Car Builders.

To every manufacturer of hardwood lumber anywhere whose name and address we could obtain, and we hope that everyone who has honored us by the acceptance of such invitation will participate as far as possible in the deliberations of this body and be benefited thereby.

### Bureau of Grades

#### INSPECTION DEPARTMENT

The Inspection Department of our Bureau of Grades is one branch of our association work which receives most careful attention. We have a corps of inspectors who are traveling through the different sections of the country, and which is composed of men of the highest calibre, both as to knowledge of our Grading Rules, ability to interpret the same, absolute integrity and men of good judgment.

We have divided their work up into territories—one man or a set of men, as the occasion may require, taking care of the different territories as follows:

The Central or Main Office District, traveling out of Cincinnati as headquarters to the surrounding territory, going as far east as Pittsburg and Buffalo, and to Ohio in the west.

The Eastern District, traveling out of New York City as headquarters, and covering the territory contiguous to Boston, New York City, Philadelphia and Baltimore, and west, if necessary, through Pennsylvania and New York.

The Chicago District, traveling out of that hardwood center through Wisconsin, Michigan, parts of Indiana, Illinois, Iowa, etc.

The St. Louis District, mainly occupied with local St. Louis work, but at the same time, as occasion may require, traveling over the territory immediately contiguous to that hardwood center.

In comparing the amount of work taken care of by this department in 1908 with that of 1909, we find a total of 697 cars, 8,364,000 feet in all districts for 1908, as against 792 cars, 9,404,000 feet in all districts for 1909. It should of course be remembered that these amounts represent only disputed shipments at destination on which no basis of settlement could be arrived at without such reinspection. But the fact that our membership handled so much more lumber during 1909 in comparison with 1908 shows that the ratio of complaints did not appear in the same proportion with the amount of lumber shipped. This is a natural condition in the lumber business; the movement of lumber became freer in 1909, which always has the effect of reducing complaints; also, the membership are studying the methods of the consumer more, grading their lumber more carefully in accordance with our rules and thus avoiding the opportunity of having such complaints.

It has been our custom in the past year, as in former years, to send our inspectors to the mills of our members for the purpose of checking up the work of their inspectors to see that they are in line with the proper interpretation of our Inspection Rules, to show them where they are weak, and to avoid their going from one extreme to another. It often happens when an inspector finds that his work has been of too high a grade, that he will endeavor to correct the same, be inclined to go to the other extreme, and put in too large a percentage of the lower end boards. We endeavor to correct this by such visits.

These inspectors who visit the mills are the same men who travel through the consuming territories, who reinspect any disputed shipments of our members, and who are able to demonstrate to the management the causes which have resulted in the reduction of grade where such has occurred, which helps to remove the cause for future disputes, carrying out our idea of uniform grading. We have sometimes been requested to have our inspectors load cars for shipment, but unless the destination of such stock is to some foreign, or to a west coast point, we have not been able to accede to their requests under our rules and regulations, finding it more satisfactory from practically every point of view to have our inspectors only go through the stock at destination when complaint has been made, or to act as arbitrators between the buyer and seller when any differences occur.

We publish in our Grading Rule Books the regulations covering reinspection charges for reinspection work, in all cases when it was the intention to ship the stock in accordance with the Official Grading Rules of this association. The information that we desire in such cases is the name of the original shipper, a copy of the original invoice from them, and the present holder of the stock; the invoice, of course, showing the car initial and number and complete contents—we acting as arbitrators between the parties interested. If the original shipper has not received settlement in full for the car, it is evidently his right to receive information from this office as to the results of inspection of our Official Inspector, if he has not received such through other sources. It

is our desire at all times to assist in the settlement of disputes wherever possible, believing that the quicker any disputed shipments are settled, the better it is for all, and having men of the highest class of intelligence who can represent the interests of both sides and stand absolutely impartial in all of their decisions.

#### GRADING RULES DEPARTMENT

There was practically no change made in the grading rules of this association at our last annual meeting, except in one or two instances which was done for the purpose of further elucidating and harmonizing the rules as a whole, but which necessitated a new printing of the book, and which was done under date of April 10, 1909. Ten thousand copies of these new grading rules have been printed and practically all of them have been distributed, the requests coming in from all sections of the country, and a great number have been distributed from our eastern office.

The Executive Grading Commission in their report will no doubt advise you as to any changes or additions that may have been suggested to them during the year.

#### Mahogany Interests Joining Our Association

A number of concerns in part or entirely interested in the manufacturer and sale of mahogany have been desirous of joining this association, but have been held back, owing to the fact that we, as an organization, do not include this wood in our various publications. Of late, however, we have received the applications of a number of firms who are largely interested in mahogany, who have suggested that grading rules be adopted covering this wood and that mahogany be inserted on our statement of market conditions.

Realizing that, although mahogany is not a domestic wood, the adoption of a set of grading rules covering this wood and the publishing of current prices would be of benefit to our members, we suggest that the committees be duly appointed to carry out the same.

#### Weights of Hardwood Lumber

The Committee on Weights of this association reported to this body at the last annual meeting, which report was duly adopted at that time and published in our official proceedings. However, realizing that this was not in such form as to be readily referable by the parties desiring to use the same; therefore, we have reproduced the weights officially adopted by this association on heavy cardboard folder which can be opened out and placed at a convenient location for quick reference. Over 1,000 of these pink folders have been sent out to our members, to the Railroad Freight Claim Agents and Classification Bureaus. The matter which was thus published in the convenient form is as follows:

#### OFFICIAL STANDARD WEIGHTS OF HARDWOOD LUMBER

Kinds of Wood	Thickness	Condition	Pounds Per 1,000 ft. dry
Ash	1" and thicker	rough	3,500
Basswood	1" and thicker	rough	2,600
Beech	1" and thicker	rough	4,000
Birch	1" and thicker	rough	4,000
Buckeye	1" and thicker	rough	2,600
Butternut	1" and thicker	rough	2,800
Cherry	1" and thicker	rough	4,000
Chestnut	1" and thicker	rough	2,800
Cottonwood	1" and thicker	rough	2,800
Elm (soft)	1" and thicker	rough	3,200
Elm (rock)	1" and thicker	rough	3,800
Gum	1" and thicker	rough, red	3,300
Gum	1" and thicker	rough, sap	3,100
Gum	1/2" Bevel Siding	S1S	900
Gum	—" Drop Siding	S2S	2,200
Gum	—" Flooring	S2S	2,200
Gum	3/8" Ceiling	S2S	850
Gum	1/2" Ceiling	S2S	1,300
Gum	3/4" Ceiling	S2S	2,000
Gum	5/8" Ceiling	S2S	1,600
Gum	1" —" —" —"	S2S —" red	2,500
Gum	1" —" —" —"	S2S —" sap	2,350
Hickory	1" —" —" —"	rough	5,000
Hickory	Axles and Reaches	rough, dry	4,500
Hickory	—" —" —" —"	green	6,000
Hickory	Rim Strips	rough	5,000
Maple (soft)	1" and thicker	rough	3,000
Maple (hard)	1" and thicker	rough	4,000
Oak	1" and thicker	rough	3,900
Oak	3/8" thick	rough	2,000
Oak	1/2" thick	rough	2,200
Oak	5/8" thick	rough	2,700
Oak	3/4" thick	rough	3,200
Oak Chair and Furniture Stock	1" and thicker		4,200
Oak Squares	1" x 1" and larger		4,200
Oak Wagon Stock and Felloes	—" —" —" —"	dry	4,500
Oak Wagon Stock and Felloes	—" —" —" —"	green	6,000
Oak Plow Handle Strips	—" —" —" —"	dry	4,250

Poplar	1" and thicker	rough	2,800
Poplar	3/8" —" —" —"	rough	1,600
Poplar	3/4" —" —" —"	rough	2,100
Poplar	1/2" Bevel Siding	S2S	850
Poplar	Drop Siding	S2S	2,000
Poplar	3/8" Ceiling	S2S	800
Poplar	1/2" Ceiling and Partition	S2S	1,200
Poplar	3/4" Ceiling and Partition	S2S	1,500
Poplar	1/2" Ceiling and Partition	S2S	1,750
Poplar	13-16" Ceiling and Partition	S2S	2,000
Poplar	1" —" —" —"	S2S, to 13-16	2,200
Sycamore	1" and thicker	rough	3,200
Walnut	1" and thicker	rough	4,000

These weights have been established from actual tests. It has been the accumulation of information received from different sections of the country, showing the average weights of the different varieties of wood and the different character of manufacture. Attests have been submitted showing the tests to be absolutely accurate.

Cincinnati, O., September 30, 1909.

The Committee on Weights will no doubt also have a report to make in regard to the same.

#### Bulletin Service

In the past year, as already referred to by the president, the association made an innovation in the form of a publication to all members and others interested, called the "Bulletin Service," and in this publication we have sent out items of importance to our members regarding association work and conditions in the hardwood industry, as well as items of importance in connection with the general business world which are not, as a rule, published in the daily press, but which are of vital importance to business men.

Under this service we published to all our members and to manufacturers of gum, regardless of membership, statistics which were obtained at a meeting of the gum manufacturers held in Memphis, Tenn., June 26th, 1909, showing surplus stocks for sale, in detail, as well as gross amounts of stocks on hand July 1st, which publication assisted the manufacturers to a great extent in their marketing their surplus stocks, coming as it did into the hands of people who desired to purchase the same.

We also later canvassed the situation with the same purpose in mind, covering the stock of poplar on hand, and the results of such canvass were also published in the "Bulletin Service," and being sent as it was to the purchasing as well as to producing members, the large number of requests received from them for detail information as to who held certain items of stock, which were in each case furnished to them, evidenced the good results that such publication had for our members.

The great number of letters received by us heartily commending this service assures us that the benefit of such publication is realized by our members and appreciated. It is our intention to further increase the value of such service the coming year, and we ask you to watch the same for future developments.

#### Freight Traffic Matters

The committee have been working on various matters during the year, although the association does not maintain a traffic bureau, at the same time, matters of vital interest to the members, are drafted through this committee. It is hoped that they will be retained for the future year, so that the different subjects can be placed before the members through the "Bulletin Service."

Delegates attended a meeting of the Western Classification Committee, which was held at San Antonio, Texas, on January 18 and 19.

#### Market Conditions Statement

We have issued our regular statement of market conditions of the past year as conditions justified.

Statement No. 1 was published immediately after the annual meeting in February; this was current until October 11, when statement No. 2 was published. This showed a number of changes over the first statement. The demand had become more nearly normal and it was felt that the prices shown on such statement were an accurate index of trade at that time.

Statement No. 3, making a number of changes, especially in better grades of poplar, oak and other woods, was published under date of November 20, and which statement is current at the present time.

There are numerous suggestions to which changes should be made and it is hoped that the committees will meet at this convention to rearrange any divisions of widths, insert new woods, or readjust the list to suit the ever-changing conditions appearing as we advance in our work.

Last year we were confronted with a knowledge of a great deal of low grade material being held by the producers, as well as the opportunity of a great deal of competition from other woods. The great devastation in the North on account of forest fires which occurred during the year and the tornadoes of the South which caused a great deal of fallen timber and which was necessary to be manufactured at once, all became competitive with our low

grades and caused them to move very slowly at the beginning of this past year. The last part of 1909 the lower grades have been moving more freely and although the prices have not been advancing in proportion to the increased demand there has been a marked strength in the market and the stocks in hand now are more in normal condition with respect to the proportion of the different grades.

There is nothing in sight confronting the lumbermen that indicates anything but flattering trade conditions. The panic being over, every class of consumption resuming their buying to practically their old condition, together with the fact that the production is only fair, brings every lumberman who has stock for sale into a condition that is not only satisfactory at the present time, but with a future before him that is more than satisfactory. The lumbermen with hardwood interests can be congratulated on the conditions which are appearing for the year 1910; it is predicted by one of the most conservative that by the month of April the values of all commodities, lumber especially, will be in line with a plane that will produce satisfactory returns. This is a condition that has been long looked for by the lumbermen in the past as a great many losses have been sustained during the last few years when the prices obtained were not in line with the costs of production.

#### Bureau of Commercial Reports

This department of our general Information Bureau is perhaps second only to our Bureau of Grades, and it has been handled in the past along the same general lines as we have endeavored to carry out in the inception of this system, and find the large number of members who constantly use this system of inquiring to all members, and return reports covering their actual business dealings with parties inquired for. We believe that it is of great benefit to all our members, perhaps more especially to those who are in less active and close touch with their customers. In the long period of time that we have been issuing these confidential reports, our members should have very complete records regarding the same.

#### Publicity, Berlin Exposition

We have received communication from the Executive Secretary of the American Exposition to be held in Berlin, 1910, enclosing a prospectus of the same, from which we are advised that this will be an All-American Exposition held in a foreign country, and the first of its kind. The exposition opens in June and continues for three months.

The Executive Secretary, Mr. Vieweber, also calls our attention to the fact that the Board of Governors of the National Lumber Manufacturers' Association adopted resolution at their last meeting to bring this matter to the attention of the various association of lumbermen, outlining the desirability of their placing an exhibit at that exposition. Mr. Edward Hines, the president of the National Lumber Manufacturers' Association, is a member of the Advisory Committee for this exposition, and we have, therefore, been requested to bring this matter up for your consideration, as to whether or not we, as an organization, or individual lumbermen, would desire to make an exhibit at such time.

We have also been approached during the past year by the forest service by Mr. McGarvey Cline, in behalf of their laboratory at Madison, Wis., to furnish them with a certain number of logs of given specifications for testing purposes, which communication we have submitted to our members through the "Bulletin Service."

We have just in the past few days received a communication from the Iowa Agricultural Experiment Station, advising that they are anxious to put in a good display of finished woods that would show the commercial uses of the different species, and that they would like very much to have the sample pieces of such woods in oak, beech, birch and maple, showing the varied uses of the woods, as well as views of hardwood logging and milling operations for the same purpose. Any of our members wishing to place exhibits with the above should communicate with Mr. C. A. Scott, forester, Ames, Iowa, for full details of what is desired.

#### Exporting Red Gum

It has been brought to our attention that the Italian government is discriminating against the manufacturers of red gum. The Italian customs tariff provides, as we understand, for two classes of wood, namely, common and cabinet makers. The former class is admitted to that country free of duty, while against the latter there is assessed a duty of from three to four lire per quintal, or from 20 cents to 25 cents for about 225 pounds. Heretofore gum has been classed as common lumber in connection with such woods as maple, oak, chestnut, cherry and cedar, but recently has been placed in the class with ebony, mahogany and similar woods of great weight and value as cabinet woods, and the classification covers all varieties of gum, red gum, sap gum, tupelo, etc. This duty on gum is approximately \$10.00 per 1000 feet.

The National Lumber Exporters' Association have taken up this matter with the association, and in view of the fact that a large number of the members of our association are vitally interested in the manufacture of gum, and a considerable number are engaged in exporting the same to Italy and other countries, we place this

matter before you, as it has been placed in our hands, for consideration.

#### American Lumber Trades Congress

This association, at its last annual meeting, adopted a Code of Ethics that had been put into shape by the American Lumber Trades Congress at their meeting in July, 1908. This congress, which is composed of delegates from a large number of lumber trade organizations, representing practically all lines of the industry, at the meeting in Chicago, June 7 and 8, 1909, revised its Code of Ethics, and you will find distributed throughout the hall a copy of this new code, which the president has already referred to and which has had the careful consideration of our committee on a selling code for the past year, and as the result of such consideration they will no doubt have something to propose for your adoption in lieu thereof.

The members of this association who attended this last meeting of the American Lumber Trades Congress, were as follows: R. M. Carrier, president, Sardis, Miss., Thos. W. Fry, C. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo., and Lewis Doster, secretary, Cincinnati, Ohio.

#### Stock Sheets

This department of our general information bureau we have endeavored to carry along the lines that would be of greatest benefit to our producing, our wholesale, and our consuming members, and have had a great number of requests all through the year for copies of the same from parties who desire to get in quick touch with stocks for rush shipments.

The wholesale as well as the consuming members have been using this system very freely the past year with good results to them and to the producing members. We shall take advantage of every opportunity in the future to improve this feature along any lines where such can be discovered.

#### Corporation Tax

As you are doubtless aware, and as suggested by President Carrier in his annual address, the tariff law passed by Congress in 1909 under Section 38, provided for an income tax on corporations.

We have received correspondence from different organizations during the year in regard to the constitutionality of this law, such as the St. Paul Manufacturers' Association, and the Illinois Manufacturers' Association.

Through the courtesy of the former we are able to present to you in printed form the report of the committee appointed by that association, including opinions of prominent members of the New York Bar. These pamphlets have been distributed for your information, in view of the fact that this matter may no doubt be taken up and some action decided upon at this meeting, or a committee arranged for to instruct the work for the future.

#### Telegraph Code

The Western Union and Postal Telegraph Companies the past year amended the tariff on land line telegrams covering code messages, reducing the group of letters theretofore considered as one word from ten letters to five, thereby in some cases practically doubling the cost of such code messages.

We took the matter up with both telegraph companies, and neither of them would consent to any change in their rules, except as to what they designate as their rule 4, and under which rule 4, they will allow all dictionary words from the eight most prominent languages, regardless of the length of the word, to be counted as one word, and that the arbitrary counting of five letters as one word only refers to such code words as are not found in any dictionary of any of the eight languages specified, or are arbitrary combinations of letters which the telegraph companies consider unpronounceable. We feel that we have done all we could in our endeavors to have them amend the same, but if not, will be guided by any action that is taken at this convention regarding the same.

#### Government Price List

At our last annual meeting we were honored by having with us Mr. McGarvey Cline, representing the forest service, who at that time outlined to us the purpose of the department in publishing a price list, and since that time they have changed their plan of issuing the list each month, so that now the United States government through the Forest Service of the Department of Agriculture, publish quarterly what is called "Wholesale Prices of Lumber."

There are also publications being made by private organizations, and although there is considerable variation in prices shown by the different publications from the actual conditions, in view of the fact that none are binding, nor recognized authority nor widely circulated, they are not considered a detriment to the business, but as a matter of record.

The value of any of these publications depends practically upon the class of people from whom the information is derived. The secretary's office has not participated in the making of any of these lists.

#### Government Investigation

We have been called upon in the past by the Department of Commerce and Labor to go into the affairs of our association

work. We have gladly opened up for their investigation all of our methods for the last two years, whereby they could obtain the information they so desire, and which opportunity was taken by them. However, since the change of administration there has been nothing heard of the matter; at the same time we are ready at all times to still have our office open for investigation.

The legality of our methods in the various departments of our work has been carefully studied, and it is not the intention of this association to deviate from good business methods, or to offer any opportunities for censure under the charge of "restraint of trade," either in the way of iron-clad price agreements, or any other matters that would tend to render the association liable in damage suits or other actions at law, either by a local, state or national government.

#### National Lumber Manufacturers' Association

This organization held its annual meeting for 1909 in Seattle, Wash., and none of the delegates appointed by President Carrier to attend the same, representing our organization, were able to be present at that time, owing to its being held in the far West. However, we desire to report that the important matters affecting our interests which were acted upon at that time were as follows:

"Resolutions adopting odd lengths as standard as well as even lengths in dressed lumber."

This action confirms the action taken by our organization which, as you know, admits in all lumber a certain per cent. of odd lengths, as specified in each grade. Mr. Victor H. Beckman, of Seattle, is in attendance at our convention and he will no doubt discuss this matter more fully at a later time during our sessions.

The Board of Governors at that time also passed a resolution providing for a new office of the organization to be created under the style of manager, and Mr. Leonard Bronson, of Chicago, has been elected to fill such position. He is with us to-day and will discuss matters pertaining to the organization during these sessions.

We also have with us Mr. W. F. Biederman, superintendent of the National Lumber Manufacturers' Credit Corporation, which publishes the Blue Book, and he will also talk to us at a later time regarding the same, as well as the Collection Department thereof.

On motion, the president appointed a committee to report on recommendations contained in the officers' reports, made up of W. B. Townsend, A. B. Ransom and A. G. Fritchey.

President Carrier then introduced George F. Craig, of Philadelphia, president of the National Wholesale Lumber Dealers' Association, who made a happy little address to the visitors and stated that it had given him great pleasure to be present. He complimented the organization on its evidence of vigor and stated that his association would be extremely glad to become allied with it.

### AFTERNOON SESSION, FEB. 1

On reconvening at 3 p. m. President Carrier opened the meeting by introducing John W. Love, of Nashville, Tenn., who read a heartfelt tribute to his departed friend, John B. Ransom, ex-president of the Hardwood Manufacturers' Association. Mr. Love's tribute was a splendid one to this great and honored member of the association. He concluded his appreciation by offering a resolution of respect to the memory of Mr. Ransom, which was signed by every lumberman of Nashville, which he presented for adoption.

R. H. Vansant in seconding Mr. Love's motion added a splendid tribute to the character of the deceased.

The resolution was adopted.

Mr. Love then made a motion that a suitable resolution be drawn up in memory of F. S. Hendrickson, an honored member recently deceased.

This motion prevailed.

The president then introduced O. B. Bannister, the well-known wheel man of Muncie, Ind., who made an address on "Organization," of which the principal portion is reproduced below:

#### ORGANIZATION

In this modern day when we speak of organizations, we are apt to think that they are the product of some recent years, but this is not so. The principle has been followed from the beginning of the world. It is true that this principle has been much abused, both in early and late history.

It is quite well established, I think, that the only reason why the Jewish people are forbidden by their laws to eat hog-meat, is that when Moses was on Mount Sinai receiving the law of God, that Aaron, his brother, brought up all the hogs and when he refused to share the profits with Moses, Moses the lawmaker,

promulgated a law forbidding his people to eat hog, and *busted the trust*; and strange as it may seem from that time on, many of the business and commercial interests of the world, have been busy forming trusts, and the lawmakers just as busy trying to bust them, and the end is not yet.

My subject, however, is not trusts, but "organization." I am quite well aware that many are unable to see any distinction, and it is difficult sometimes to tell wherein the difference exists, as many honestly conceived organizations have abused their power and become obnoxious, selfish, overbearing trusts; but I am sure that we will all be able to see the difference in principle at least, between the inborn nature of man that was God given and that makes him want to associate with his fellow man for the good of each other, and in obedience to the command for him to subdue and have dominion over the earth for the benefit of the whole—Yes! I say we ought to be able to distinguish between this principle and the abuse of it—in the "hog meat scrap" that is credited to Moses and Aaron. It might be a good thing right now for us to have a Moses who could forbid the eating of meat for thirty days. (I believe that this is the extent of the time of the present proposed abstinence.) It certainly would be a cheaper boycott than the one that is now being attempted.

This great difference between trust and organization is certainly clear to us, and it must also be quite as clear that the principle of organization rightly applied is good; wrongfully applied is bad. If this is true, then why all of this disturbance?

Is it not because we are trying to correct the abuse of the principle in the wrong way?

There is an old saw, "Competition is the life of trade." Let us see what is this thing "Competition" that is the life of trade. If it is the trade's life, we ought to be able to compare it with the blood of a healthy man—that which flows through his veins, brings color to his cheek; that which makes him step quick; that which makes him stand erect, his eye to sparkle, and his tongue to say: "I am glad I am alive." This is life, and life worth living; and of course if competition is the life of trade, it must be *that something* that will develop the body "trade," and make it strong, give it life, build it up, and make it a means of profit to everyone engaged in it, and when I use the term "everyone," I do not mean the employer only, I mean *everyone*, employer and employee. This thing that is the life of trade must give life to everyone dependent upon it. The child of a section hand on the railroad is entitled to comfortable clothing and good schooling quite as much as the child of the president of the road, and if competition will give trade this *kind* of life, then by all means let us have competition. But is this the case?

My dictionary tells me that competition means "common strife for the same object;" and it also tells me that strife means, "Altercation, violent contentions, fight, battle."

Now suppose we were to change this old saw to read: "Competition, that is common strife for the same object, alterations, violent contentions, fights, battles, is the life of trade. This is really what it means, except that I think we could change one more word, which would show the result. Let us do it, and make it read as it really is: "Competition, that is common strife for the same object, altercation, violent contentions, fight, battle, is the *death* of trade."

Do you say, "How the death?"

Jones is in the manufacture of stockings. He has a nice plant, pays his help well, makes money.

Smith who lives in the same town says, "That man Jones has a snap. I guess I will go into the stocking business myself," and he does so. He goes to the same people that Jones has been selling and reduces the price that Jones has been making 10 per cent. The buyer rubs his hands in glee, and says "Ah! that is good." *Competition is the life of trade.*

Jones has a good plant, has been buying his wool direct from the farmer, and paying his help good wages. The buyer, who is never satisfied, tells him he is buying from Smith at 10 per cent. less. Then Jones gets busy, he puts down on a piece of paper the cost of the wool; he looks at it and studies it, and wonders if the farmer can't afford to furnish it for less. He knows that the farmer did not pay the Lord anything for growing the wool on the sheep's back, and that there was, therefore, no cost of raw material, and that the only thing that made it cost was the labor of the farmer in caring for the sheep and raising food with which to feed them.

He consults the farmer, who by facts and figures proves to him that he cannot sell the wool for a lower price and make a living.

He now puts on this piece of paper the names of all the people in his employ; the amount paid them; the cost of his taxes and his insurance and his fuel, and when he adds them all together, he finds it is impossible for him to meet the price that has been made by Smith, and leave him a profit.

Jones has been employing *men*, in his factory, but upon investigation he finds that Smith has employed women and girls; so he concludes to displace his men with *girls only*, and go Smith one better.



The "common strife for the same object begins," and continues. First Jones is on top and then Smith. Each reduction must bring additional reduction in the cost, and as the Lord has made no charge for the raw material, there is nothing in the cost except the labor that is necessary to make the goods. Consequently there is nothing to reduce but the labor; and the reducing process goes on down, down; the hours of work are increased—the age of the labor reduced to the minimum until mere children are at work, and the burdens are made as heavy as it is possible for them to bear, and the result is that there are contentions, altercations, fights, battles, death. This is competition.

Jones and Smith met one day when conditions were at the very worst, and one said to the other, "Why not get together and agree upon a price for selling our stockings that will enable us to employ men and pay them living wages; get rid of these long hours, and child labor and make ourselves some profit? And be of some service to ourselves and our employees."

The result is that they agree to do so. *This is organization, and the kind of organization that it was intended for mankind to pursue, and although it is forbidden by law, their pressing necessity and distressed condition of their business makes them take the chance.*

They find after forming this organization that they have a *new power*. They control the sale, and can compel the buyer to pay whatever they may ask. With this new power they seem to forget the conditions of anyone except themselves, and they say to themselves: "This is our business and we can do with it as we please. It is true we are not paying our help enough—they barely have enough to eat and but little to clothe them, but we control the stocking business and they can't get any more from anyone else and we will just keep every dollar we can make." *This is a trust.* It is also forbidden by law, as it should be.

Organization as I have defined it in this brief way *should be permitted by law; but trusts should be put out of business.*

Now I feel quite sure that you will all agree with me up to this point. The question then is how to permit one and prohibit the other.

Before trying to answer this question, let us take a little deeper look into our system of commerce. It is a matter of statistics that there is a greater percentage of failures in all branches of trade than there is of success. Some have placed in the successful column 5 per cent. of the whole; others 25 per cent. I am not prepared to say which is right, but apply the thought to your own knowledge. Write on one page the names of all the men you know who have been successful in any line of trade with which you are acquainted; those who have retired with a competency with which to support themselves and their families in old age; and on the other the names of those who have started and failed. I am sure you will find the failures to be many more than the successes.

*Should not a system of commerce that brings about this result be changed? What is the cause of the failures? It is the system. What is the system? "Competition is the life of trade and trusts."*

What is the remedy? Legalized organization that requires everyone engaged in any line of trade to associate themselves with all others engaged in the same line, and that requires them to become bureaus of information, through which they can show their right to exist; and their right to exist should be based upon their being able to show that they are conducting their business at a profit, and this should be made so clear that it could be understood by the producer, by the consumer, and by the public. It must be known by the producer because he must know what his goods are costing him in order to be able to sell them at a profit, and it must be known by the consumer because the consumer must be willing to pay the producer his wages, and it must be known to the public because the public are the people that invest their money in these institutions, and they must know that their investment is safe.

I hear an objection to the profit being known to the consumer. Why should this be the case? If you employ a man you know the wages that you are going to pay him. Do you not? And if you are employed as a hatter to make a hat, you would be quite as willing that the man that is to pay the bill should know what he is paying. And there is something else that must be shown also. Listen! They must show that they are conducting their business at a profit based upon the cost of their goods; and as the consumer must be willing to pay the producer a profit upon this cost—this profit being his wages—if you please, for his labor and for the use of his capital, so must the producer pay his laborers a price at which they can live and support their families.

Has it ever occurred to you that there is nothing in the cost of any article of merchandise but labor? There is fundamentally no such thing as cost of raw material. When the Creator started this organization of the human race, He did not say, "I will furnish you raw material at such and such prices," but he said: "Behold! I place you upon the earth to replenish it, to subdue it, to have dominion over it, and I have given you everything upon the earth, the trees, the ore, the coal."

There is not a single item of raw material that is costing mankind one cent. *The only cost is labor.*

Legalized organizations that are required to show their right to live, and in doing so, to show that they are paying cost for their goods, and that this cost permits the producer of it to support their families as families should be supported, will become bureaus of information, that will prevent over-production and the temptation to sell goods for less than cost. It will prevent under-production, and the temptation to ask more money for them than they are worth.

They will settle the question of the tariff as they will be made to show positively what effect the labor they can buy in the shape of partially produced goods coming from foreign countries, has upon the product of their own labor in their own country; and will settle the question of capital and labor, avoid strikes, lock-outs, and bring harmony where there is contention, fights, battles, death. The economic changes that have occurred during the last half of a century or during the present generation of living man have unquestionably been more important and varied than during any former corresponding period of the world's history.

It would seem, indeed, as if the world during all the years since the inception of civilization, has been working upon the line of equipment and industrial efforts in perfecting tools and machinery, building work-shops and devising instrumentalities for the easy inter-communication of persons and thoughts and the cheap exchange of products and services; that this equipment having at last been made ready, the work of using it for the first time in our day and generation is fairly begun. The real facts are that we are just now ready to do business in this great country.

A recent publication has undertaken to show what the great volume of business will be in the United States in 1918. These figures have been based upon the average increase that there has been in the last 18 years. Taking the amount of business done in 1890, and taking the period from 1890 to 1908, a period of 18 years, and taking the average increase per year and apply this for the next 10 years, and the increase shown is so marvelous that one must hesitate almost to think it possible. I will mention only one item. It is plainly shown according to figures that if the business increases in the United States for the next 10 years as it has in the last 18, that the railroad facilities of this country must be doubled in order to handle the business in 1918.

Now does anyone believe that this great business can be conducted with profit to the capital invested and to the labor that produces it without organization? And are we to continue our attempts to prevent organizations and give the men engaged in it the opportunity to form trusts? Must we continue in the dark? Would it not be better to come out boldly in the light?

It is manifestly impossible for the government to make laws to both control and prevent organizations. The fact that they try to make laws, to control the abuse of them is an acknowledgment that they cannot prevent them.

This being the case, *why should they not be required by law?* Is it not clear to you that if they were required, and if they were required to show their right to live as organizations, that they could be more effectively controlled than with our present system.

I firmly believe that there is an evolution going on that will result very soon in changing the trend of thought to this view.

I have no suggestions to make nor resolutions to offer for your adoption. I simply want to leave this one thought with you. Namely, that the time is coming, if it is not already here, when organization will be required by law, and when they do come, we will have made one of the greatest steps forward that has ever been known to civilization.

Now what has all of this to do with the Hardwood Manufacturers' Association. Just this: You as manufacturers, have been holding your meetings from year to year drawing ways and means for the economic handling of your business. Many of you, no doubt, can look back to a time when you regarded your business as your own. When you thought, if you did not say it, that Smith had no right to be in it, but now you recognize that Smith is a part of it and must be considered.

This is your part of the evolution that is going on. I believe that this is the first meeting to which you have invited the consumer. You are now asking him: How can we supply you with your needs to better advantage? How can we work with you in a way that will help you and us to conserve this great gift of nature so that it may be put to the best use, so that it may not be ignorantly wasted or destroyed? And I answer you with all the emphasis of which I am capable, by *organization*.

Not by a trust that arbitrarily controls, and dictates prices, but by organization that shows so plainly that there is a duty to your fellow man which must be obeyed; that the mere price question will become a secondary matter. The press of the country has from time to time referred to a gigantic lumber trust. If there is such a thing I do not know it, but if there is and they are abusing their power they should be punished. Let us suppose for



the sale of argument that there was now in force a national law that would say in effect:

*Lumbermen, form yourselves into an organization, establish a central office, to which you must furnish the entire details of your business; the knowledge you have of the timber standing, the cost of producing it; the purposes to which it is put; the annual amount consumed, the amount paid for stumpage, the amount paid for labor, the amount paid for freight, yes and the profit you make. Don't you suppose that we would then be able to tell whether there was a trust or not? Don't you think we would then know something more about the supply and demand? Would the lumber be so high in price one year that it would make building prohibitive and so low the next year that everyone engaged in the business would see failure staring them in the face? Do you say that it is a vision—a dream—a theory—impracticable—impossible?*

President Carrier then introduced J. H. Baird, of the Southern Lumberman, Nashville, Tenn., who spoke on the "Functions of the Trade Press." Mr. Baird's address follows:

#### THE FUNCTIONS OF THE TRADE PRESS

The lumber newspaper is only a specialized newspaper, and its function is not different in any particular from that of the legitimate newspapers in any other line. The lumber newspaper is the development of modern business conditions. It came into existence as the result of the specialization that has occurred in every other direction. Just as the Interstate Commerce Commission has become a special tribunal for giving a certain character of litigation a degree of careful attention and technical knowledge not possible to be had at the hands of the older courts, so the lumber newspaper has come in response to the need for a fuller and more accurate news service in the lumber trade than could possibly be furnished by other publications.

The primary function, then, of the lumber newspaper, is to publish the news of the lumber trade—fully, promptly, frankly and with absolute fairness and impartiality. Its main editorial function is to supplement this news with such timely comment and discussion as will make clearer its full meaning and significance.

The lumber newspaper should not only publish the news of the trade for the benefit of the men in the trade, but should endeavor so far as possible to enlighten the general public on the true facts of the trade. How much it may be able to accomplish along this line is impossible to say. A strictly trade publication, no matter how readable it be made, can not hope for a large circulation outside those engaged in the business to which it is devoted, but so far as such a paper does reach the general public its utterances should be such as to command respect and absolute confidence. If it goes to the general public recognized as a special pleader, all its utterances will be discounted and its motive distrusted. Mention is made of this feature of the function of the lumber newspaper for the reason that right now the lumber business is the subject of widespread misrepresentation in the removal of which its several excellent trade newspapers ought to be able to render some effective assistance.

The lumber newspaper to accomplish its maximum usefulness along any line should be absolutely free from suggestion of partisan influence and control. In this respect it is exactly on an equality with all other newspapers. Freedom from special influence, and an absolute honesty and fearlessness of expression are just as essential to the success of a lumber newspaper as any other. Let it lose character for honesty and truth telling, and its influence is destroyed. With a recognition of its truthfulness the lumber newspaper is in position to bring all the force of a wholesome publicity to bear on the building up of all the good things in the trade, and to powerfully assist in the elimination of all the bad things; and this, with the rendering of an adequate, attractive and truthful news service, constitutes the true mission and function of the lumber newspaper.

Development of the tendency toward specialism in journalism, while not bearing directly on the subject assigned me, is not without interest and tends to make clear the true function discharged by class publications. In this development the weekly newspaper, devoted to a certain line of business and giving up its columns almost if not wholly, to recording the news happenings of that business, is the latest step. The tendency toward specialization in newspaper set in almost as soon as the first periodical publication was established.

The first periodical publication was established in England about two hundred years ago. It was in the form of "News Letters." At first these were circulated as written manuscript, but soon came to be printed, and issued at irregular intervals as occasion demanded. These early "News Letters" were given up almost wholly to news of the church and state—that is politics and religion, the leading issues of those days. They were vital issues too; one had to do with the man while he stayed here and the other after he left, and both came in for more real concern than they do now.

Crude as they were, the success of these early "News Letters" show that they supplied a distinct want. They increased rapidly in

number and slowly enlarged in scope. It required a long time for them to get away from politics and church news. Little by little, however, some came to take on a distinctively literary character, and the development thus begun has led in a period of two hundred years to the literary magazines of to-day. Somewhat earlier than the beginning of those literary publications, however, occurred a great advance along another line—the development of a news service. The earlier forms of the "Letters" were soon supplanted by what might be fairly called newspapers, to the old topics of church and state doings being added sporting announcements and social gossip. Along this line the development led, somewhat more rapidly than that leading up to the magazine, to the daily and weekly newspapers of modern times.

It was long before any of these early newspapers paid any attention to business, for the reason, no doubt, that business in those days cut but a relatively small figure. Business was not in it with war and politics. As it is now carried on business is a comparatively modern institution, and the real business newspaper is one of its very latest developments. It is impossible to say when the first strictly business publication was established. Whenever that event occurred, however, it was the result of the need felt for a more adequate and accurate treatment of matters affecting some particular trade or business than could be had in existing publications. Probably no strictly business publication of any sort dates back further than fifty years, and nearly all of those now in existence or that have existed were established within the past twenty-five years. As soon as the first one had been established, the same causes that led to its establishment began at once to operate to bring about further specialization. The first trade publications were rightly called journals. They were issued at regular but somewhat long intervals. None of the earliest were issued oftener than monthly, and many were content with bi-monthly or even quarterly issues. There was no need for frequency of publication, as their contents were made up almost wholly of statistical or technical matter, or a combination of the two. When these earlier trade journals began to depart from statistics and technic, it was to introduce special articles dealing with features of the business or trade with which they were allied, and a more or less academic discussion carried on in essays on topics of collateral interest. The introduction of trade news matter into these earlier trade journals came slowly. It was only when several lines of trade had come to be so developed that thousands of persons were engaged therein, and in which happenings of real news value were of frequent occurrence, that there was felt a need for the real trade newspaper as distinguished from class journals. Not many lines of business have yet developed to the point of requiring a weekly news service, and to say that the lumber business supports more real newspapers than any other line of business is but one way of saying that the lumber business is the most advanced and up-to-date of any business on earth.

Mr. Doster, as secretary of the Insignia Committee, stated that the committee recommended the adoption of the seal used on the badge as the official one of the association.

On motion, the recommendation of the committee was accepted and adopted.

The secretary then announced the make-up of sundry committees on statistics, grades, rules, transportation, waste, resolutions, etc.

President Carrier announced for the evening for the entertainment of the visitors an address on Rough Country Lumber Operations, supplemented by stereopticon and moving pictures, by H. H. Gibson, editor HARDWOOD RECORD.

#### TUESDAY EVENING, FEB. 1

Mr. Gibson's feature of the entertainment was produced in the main assembly hall of the Hotel Sinton, at eight o'clock on Tuesday evening, and consisted of an address involving a description of more than a hundred colored stereopticon views of scenery, timber landscape, tree growth, mountaineers, moonshiners, feudists and of individuals involved in the range of the mountain country known as the Appalachian, and concluded with a moving picture exhibition showing the woods and splash dam operations of the Yellow Poplar Lumber Company, Coal Grove, O., in Dickinson county, Va. Excerpts from Mr. Gibson's address follow:

#### ROUGH COUNTRY LOGGING OPERATIONS

Primarily, I want to disabuse the minds of the suspicious. Lectures are serious things—usually to be avoided—and this is not to be a lecture. It has been suggested that I might exhibit some pictures, reproduced from photographs which I have made during years' cruising in the woods which would interest and entertain the members of the Hardwood Manufacturers' Association and their guests.

These pictures do not need much explanation, and about all that I shall attempt is a running and rather discursive talk concerning them. It will be impossible to make any continuity of discourse beyond a recitation of facts germane to the pictured subjects; and I know that you will not expect any oratorical efforts from me.

Since boyhood my business and my pleasure have taken me to the woods. Next to my wife, the forest tree is my most adored object. I know the forest as the average man knows his friends. I love every tree that grows.

I might talk to you about tree growth of any section of the United States, but it has appealed to me that pictures and stories about the timber and lumber operations in the Appalachian range, involving as they do almost all the types of commercial hardwoods of the country, would prove more interesting than any other, therefore I have selected this section to discuss.

The elevations of the eastern half of the United States—the Alleghenies, the Blue Ridge and the Great Smokies—involved in the Appalachian range, are of paramount interest for forest, geographic and hydrographic reasons, and, as a consequence, for economic reasons as well. These mountains are old in the history of the continent which has grown up about them. Hardwood forests were born on their slopes, and ever since vegetation began have spread themselves over the eastern half of the continent. More than once in the remote geological past, these forests have disappeared before the sea on the east, south and west, and before the ice on the north, but here in this mountain region they have existed from the remote ages even up to the present day.

Under varying conditions of soil, elevation and climate, many of the Appalachian tree species have developed, and in this region occur a marvelous variety and richness of growth that marks the concentration of many of the most valuable tree species that exist, as well as many others of secondary importance. These trees thrive under such variable conditions that they have attained this perfection of forest and commercial greatness. It must be recalled that the southern Appalachians embrace the highest peaks and largest mountain masses east of the Rockies. Throughout their rich valleys and coves, and along their wooded sides are many tree species that grow nowhere else in the world and which furnish important lumber supplies which cannot be obtained elsewhere.

This is a rough country. Many sections of it have been but recently opened to the march of lumbering operations, and others are still inaccessible for lack of transportation facilities. It must be recognized that a tree is like an Indian. It will not stand civilization. Our beautiful park trees, from a monetary viewpoint, are a mockery. They have no commercial value. Where timber is at its best is in regions that have never witnessed the inroads of man. To be sure, in the large portion of this mountain country the rich river valleys have been settled by farmers for years, but they have done comparatively little damage to the virgin timber in the far-back coves and distant mountain fastness save in some of their older settled regions where live stock has been allowed to roam and leaf fires have been started to forward early grazing.

It must be recalled that this is a very sparsely settled region and that often whole counties involving a larger area than some states of the Union, have a population of but three or four thousand. The damage caused by the squatter, therefore, is infinitesimal as compared with the great mass of timber land involved.

In these remote sections of the United States, originally settled largely from old Virginia, exist a peculiar and isolated people. They are as foreign to the great mass of population as the inhabitants of the continent of Europe or Central America, or almost, I might say, of the oriental countries. They have peculiar morals and strong religious beliefs. They live in isolation, in poverty, and in contentment. They are hospitable to a marked degree. Their law is Mosaic: "An eye for an eye and a tooth for a tooth." They recognize no law that prohibits them from making and selling "moonshine" whisky. They do not recognize any justice that prohibits them from killing a human being who has wronged them.

One will find great valleys in Kentucky, the Virginias, eastern Tennessee and western North Carolina encompassed by mountain ranges in which nearly every man, woman and child are related to each other. In the local vernacular, they are "kin folks," and any one living even across the ridge is a "furriner." This "furriner," should he visit in that section, is welcome to the best that the rough cabin affords, and many a time have I been invited to "light and rest my hat" at a mountaineer's "shack" as night overtook me and have partaken of the best, and usually of the little, there was in the larder; the mountaineer and his wife have insisted on my occupying their bed in the corner of the one-room log shack, and themselves sleep on a pallet beside the open fireplace. For such services it is impossible to get them to accept any recompense. I was the stranger within their gates, their honored guest, and they my friends.

This picturesque country, to my mind, for sheer beauty of landscape, surpasses anything on this continent. I have seen Yellowstone Park, the Grand Canyon of Arizona and the battlements of the Rockies, but for pure air, for sparkling springs, for the musical

tones of running water, for nature's glories unadulterated, at every opportunity I hie back to the Great Smokies.

In some places in the mountains, notably in the Blue Ridge and Cumberland sections, there are sink holes in the plateaus, often a hundred feet or more below the surface. The sides of these sinks are practically perpendicular, and in their bottoms are found magnificent growths of poplar, oak and hemlock. Successful lumbering of a proposition like this involves a good many engineering difficulties and is expensive. The incline plane railroad was built by William E. Uptegrove & Bro., of New York, to enable them to lumber some timber near White Rock station on the East Tennessee & Western North Carolina Railroad. This narrow gauge line is popularly known as the "stemwinder," and at its terminus connects with one of the W. M. Ritter Lumber Company's old logging lines, which is locally known as the "Arbuckle" route. The legend behind the name "Arbuckle" is that Mr. Ritter's predecessors, who built the road, paid for its construction almost entirely out of commissary supplies consisting to a considerable extent of Arbuckle's coffee. The "stemwinder" derives its name from its multiplicity of reverse curves, as it follows the gorges of the Toe and Doe rivers. As these streams in crookedness have no rivals in the known world, it is not an inappropriate name.

This incline plane was built almost from the railroad platform at White Rock up the side of the mountain for a distance of three quarters of a mile. Then a transfer table was put in and a second incline, nearly half a mile long built at right angles to reach the plateau. Interposed between the top of this incline and the sink hole were two and one-half miles of tram-road, involving two switch-backs. Then another half mile incline plane was built up from the sink. This was one of the most expensive lumber operations for its size in the history of the mountain country, but it is said to have paid a handsome profit on the investment.

Incidental to these pictures, I will tell an anecdote.

Major Thomas, manager of this operation, one day invited me to go and look it over. Not in the least realizing what I was going up against, I cheerfully assented. I clutched one of those cable-hauled tram-cars convulsively on the trip to the top of the mountain, hung on to the bucking locomotive over the switch-backs in fear and trembling, and was eventually landed at the bottom of the sink where the logging operations and sawmill were located. On the outward trip I had the company and assurances of safety of Mr. Thomas. Returning, I came alone, and was back to the turntable at the top of the final three-quarters of a mile of the incline, and was instructed to hang on to the top and ends of a tram-load of lumber about to be dispatched into the abyss below. Just after the car started down this 45 degrees toboggan, one of the big husky "devils" that handled the levers of the hoisting apparatus said to his companion:

"Bill, we've had pretty good luck lately, hain't we?"

His companion vouchsafed assent.

"Yep," continued the first speaker, "we hain't killed no 'furriner' this week, have we?"

The front porch of a Kentucky mountaineer farmer's home. No matter how good or how poor the house is, very few of them are without a front porch. Here is where the mountaineer lives. I must tell you just one story that was told me by a prominent Episcopalian bishop of Chattanooga. This distinguished divine was much interested in the welfare of the mountaineers, and rode horseback over thousands of miles of rough country to visit them. One spring day, noontime found him at the doorway of a cabin, where he accosted the group of men and boys on the porch with a request that he might stop for dinner. The men were gassing with each other, and the particular amusement of the moment was the spitting of snuff saliva at a mark, a knot on one of the firewood logs hauled up in front of the cabin. Mixed up with the men and boys were half a dozen dogs. The men were cordial to the stranger and invited him to alight. The spokesman, who afterwards proved to be the man of the house, said he didn't know how much there was to eat, still he was welcome to what there was, but there would be no dinner until the "old woman" got back to the house. He indicated the woman in question by pointing up the mountain side, where she was engaged in plowing with the aid of a small steer and a primitive plow. The bishop dismounted, and one of the boys, at the suggestion of his father, provided a little bundle of "roughness" for the horse to eat. Presently the weazened, sorrow-faced old lady came trudging down from the mountain leading the steer, which she carefully fed, and, on her appearance at the shack, was "made acquainted" with the bishop. She was cordial, but careworn, and said that dinner would be ready soon. The woman first picked up the ax and split wood for the fire in the old mud-chinked fireplace. Then she prepared the meal, after fetching a pail of water from the spring some quarter of a mile away. The dinner was set on the table, and the men and boys were told that it was ready. In the mountain country the women and girls of the house always wait until the men have finished before they eat. This instance was no exception. The man of the cloth, although no newcomer in the mountains, was discomfited to sit at table while his hostess served, and attempted to make

himself as pleasant as possible, and especially addressed the wife. He disclaimed on the beauties of the scenery, the gorgeous flowers, the splendid timber, the purity of the air and water, and asked her if it were not an ideal place to live. The old lady up to this time had uttered scarcely a word, but she now answered with a weary sigh: "Yes, mister preacher man, this is a fine country for men and hound dogs, but it's hell for women and bulls."

You often hear about the feudist of Kentucky and the Virginians. Here is perhaps the best known of them all. This is a picture of the famous Devil Anse Hatfield, the feudist of McCoy-Hatfield fame, who lives up at the "head of the creek" about fifteen miles from Devon station on the Norfolk & Western Railroad in West Virginia. He is a particular friend of mine, and I think a lot of the old chap. He is as harmless as a kitten, and is loved by his friends and respected by his enemies. I coaxed him six hours before he would let me take this picture, because, as he said, "I reckon there are about twelve indictments out ag'in me yet, and I don't want to get too well known by all these trifling deputy sheriffs."

I once asked him to tell me the story of his life, but the same indictments stood in the way of personal reminiscences. On my insisting that he tell me how the McCoy-Hatfield feud started, he vouchsafed that it all came about over a little argument over a "passel" of hogs. He says that the feud spirit has died out within him and that he is a feudist no longer. He has taken a vow never to step on Kentucky soil again and when he visits his friends on the further side of the Tug, he does so from his skiff. Hatfield's title of Devil Anse did not accrue to him through his feudist record, but was the name he achieved in the confederate service for his intrepidity and general foolhardiness during the War of the Rebellion. Perhaps it is more of a habit than anything else which makes him carry his Winchester in the crook of his left arm, but you rarely see him without it. Now-a-days, he is a famous bear hunter and has repeatedly invited me to share his hospitality and go cruising for Bruin with him.

Here is a picture of another famous mountain character, Quill Rose, who lives far above the navigable waters of Eagle Creek in Swain County, North Carolina. Quill does not make any "moonshine" now-a-days, but has had the reputation of having produced more and better whisky than any man in the mountains. He and the "old lady," and his "yaller" mule now are engaged in peaceful agricultural pursuits. One day he did show me the remnants of his old still and former greatness and told me a good deal of the details of how corn whisky should be, to be made right. He also told me that he "met up" with a stranger once who insisted that the quality of "moonshine" could be much improved by aging it. What this fellow meant by "agin," the old man explained, was leaving it stand for a while before you drank it.

"There is nothing in it," he continued, "but that there trifling stranger talked so much about it that I finally tried it. I hid out a two-gallon jug of 'moonshine' in the laurel for more than a week, and when I got it back to the cabin, I found it wasn't a bit better than it was warm from the still. I tell you, there is nothing in this 'agin' whisky business."

I can't tell you this man's name because I don't want to, but he is a typical North Carolina "moonshiner." I asked him if he was making any "shine" just now, and he said to me: "No, I am not, but I am fixing up my mash tubs and don't know what I 'mought' do."

This innocent looking yoke of oxen and vehicle would scarcely convey to the mind of any one that within this apparent household moving wagon is concealed a half barrel of "moonshine" in kegs, jugs and bottles, but such is the fact. This is one of the sundry ways it is peddled from house to house through the mountain country to such denizens as do not know how to make it or are afraid to enter into the manufacture of "mountain dew."

Another moonshiner and his son. He is a clever chap and has about as much fear of a revenue officer as he has of a striped snake. These government officers, I might mention, are usually "kin folks" of most of the residents, and one of them had broken up this man's still and taken away the worm. At the time of my visit, in some way his wife had secured a wreck of an old-fashioned cook stove with which she was going to supplement her fire-place. Unfortunately, the stove had no pipe. She asked me as a special favor when I got back to Knoxville to send her a half dozen lengths of stove pipe. This I agreed to do.

This man came around to me the next morning as I was departing and said: "The old woman has got you to fix her up with some stovepipe. Now, while you're buyin' pipe over in Knoxville, I reckon perhaps you mought as well buy a little pipe for me. Suppose you send me down four lengths of copper pipe about an inch and a half through, three feet long, and say, these railroad fellows are so keerles in handling stuff, perhaps you better have it nailed up in a box."

I promised to do this stunt for him also, but named as a condition that he tell me how he could manufacture a still and a worm out of four chunks of copper pipe, and especially, how with his primitive tools, he could coil the pipe.

"Why," he replied, "that's sure easy. If you give me some

sheets of copper and a pocketful of rivets and this pipe, I can fix up a still and have it running in twenty-four hours. Making the worm is the easiest part of it. All I do is to pack the pipe with sand, bend it around a sapling, and then jar the sand out of it." It was dead easy after you knew how.

I am showing this picture to get even with the man it depicts. This is Leon Isaacson, of the Yellow Poplar Lumber Company, vice-president, president *pro tem*, woods engineer, general woods boss, splash dam builder and tireless man of the mountains who last fall piloted me over a million miles of Dickinson County, Virginia, and had little respect for my stomach, my age, or my inability to follow in the woods a veritable human cyclone. This snapshot was made as he was steering me down the "Grand Canyon of Virginia," sometimes known as the brakes of the Big Sandy. Just at this moment, he was harking back to the big dump poplar logs we had left at Russel Fork above this gash in the earth, at the bottom of which runs the river. He answered my query as to the value of the logs, "Guess." I told him I hadn't mental vitality enough left to even make a guess. He said: "When these logs are in the form of lumber and piled up at Coal Grove, it will mean a million dollars."

Now I am going to give you the good part of the show.

Early in November, when I visited the logging operations of the Yellow Poplar Lumber Company in Virginia, I said to Mr. Isaacson and Mr. Crawford, "It is a shame we cannot have a moving picture show of this entire operation."

They echoed the sentiment.

Then it occurred to me it was possible. By dint of considerable telegraphing to a friend, a theatrical magnate of Chicago, I ascertained that the leading makers of moving pictures were the Essanay Film Manufacturing Company, of that city, and after further telegraphing, I succeeded in getting this concern to send a group of photographers down into the wilds and make the films we will now show you.

A crew of "hicks" starting with their saws and axes to cut the kerf which directs the falling of the tree in the desired direction.

The men are sowing down the tree from the opposite side.

This giant of the forest falls.

The great stump that remains.

The "woods boss" measuring the tree for cutting to log lengths.

This process is known as "scalping" the log; *i. e.*, removing the bark. This enables the logs to be skidded easier and militate against sap-rot or wood borers getting into the timber if the logs are left over a season.

The big logs being hauled to the skid with four-mule teams. These teams are the best live stock I ever saw in the woods. They tell me that they cost \$275 a head in the St. Louis market.

The logs being hauled to the skidways, to which they are rolled to be within easy reach of the railroad and of the steam log loader.

The great white triangle noted on the end of each log is the log mark or the trade mark of the Yellow Poplar Lumber Company.

Loosening the steel dogs from the ends of the chains by which the logs are snaked.

Cars being switched along the railroad.

A scaler is seen measuring the logs. The average diameter of these logs is nearly three feet.

A section of the logging tram-road on which wooden rails are employed. The cost of manufacturing the wooden rails and building the tram, which lasts long enough to clean out the timber area, is less expensive than the freight and team hauling alone would be on moving steel rails to the operation.

These logging cars are hauled by geared locomotives. This form of locomotive is able to pull a train of logs and negotiate a fourteen per cent. grade.

The steam log loader, of Decker type, one of the famous loaders manufactured by the Clyde Iron Works, of Duluth, Minnesota.

The big dump of poplar sticks in the Russel Fork of the Big Sandy river, about one mile above the brakes of the Big Sandy. With the aid of Lidgerwood skidding apparatus, these logs are closely piled in the gorge to a height of fifty feet. This dump when I saw it was more than two-thirds of a mile in length and contained more than thirty-six thousand large virgin forest yellow poplar sticks of timber, ranging in length from twelve to thirty-eight feet, with an average of 750 feet to the piece, amounting to 81,000 logs of sawmill length, with a total log scale of 30,000,000 feet.

This is the largest assemblage of poplar logs ever made in the history of hardwood manufacture and is a part of the 40,000,000 feet log crop that will be manufactured by the Yellow Poplar Lumber Company during the year 1910.

Below this dump is located an immense concrete splash dam 360 feet in length and 25 feet in height above the toe sill. The dam contains five flues, forty feet in width, the openings of which are closed with false work of timber and planking and all are released simultaneously by a dynamite explosion when a head of water is secured. Then the entire mass of water and logs are hurled through the flues and the logs are driven down the gorge to floating water

at the forks of the river below Elkhorn City. This gorge is strewn with rocks as big as an ordinary house, and the cliffs on either side of it are in places 1,500 feet high.

There they go—a million dollars' worth of poplar logs!

## MORNING SESSION, FEB. 2

This session of the convention was not called to order until 11:30 owing to the vast amount of committee work that had to be accomplished in advance.

President Carrier introduced W. B. Townsend, of the Little River Lumber Company, Townsend, Tenn., who delivered the following most interesting and instructive address on Forestry.

### FORESTRY

For some reason best known to our good president, I have been named on the Forestry Committee and not long since I received a letter from him advising me that a report to this association at this meeting would be expected. I have written each member of the committee and have had an expression from practically all of them, as also we have had a rather informal meeting since coming here, and are happy indeed to be honored with the privilege of submitting a report on a question that is beyond doubt of very great importance, not only to this association or this generation, but of even greater importance to future generations. And that, too, in the city where the FIRST AMERICAN FORESTRY CONGRESS was held in 1882.

The theory of forestry as taught in the schools and as practiced by a good many foresters may be said to consist largely of the general principles of silviculture, or planting, regeneration, and conservation constituting re-forestry. All of these, pleasant to teach, nice to talk about and theorize on, but none of them practical to a practical lumberman, except perhaps conservation.

And no man of common sense would be willing nor would it be expected of him to practice these things in America unless they would be remunerative, or at least promise to be.

So I take it that you as practical lumbermen do not want to waste much time on theories, but rather want something that will be of real benefit, and will help you as mill men with a view of increasing your profits and prolonging the life of your operation.

The public press and sensational magazine writers, with their grossly exaggerated articles about the willful wastefulness of sawmill men generally, are trying to so inflame the public mind as to regard the lumber operator or sawmill man as the arch conspirator of his race, and more destructive to human welfare than any other known agency.

But listen—and stick a pin here—have any of you ever read an article treating this subject written by these muck-rakers that contained a word of recommendation for improvement that was practical? And of course, criticism, destructive or otherwise, without any suggestion or recommendation for improvement is nothing more than fault finding, and is doubtless published by the great magazine trust from a mercenary point of view only. And I am sure that few, if any, of these demagogues or common scolds would be competent to superintend the falling of a tree with a view of saving it from breaking, or manipulate it on the mill so as to get the largest possible percentage of high grade and wide stock out of the logs, or could distinguish the difference of the various grades when made. And these are the questions that appeal to the intelligent manufacturer and rightly so.

However, while it is admittedly true that the sensational articles on forestry that appear in the public press and magazines are published with a view of selling the paper, yet it is also true that lumbermen are not as economical in preventing waste or wasteful methods as they might be, but my experience is that they are as a rule honest and sincere in their endeavor to improve their methods, and wonderful improvement along these lines has been accomplished within the last decade.

Our worthy president, in the splendid message you have heard read, refers to the absurdity of a possible lumber trust, so I pass that.

I will not burden you with statistics as I am satisfied you do not want anything that dry. Many of you living in dry towns when at home will naturally want something else when in a town as damp as this is supposed to be. Besides that you can get all the statistics you can digest in a lifetime by subscribing for these splendid trade journals represented here (if you are not already a subscriber), or by request of your congressman for copies of governmental reports.

The same is true of the proposition for governmental control and regulation of standing timber left in the United States, and not included in the National Forest Reserves. This you are all more or less familiar with from the governmental reports which I have no doubt you all get, as also much is published in the press on the question.

Therefore, it seems to me that the only practical side of forestry to lumbermen is that of conservation. Conservation has been aptly described as the application of common sense to common problems for the common good, and for the time being,

low prices, high taxes, hot fires, cold logic, and many other things do not allow of much of this.

Reforestry or regeneration, as these terms are understood by us, are not only not practical, but unnecessary. The argument that the standing merchantable timber is necessary for the protection of the water sheds is ridiculous. Nature will take care of all this herself if we but give her half a chance. She will take care of our water sheds not only better than we, but far more rapidly than any known system of reforestry now being taught. It is our duty, however, as lumbermen to assist nature in every possible way, not only from a pecuniary point of view, but from patriotic motives as well.

And in all the hardwood belts of our country especially, there is perhaps no more effective way than the fighting of fire. Many of the larger concerns to-day are spending a good deal of money along these lines with satisfactory success. And after all is said this is real conservation and reforestry and can be successfully applied. If the states and counties were not so shortsighted along these lines and would eliminate politics from it, you can scarcely estimate the value of what could be accomplished at a minimum cost. But the everlasting publican, the tax gatherer, the selfish politician, is in the way, and it looks now as though help from these sources need not be expected until the millennium.

Practically all the large timber landowners of the country to-day are eager to assist in preserving our natural resources as well as our timber supply and the protection of our water sheds, and the philosophy of forestry in its last analysis can mean no more than this.

### Waste

The eliminating of waste was referred to by our president in his message by the various improved methods in manufacture. There is undoubtedly much room for improvement not only as suggested by him, but by more closely watching and improving our present methods at the edger, trimmer, and slasher. Yet this is not real conservation, but it should and will increase the output of lumber from a given quantity of logs and thereby correspondingly increase profits.

And now, referring to the waste products of the mill and woods, as this is becoming more so the chemist becomes more active, and he is successful to-day in producing by-products from the slabs, sawdust, and other waste material that were never even dreamed of a few years ago. But he too is being handicapped in his efforts by adverse legislation because by dumping his fully spent and harmless acids in the streams he changes somewhat the color of the water. This cry comes, as a rule, from the same people, at least the same class of people that cry out against the lumberman, accusing him of destroying the natural resources of their great states and nation, and in the same breath insist that he be punished if he attempt to work up closely all offal and waste with a view of perpetuating an important national industry, and the supply of a very much needed product at a price very much less than it could otherwise be produced.

These, gentlemen, are conditions well worthy of our most serious attention in which we should heartily co-operate with a view of awakening the people to the conditions as they really exist, and thereby endeavor not only to stop adverse legislation, but strive to obtain legislation favorable to the real conservation of our national and timbered resources.

The conditions generally are much aggravated by the calamity howler, as to what will become of us in a short time when the timber is all gone, etc. This need concern us but little, for the reason that if we keep everlastingly at it favorable legislation is sure to be obtained, and through this, more than any other agency, rapid and consequent wasteful methods of manufacture and lack of care of lumber and timber will be largely abolished. It pains me much every time I learn of a really large capacity sawmill being built, or present capacity increased. This is really suicide. Better far restrict production than increase it, even at the risk of the muckraker, who, with assumed sincerity, will cry out trust, trust, etc. And in almost the same breath the calamity howl of ruthless destruction of our resources.

### Supply

The fact is, gentlemen, there is much more lumber being manufactured these days than is really needed, for the reason (now this is among ourselves) that lumber is not necessarily the best suited article for every purpose for which it is used. But its use is and has been so general because of the extremely low prices at which it can be bought. And the reverse is also true, viz.: when lumber commands the price it should, commensurate with the cost of production, then and not until then will its use be restricted, production reduced, and we will then be approaching the eve of the real millennium of conservation.

I think all of you will agree that a good, lively rig, well handled and carefully looked after in every small detail, cutting, say 25,000 feet hardwood daily, will make as much money daily



for its owner as the same rig pushed hard for count and cutting a half more feet in the same length of time.

The one looking carefully after his balance sheet while conserving his resources, the other striving to make a good report to his company in footage pushed through the saw.

This is not an exaggeration, or overdrawn statement, but there are plenty of the latter class of mills in every producing territory.

Further as to hardwoods, in the not far-distant future, much sooner than we now think, edgers and trimmers will not occupy the important position on the sawmill floor of the hardwood mills as they do to-day, and slashers will be in oblivion. But, rather most logs, except for special uses, will be flitched only, and sent to the work shop likely not far distant, where all taper and wane edge will be utilized to its full width, and defects cut out without waste.

This is not dreaming, but is being successfully applied to-day in all European countries where logs are being manufactured, and even in this country to-day, to some extent, in our more valuable hardwoods.

Now if you will bear with me just a minute, let us look at the other side of the picture.

As stated, the question of forestry is of but very recent origin in the United States. First Congress in the city of Cincinnati in 1882 as referred to, and nothing done, not even brought to public notice until the administration of President Cleveland, so with commendable pride and true American spirit we have accomplished as much in these few years as any other nation would attempt in a century.

At first we needed the land cleared for farming, now conditions have changed as stated, so that while we need and badly need more farming we do not necessarily need more farming land, and while we are teaching, preaching, and practicing conservation along our individual industrial lines, let us also be as much interested in and teach what is known to-day as intensive farming. Whereby as much can be produced from one acre as is now gathered from ten. This with a view of being able to feed our stock in the woods, while logging grain at a fair price, and thus also eliminate the necessity of a meat boycott.

This committee beg leave then to recommend that this association resolve to teach and preach intensive farming, also conservation, to treat fire as a crime (crime of ignorance, crime of carelessness, crime of arson), and above all and beyond all, resolve, to never increase capacity.

The president next introduced B. F. Masters, of the National Association of Box Manufacturers, who delivered the following excellent address on "Wooden Packages":

#### WOODEN PACKAGES

One day last week Mr. Doster, your secretary, notified me through the kindness of Mr. Defebaugh, our secretary, that I had been obligated to present a paper to this meeting. This is the first intimation that I have had. You will therefore appreciate that I am somewhat surprised to find my name on this program along with others. I can not help but feel that the committee might have given me a little intimation of what was expected. \* \* \* In response to Mr. Doster's request I dictated a letter to him. I will read that letter to you as a basis for my remarks, something like reading an obituary perhaps, as I have never sent the letter to him.

The history of the lumber business begins with the history of the world. From the dawn of creation through all the advancing years of civilization, from the experience of our ancestor with the fruit of the apple tree, and from the building of the ark down to the present day, the progression of the human race has marked the progression and development of the lumber industry.

Linked with this industry through the influence of civilization and its attendant necessity for the transportation of goods and products from one place to another, we find the business of the box manufacturers. Both have gone on and on, hand in hand, through the evolution of the ages, and today we find them just as indispensable to the development of our civilization and indeed to each other as ever before.

Therefore, the relations between them should be most cordial and there should be cultivated a spirit of cooperation. We can not liken them to that of the buyer and seller nor the producer and consumer, for the box manufacturer is not the ultimate consumer, but really an assistant to the lumber manufacturer, and carries the manufacturing process to a little higher degree of perfection. Their interests are in the main identical and their operations should be along cooperative lines, having in view mutual advantages for both classes. Box manufacturers are, beyond doubt, the best customers lumber manufacturers have. It is estimated that the box manufacturing interests of the country consume annually six thousand million feet of stock, which is from 15 to 20 per cent of the annual output of lumber of all kinds. With the growing industries of our great country and the natural and continued increase in the use of packages for various purposes, this amount would naturally increase under favorable or even ordi-

nary conditions. Instead of an increase, however, the box manufacturer has suffered severe loss in the volume of his business brought about by the substitution of packages of various sorts other than those made of lumber. We wish to impress upon him that they are primarily the cause of this great loss of trade through the invasion which has so visibly affected the interests of the box manufacturers and which in turn produces a sluggish market for low grades of all kinds.

It has been remarked that the price of lumber, like that of any other commodity, is regulated by the law of supply and demand, but I am forced to say that the propriety of all such laws has been overstepped to some extent by the lumber manufacturers and that in many instances they have been prompted by a feeling which must be termed akin to avarice.

#### Low Grade Stock

About ten years ago low grades of lumber began to advance and continued to do so at an enormous rate up to the last two or three years. During that period the box manufacturer was scarcely able to keep pace with the continued advance in lumber, but was forced to advance the price of his product to his customer to cover an ever increasing cost of lumber, to say nothing of the additional cost of manufacturing incident to the poorer grades of lumber that the manufacturers began turning out for the box trade. This continued advance in the price of the product of the box manufacturer made it possible for substitute packages to get a footing; shippers are always anxious to economize in anything pertaining to their packing departments, which under any and all circumstances is purely an expense item. Boxes are never bought and sold because of their intrinsic value. They are always an expense item and one of the first things to be considered in the interests of economy by those who are obliged to use them; therefore the substitute package, so far as it can be adopted, has been welcomed by shippers everywhere.

The prices of lumber have not been the only thing with which the box manufacturer has been obliged to contend. The grades have been made harder and harder, year after year, until the box manufacturer is obliged to buy higher grades of stock than formerly. A few years ago a box common grade was very much better than the No. 2 common of today, and contained sufficient clear cuttings for practically all the diversified sizes and styles of boxes that we are called upon to furnish. This is not true of grades today and we are obliged to purchase a certain quantity of No. 1 common in order to secure lumber of sufficient quality to use in certain classes of packages. There are some boxes that must be made with one-piece ends, others that must have one-piece sides, and in boxes requiring widths of stock from 10 to 13 inches it is impossible to get sufficient stock out of No. 2 of a quality suitable to make one-piece ends and sides. This deterioration in grades and the continued inclination to make the stock poorer have added an increased cost to the manufacture of boxes. A very great part of the expense of manufacturing low grade stock is put in on the board before we begin the process of eliminating defects. The lumber must be surfaced, resawed and in many cases ripped, but the real process of cutting out the defects takes place after it has gone through all these processes, and upon the basis of 25 per cent waste, only on an assumed basis, the box manufacturer is obliged to practically manufacture one thousand feet of lumber with a net result of 750 feet. In other words, the expense of manufacturing is practically as great as applied to the waste as it is to the finished product. It may easily be seen that if this rule be carried sufficiently far we might arrive at a grade of lumber which we could not afford to use in our box factories if it were given to us for nothing.

There seem to have been efforts made to standardize the grades of all kinds of hardwood lumber with the apparent intention of simplifying matters or making the rules less liable to misinterpretations, but it does not seem that these changes in grades have been made with proper consideration for the sizes of good cuttings required by box manufacturers. Indeed, the interests of the box manufacturer have not been considered and, if you will pardon frankness, the entire matter seems to have been prompted by the same desire referred to in the beginning as the power impelling all lumbermen in the matter of grades and prices. The lumber manufacturers must get away from the idea that anything is good enough for boxes, and must work to the end that their grades of lumber for the box manufacturer be based upon his requirements and not entirely upon a principle that will dispose of a lot of stock that is practically worthless.

#### Substitute Packages

It may be seen from what has been said regarding the advance in the price of lumber and decline in value of the grades that the last two or three years have been most favorable for the introduction of substitute packages. Shippers have been greatly favored and assisted in their introduction by the railroad companies, through whose generosity they have been permitted to ship practically all classes of merchandise without consideration for the



additional danger in transportation. In many instances they have been misled and in others disappointed, until they are beginning to realize that something must be done to protect their interests from overwhelming claims for damage in transit.

The National Association of Box Manufacturers has been urging upon the transportation companies the importance of basing all their rates upon goods packed in standard packages and to make wooden boxes standard. It is not my purpose at this time to discuss the merit of wooden boxes. But they have always been standard and I predict they always will be so. They are the product of the forest, made from that which would otherwise be waste.

Railroad companies will do well to look into the future when considering problems of this character and act cautiously and carefully before discriminating against an industry that represents to the lumber carrying railroads of the country their greatest amount of tonnage.

The members of our association and box manufacturers everywhere are not unmindful of the cooperation of lumber manufacturers in this movement. Great and valuable assistance has been given by lumbermen everywhere and it has served to emphasize the bonds of friendship and the feeling of reciprocity between them and to establish a mutuality of interests.

#### Prices and Grades

The box manufacturers are not actuated by selfish motives alone in this matter of price and grades to which I have referred. This was made very plain to the lumber manufacturers through the years past when the prices were constantly advanced. We have no wish to dictate prices and are anxious to see the lumber business of our country maintained on a profitable basis, but it does seem that a revision might be made in prices that would work no hardship upon the lumber manufacturer and at the same time prove an advantage to the box manufacturer by enabling him better to compete with substitutes.

Personally, I am not convinced that the prices of the different grades of lumber are based entirely upon the law of supply and demand. It is conceded that certain low grades of stock are sold below cost. If so, the better grades must carry sufficient profit to cover the loss on the lower grades. Prevailing market prices for low grades of lumber of all kinds are to some extent a matter of custom and precedent and I believe that lumbermen would be wise if they reduced the prices of their low grade stock for box purposes and increased the prices of higher grades for which there is a better demand and the use of which can not be replaced by substitutes. Generally speaking, where the better grades are used in manufacture the cost of the material alone is not so great a proportion of the entire cost of the output as it is in the box business, where low grades are used. A matter of a few dollars a thousand feet for low grade stock might be of the greatest importance to the perpetuation of the box industry, whereas an equal amount added to the price of higher grades would not represent more than the ordinary fluctuations of the market. I understand that a variation of \$5 or even \$10 does not represent more than the market changes in higher grades of the better class of hardwood lumber, which demonstrates the possibility of maintaining the higher standard of prices. If the prices on box grades were reduced this amount it would not only be a great relief to box manufacturers but it would be very helpful in perpetuating a business that always has provided the greatest market for low grade lumber in the country. Your association can not do this alone, because the product of your mills is sold in competition with low grade stock from other sections, but with the cooperation of all other lumber associations, representing all classes of lumber that are used in the manufacture of boxes, I am persuaded that this plan could be worked out to a successful conclusion. It would not only be helpful to the box manufacturing industry of our country and to the lumber industry, but would also be in direct accord with the most advanced ideas for the conservation of forest products. With our combined efforts and cooperation we can meet competition for substitutes in boxes, you can retain your market for low grade stock and give a greater freedom to the work of selling your higher grades of stock upon a profitable basis.

What I have said about grade and quality has reference more especially to the classes of hardwood lumber manufactured by the members of this association. I do not claim that you should be held accountable for the sins of the entire lumber world. The basis of supply is so diversified that each section depends upon the source that can supply its demands most economically and most advantageously. Therefore the matters of location and of transportation facilities usually determine the source and basis of our supplies. New England depends mostly upon its native second growth pine. As we come west to New York our horizon broadens, we get not only New England pine but the product of our pine forests of Michigan, Wisconsin and Minnesota, together with the importations from Canadian forests. Besides this they begin to draw from the products of the South and Southeast, particularly

from points accessible for water shipments. Moving farther along west we come to what is termed the middle West, where our supply comes mostly from either the North or South, depending upon our latitude and location. The Northwest depends entirely upon its own output, drawing little or none of its supply from other sections. This is also true of the South, whose interests are much more diversified on account of her greater area, and here our supply is determined by our proximity to waterways or other transportation facilities. That great area of our country referred to by us as the West has within its confines the greatest amount of timber to be found in our country, perhaps has local supply for practically all its industries and gives less thought to the basis of supply than we do where we are more restricted.

Perhaps the greatest freedom in choosing our supplies is enjoyed by those of us who are located in the great centers of the Middle West. Speaking for our city, Chicago, we draw from all districts and with our facilities for transportation, both lake and rail, are not dependent upon any particular section. We can handle the pine, hemlock and spruce of the North as well as of Canada—or the birch, beech, maple and other hardwoods of the same section. We can draw from the western pine and spruce of Oregon and the far West. And are available to the product of the entire southland from Texas to the Atlantic. This gives us gum, cottonwood, yellow pine, cypress and all other kinds indigenous to these sections. Failing in all these, we can go to the forests of Wisconsin and Minnesota and find that there is still "balm of Gilead" which some of us substitute for cottonwood.

It may readily be seen that with these conditions existing and with the diverse interests which are found in various sections, with the possibilities of drawing from varied sources of supply, it becomes not a matter for any organization to dispose of alone, but a question of national importance.

It is a fact which, though deplored, must be admitted, that the business of the box manufacturer suffers today from overproduction or, rather, overcapacity. Notwithstanding this fact some lumber manufacturers seek to relieve the situation by creating a still greater capacity and placing in their mills machinery for the manufacture of boxes and shooks. This only aggravates a situation already acute and disturbed. No action can be taken by either your industry or ours to stimulate the use of boxes. They are bought only when their use is required—not before—and the biggest business you and I can engage in today is to see that when they are demanded they are made out of that product which nature intended and which under all laws of economics must otherwise be wasted.

With all these things to be considered, what course should we pursue? We can accomplish nothing except through cooperation and the cultivation and development of mutual interests—at best we will have enough opposition from extraneous sources—and my closing admonition is to recommend a thorough consideration of the subject from every point of view that we may work in unison and harmony in perpetuating these industries in the interests of all concerned.

Frank F. Fee, of the Fee-Crayton Hardwood Lumber Company, of Little Rock, Ark., was then introduced and delivered the following exhaustive analysis on the "Cost of Manufacture":

#### MANUFACTURING COST OF LUMBER

While the assertion may seem, on first thought, to be too severe self-condemnation, nevertheless I believe it to be a positive fact that the manufacture of lumber has been, and is to-day, conducted with less actual knowledge of costs than any other business. The maker of lumber as a rule is a life member of that large association—"Guessers." We guess what we pay per thousand feet; guess how many feet we get out of a given amount of logs; guess what per cent. of Fas and common we produce; guess what it is worth; guess what is should sell for; guess how much we make or lose per thousand feet; and guess whether we will fail or succeed. Possibly there has been a reason for all this in days gone by.

No two trees are alike in quality. You may buy clear logs gotten together from a great quantity, say half a dozen logs of the same size, and clear exterior, each has a heart that runs the entire length; there the similarity ends. Who knows how far shakes or knots radiate from the heart of any log? The gentleman of sporting proclivities should get into the sawmill game, not even Monte Carlo affords such an opportunity for a game of chance. Occasionally there is a winner in our game. His name and fame reaches across the continent, but the many erroneous guessers are not heard of.

The flour mills, the steel maker, and the cloth maker buy on certain measures of value. Cost of your life insurance is based on lengthy mortality tables. Fire risks, on elaborate compilations of statistics, but tables of percentages and amounts sawn from logs are woefully lacking. As timber begins to vanish the commercial cemeteries of sawmillers expand.

We have awakened to the necessity of looking into costs. Values have increased so greatly that knowledge must take place of guessing. Years back if one guessed wrong but little capital was

necessary to start again, opportunity knocked frequently, but now, like Diogenes with his lantern hunting for an honest man, we hunt opportunities in timber investments with little success.

We are compelled to watch this constantly growing goblin—"Costs." In no other way can we meet competition. In a line of a recent play, a character said, "Mr. Colt with his gun makes all men equal;" in commercial life, "Costs" is the gun that creates equality; the little with the big.

Unfortunately no great mathematician has arisen among us to compile thousands of cases, codify and tabulate in condensed form, a tremendous data. Not only garlands of laurel leaves will decorate his brow that can do this, but oak leaves, pine leaves, cypress leaves, and leaves of every wood cut by the sawmill.

Much interest has been aroused on this subject of late by members of our association. Many of us have delved into the facts that have been so constantly before us but unfortunately few have been able to arrive at satisfactory conclusions. Conditions of specified localities vary as greatly as do results from various logs. Even in an area of a few miles, quality of timber may run from very good, to the reverse; nay more, the banks of a small creek may show opposite quality, hence to get down to concrete facts, I can only recite data of logs sawn on my mill and you on yours, relative to per cents. of quality.

I believe the subject of costs could be well divided into several heads:

- First—Stumpage.
- Second—Logging.
- Third—Sawing.
- Fourth—Yard cost.
- Fifth—Selling.
- Sixth—Office.
- Seventh—Overhead charges.

These represent the financial side of the lumber business, and I believe that were our worthy president to appoint a committee of seven members of this association, each one to introduce a paper under one of these specific heads, and the matter presented at the annual meeting, where it could be thrashed out in a committee room, and then the compilation introduced at our next annual gathering, it would be time well spent.

I will not attempt to take up the financial side of "Costs," as there is another phase of this great subject that has an all-important bearing—namely, the physical side of costs. This does not relate to theories, and it is not a question of guessing, but is the boiled-down result of good, bad and indifferent logs as they appear to the man with the lumber rule. He is a recorder that has watched each board as it came from the log. He has no sentiment in his heart; his eye is cold. He is there to see things as they are, and the report from this man, be it either cheerful or sad for you, is simply the result of facts as he finds them, but how varying must be his reports from time to time and from place to place!

We have said that no two logs have like defects. We might add that no hour's run is like any other hour; no week nor month agrees with the preceding or following, hence the statistics of value are only those covering a long period of time. Again, these will vary tremendously in different mills. We will say that A's mill is sawing their own timber brought in on their own railroad. The cost of logging to mill is slight, hence the low cost of logs permit much lower value in quality to be sawn. Six months later that tract may have been cut off, and they are paying freight to a standard railroad, which materially increases the cost of logs, in which case they can ill afford to introduce the low quality of timber brought in from their own woods.

Thus you see the difficulty of arriving at any definite basis by which you may calculate per cents. of grades that can be found in logs.

Again, you may pick out, if you choose, certain logs and saw them up immediately fresh from the woods, carefully tabulate percentage of lumber made therefrom, but this showing would be entirely unavailable were these logs to lay even sixty days in certain portions of a year in Southern country. Sap-stain would so deteriorate that losses would result in your upper grades. Hearts would crack open, and even worms start within sixty days' time. Therefore, in whatever direction we turn for statistics, we find some difficulty that prevents a standard condition of grades being tabulated. However, taking logs as we found them during the month of December, we have prepared the following statement:

Segregating Quartered White Oak Logs They Ran—	
Fas .....	45%
No. 1 common .....	37%
No. 2 common .....	9%
No. 3 common .....	2%
Dimensions .....	7%

Segregating Quartered Red Oak Logs They Ran—	
Fas .....	39%
No. 1 common .....	42%
No. 2 common .....	11%
No. 3 common .....	5%
Dimensions .....	3%

#### Segregating Plain Red Oak Logs They Ran—

Fas .....	29%
No. 1 common .....	21%
No. 2 common .....	7%
No. 3 common .....	2%
Ties .....	29%
Dimensions .....	12%

#### Sggregating Plain Red Oak Logs They Ran—

Fas .....	31%
No. 1 common .....	30%
No. 2 common .....	10%
No. 3 common .....	2%
Ties .....	11%
Dimensions .....	16%

#### General Run of Averages—

Quartered Oak.	
Fas .....	14%
No. 1 common .....	15%
No. 2 common .....	3%
No. 3 common .....	1%

Plain Oak.	
Fas .....	19%
No. 1 common .....	17%
No. 2 common .....	4%
No. 3 common .....	1%
Ties and Scantling .....	22%
Dimensions .....	4%

The foregoing statement tabulates quartered oak strips in Fas grade. Also  $\frac{3}{8}$ -inch,  $\frac{1}{2}$ -inch,  $\frac{5}{8}$ -inch and  $\frac{3}{4}$ -inch plain oak is counted face in 1-inch stock. Whatever heavier stock than 1-inch was produced is counted under 1-inch, in its respective grades.

W. E. Delaney made a brief address on the subject of costs of manufacture. He said he believed it was an important subject, and wanted the members of the association to go into the matter to the fullest extent. He intimated the most of the intelligent price competition encountered by lumbermen was owing to defective cost systems or no cost systems at all. He made a motion that the chair appoint a committee of three to make a recommendation covering such a system to report at the next meeting.

W. A. Gilchrist supported the motion, and explained somewhat the difficulties encountered in lumber accounting. He stated that railroad accounting was a simple matter, but in his operations had often found himself at fault in accurately ascertaining costs. He recited one case in which cost had been figured at less than \$7 a thousand, and in the wind-up of the operation it showed it to be approximately \$12.50 a thousand.

W. O. Worland, of Evansville, explained the cost accounting system that he employs. The motion of Mr. Delaney was adopted.

C. Fred Yegge, president of the National Box Manufacturers' Association, was then introduced and said that all the officers of his organization had accepted the invitation to be present and that they were enjoying the meeting to the fullest extent. He said that the annual meeting of the National Box Manufacturers' Association would be held at French Lick Springs, Ind., on February 23rd, 24th and 25th, and that he hoped that all the members of the Hardwood Manufacturers' Association that are producers of box materials, would be present. He stated that they could achieve commercial results in the way of sales at that meeting that would be profitable to them.

R. H. Vansant then delivered a beautiful tribute to the memory of the late J. E. Defebaugh, which on motion was made a part of the records of the meeting, and it was referred to the resolution committee.

The committee on reports of officers then made the following report:

#### Report of Committee on Officers' Reports

Mr. President and gentlemen of the convention:

Your Committee to whom the subject of considering officers' reports submitted at this opening session, desires to report as follows:

The association is to be congratulated in having its reports presented to them this morning in the manner in which they have been delivered to us. The splendid results that have been accomplished during the last year in all lines of work connected with this association, and what we believe to be its best interests, has been most carefully looked after by its efficient president, and the untiring energy and zeal of its secretary to such an extent that this committee, in rendering or attempting to render, a report on this work, and being familiar only with the English language, find themselves unable to express in behalf of this association their appreciation of results accomplished.

Also, we would not fail to call your attention to the splendid manner in which the treasurer has apparently taken care of the funds of your association, as also the fact that we have today a very considerable balance in the treasury.

Also, we are pleased to report that the auditor, in going over these various accounts, has been unable to find anything wrong in

anyway, or misplaced even to the extent of a farthing; hence we recommend that this association is not only to be congratulated by reason of the efficiency of its officers in charge, but that this same zeal and energy is likely, and certainly will, perpetuate to this association that success which we all have been striving after for these years of our organization, namely:

That this association must and soon will be the association of lumbermen of the United States of America. This becomes so much apparent to us from the fact that the interest which we are emerging in our association work of developing the further intercourse between the manufacturer, the merchant and the consumer and user of our product. This is one of the strongest features that this association has ever attempted, and although it is only in its beginning, the good redounding from this meeting will be of such character that it can be accomplished in the future, will tend to develop an organization of unbiased strength, that will be impossible to ever overcome by any other influence that is not friendly to this association work.

We congratulate the association on having such remarkable program in its detail, outlining the various business and entertaining features to come before us in this three-days' session; its papers to present the reports of the past year's standing committees, as well as the splendid entertaining features, are of the finest we have ever had the opportunity to enjoy. However, we believe that at the same time, without interfering with any of this program, it must be known that we have a great deal of business to attend to. With this in mind we have, after deliberation, to recommend to this association matters touching on the future of this organization, and from the president's report the treasurer and secretary submit you the following, which should be carried into effect as much as possible—

The appointment of the following committees:

A committee of three on the subject of resolutions.

That the committee on transportation and increase in freight rates be continued as now existing.

A committee on grading and statistics on the following woods.

Gum, to consist of nine; Cottonwood, to consist of seven; Hickory, Pecan and Sycamore, to consist of three; Cherry, to consist of three; Walnut and Butternut, to consist of three; Beech, Birch, Elm and Maple, to consist of seven; Vehicle Dimension Stock, to consist of seven; Chair and Furniture Dimension, to consist of nine; Oak Dimension Timbers, or Car and Construction Oak, to consist of five; Oak Flooring, to consist of three.

Also a committee on Statistics in Poplar, Basswood and Buckeye, to consist of nine.

Also a committee on Oak, Ash and Chestnut statistics, to consist of nine.

A committee on grading for Oak, Ash and Chestnut, to consist of nine.

A committee on Grading and Statistics for Mahogany, to consist of three.

A committee on the Corporation Tax, to consist of three.

A committee on the subject of a Selling Code, to consist of three.

We take pleasure also to recommend the appointment of all of these committees today to meet this afternoon, or tonight, immediately after all other program events have been carried out. These committees to submit their report to the association before adjournment.

The work of all these committees is of much importance to the association, and the chairman of each committee is requested to designate to his committee the time and place of such meeting, so that all work that is to come before them can be taken promptly in hand, and with due notice of where such meeting rooms will be held, the various other visitors can have the opportunity to present themselves before such committee for consultation for having the opportunity to represent the interest as shown from their section.

There are matters of importance referred to in the reports submitted that can not, owing to the short space of time, be acted upon intelligently by this committee; nor it may not be allotted to the time allowed in holding this organization meeting. All such matters and conditions are recommended to be referred to the incoming executive board, who meet during the intervals of the fiscal year, so that they can take action as to their judgment to the best interest of the association.

W. B. TOWNSEND, Chairman.

A. G. FRITCHE,

A. B. RANSOM.

## AFTERNOON SESSION, FEBRUARY 2

The session was opened at 3:30 p. m. and W. L. Hall of the Forest Service was introduced.

Mr. Hall: You know how startling it is sometimes to suddenly meet a friend in a strange place; I assure you it is even more startling to meet yourself in a strange place. That was my situation this morning on seeing on the wall a card announcing that I was to address the meeting.

The past ten years forms an interesting period of hardwood

history. Before 1900 the hardwood industry centered in the states of Ohio and Indiana, and up to that year those states produced probably their just output. Since then they have gradually declined while other states have come into prominence in hardwood production. At the present time practically every state east of the Mississippi and several west of it are producing heavily.

As of locality, so of kinds of wood; in 1900 oak and poplar furnished a large percentage of the output. They still continue to do so though their production has been greatly reduced. Other woods to a considerable extent are filling their places. The cut of such woods as birch, chestnut and red gum has greatly increased. Woods which we did not cut until ten years ago have become prominent, as for instance, beech, tupelo and black gum. The present condition is one where every wood locality and every kind of wood is yielding its greatest output, while the production is less than it was ten years ago.

If we turn from production to use, we note corresponding changes since the wood output has diminished and business generally has grown. Other materials have necessarily taken the place of wood in a number of uses. We have seen metal go far towards replacing hardwood in car building; we have seen metal, brick, tile and cement take the place of wood in house building. Metal is also replacing hardwood in furniture manufacture, and other materials are replacing hardwood in box making.

We are making our good hardwoods go much farther than they used to, through the great development of veneer manufacture, and we are doing much in many ways to reduce the waste in the manufacture and use of lumber. Such in part have been the changes of the past ten years. We now face the future. What must be our aim and how must we work to make the hardwood industry a permanent one? The problem divides itself into two aspects; First, we must do everything we can to make the timber we have go as far as it will.

Second, we must by some means or other provide for the renewal of the present timber supply.

The problems of economy in use are problems which primarily concern the lumber manufacturer and to a large extent the manufacturer must solve it, but the Forest Service is, I believe, in a position to aid the manufacturer greatly in this respect. The Forest Service has established in co-operation with the University of Wisconsin at Madison, a Forest Products Laboratory, the purpose of which is to solve problems involved in the economic use of lumber. We expect to work on many problems that will be of vital interest to this and other lumber associations; for example, we mean to take up the question of kiln drying, and in my opinion it will be possible to find methods of kiln drying hardwood lumber with but little loss from warping and checking, and in a few days where it now takes months.

Even when we effect all possible economies in utilization, the great problem of the hardwood industry will remain unsolved. Unless means are put into effect to renew the forest as it is cut away, the hardwood industry is founded upon sand.

I do not refer especially to the planting of trees; you might plant trees with your entire force of men during the whole planting season, but that would not solve the problem. Nature is the great tree planter. She plants millions to our one. What we need to do is to remove the obstacles to the natural reproduction of the hardwood forests—one of the greatest of these is fire. We must abate the fires by state laws where necessary and by combined action among ourselves. Another important obstacle to be removed is high taxes, which make it impossible for lumbermen to hold their lands for a second crop. The great problem must be solved by the federal government, by the states and by individuals, and much of the preliminary work must be done by the states; therefore the first work of the lumberman should be to see that the states make conditions possible for the furtherance of forest conservation.

The problem of trade conditions is a most important one; it is important that prices be high enough so that lumbermen can bring out of the woods all his sound timber, but the great difficulty is that of supply, and the old adage is true of the hardwood industry that, "None is so far from market as he who has nothing to sell."

The president then introduced Victor H. Beckman, secretary of the Pacific Coast Manufacturers' Association. Mr. Beckman discussed the question of odd lengths.

The president then said:

"We have with us this afternoon the manager of the National Lumber Manufacturers' Association, Mr. Leonard Bronson. This association is composed of different manufacturing organizations of the United States, from coast to coast. Its work is national in character, and we would like Mr. Bronson to explain to us the work that is to be carried on by that organization."

MR. BRONSON:—Mr. Chairman and Gentlemen of the Convention: I do not think it necessary to go over very extensively the work and purposes of the National Lumber Manufacturers' Association, because they are your own purposes—its work is yours.

What it seeks to do is to uniformly bring together the work of the lumber manufacturing industry of the United States. The organization is, say, six or seven years old. It was effected soon after the reciprocity negotiations with Canada, when the lumbermen of the United States were called upon, without exception, to give Canada out of their own pockets all she wanted in return for whatever Canada might be willing, under the circumstances, to give to us.

The National meeting this year will be held April 19th or 20th in New Orleans, and we hope that your delegation will not only be posted, but that they will be there. What have we done? Not a great deal, perhaps very little, in fact, in proportion to the work to be done. We adopted the short lengths matter; we adopted the resolution to support the wooden package as against the fibre or paper package. We have taken up the subject of car stakes, because the car is one of the means or instrumentalities of transportation, and we did do something on the tariff matter. We sent a delegation to Washington a year ago. We lost in part, but we saved something. Right there arises the question which is of vital interest to all of you. I presume that a great many of you would say that you were not interested in the matter of trust discussion; you know you are not a trust, individually or collectively; you know there is not a lumber trust which governs the lumber industry in the United States, and you say you are not interested in it—it does not concern you. The people of the United States believe that there is a trust; you stand not only charged with a crime, but you are convicted of a crime.

Mr. Bronson then discussed solution of the trust question and the adoption of uniform prices.

Dr. Von Schrenk then spoke as follows:

#### Some Problems in the Manufacture of Hardwood Lumber

The subject, which I have chosen to speak about to-day, I have entitled "Some Problems in the Manufacture of Hardwood Lumber." I believe this to be a particularly opportune time for the hardwood lumber manufacturers to investigate in a more thorough way than has ever been done before what they can do towards improving the quality of the product being turned out by the mills. These are days in which all are very much interested in the conservation of the timber supply. The phase of conservation, which is of most immediate importance to the hardwood lumber manufacturer, deals with the question as to how he, individually, can conserve his supply and at the same time keep his plant running and manufacture lumber sufficient in quality and quantity to produce a fair return on his investment at the end of the year. As I have stated to this organization before, I am of the opinion that, with the quality of the logs becoming poorer in many parts, and with the quantity available decreasing materially, the only way to increase the returns from any particular operation will depend upon increasing the quality of the lumber turned out.

The points to which I wish to call your attention to-day deal with some of the smaller economies in the manufacture of lumber. I regret to state that for many of the problems to which I shall refer I can give no definite solution at the present time. My main object in presenting them to you is to point out some possible lines of investigation. All of them, I am sure, will be recognized by you as of immediate importance. Such suggestions as may be made should be considered tentative, and their application subject to local conditions, that is—none of them should be taken as universally applicable. The term "hardwood lumber" includes a great many different kinds of wood, and what is true of one will not necessarily apply to another.

The first point which should be considered is that we are now manufacturing a class of timber into lumber, whose physical and chemical qualities are too little appreciated by most of us, because, in the first place, the timbers are new, and in the second place, the relation of the physical and chemical qualities of the wood when in the tree to the manufacturing processes to which the wood is subjected, is but very little understood as yet. The manufacture of boards involves the getting of as perfect a log as possible to the sawmill and careful and proper preparation of the lumber from the time it leaves the saw until it is ready to market. I dare say that few appreciate even the amount of lumber that is lost or degraded because of defects which get into the boards after the tree is cut. Such losses may have been negligible heretofore. It has been my contention all along of late years that these losses were appreciable enough to warrant considerable attention being given to the causes, and that the money expended in preventing such losses would be many times repaid by the superior quality of the material turned out.

Let me now refer to several specific questions:

1. **SAP-ROT OF LOGS:** One of the difficulties with timbers like red gum and cottonwood is the sap-rot which occurs after the trees are cut and before they can be gotten into the mill. Every year I see thousands and thousands of logs in the woods more or less affected with this peculiar defect. Sap-rot, briefly stated, is caused by a low form of plant life which we call a fungus, the seeds or spores of which spread over the ends of the freshly cut

logs or in the cracks or breaks which form as the logs start to dry. The freshly cut log is full of starch and sugar and the fungus finds abundant material for rapid development. The effects manifest themselves in discoloration or black lines, which appear in the sap-wood to a greater or less degree. This discoloration is followed by a change in the wood fibre which ultimately becomes more or less punky or decayed. Enough is known of the life history of the fungi which causes sap-rot to enable me to state that their process and growth in the log can usually be prevented to a very large extent. One must be fully conscious of the fact that these spores are in the woods, where the logs are cut, in countless millions, and they are certain to attack every log of the particular kind of wood upon which they are fitted to grow, with perfectly certain results. Affected logs, when they reach the mill, will make a poorer grade of lumber than freshly cut logs. During a recent visit to several southern hardwood mills I was appalled at the quantity of lumber which was cut off at the trimming table entirely because of the sap-rot defect. The main point of interest is—What can be done about it? Some years ago I recommended painting with creosote the ends of freshly cut logs which might be liable to sap-rot. Another possible method for preventing sap-rot (which at the same time is very effective against the attacks of timber-boring insects) is to bark the logs immediately or shortly after they are cut. Another effective method consists in arranging the logs, where they are to be floated, in some way so that the air will have plenty of opportunity to circulate around them. The close piling of logs will be the surest way to keep the water in them and bring about an ideal condition for the development of the sap-rot fungus. Not only is care necessary in the handling of logs in the woods, but the same is true at the sawmill. I know of numerous instances where the manufacturer brings gum logs, or timber of a similar character, to the mill and dumps them in promiscuous piles. One of the finest exhibitions of sap-rot I ever saw was in one of these piles. While the logs are being conveyed to the mill just as much care should be given them as after they are sawed.

In this connection, I was particularly interested in a scheme for handling logs, a brief account of which was recently published in *HARDWOOD RECORD*. At one of the Michigan mills, the manufacturer has set aside a part of his yard for piling logs with skids between each layer, decking these logs in such a way that an adequate air passage is obtained between each and every log. A cableway suspended between two tall towers, is constructed in such a way that it lies parallel to the railroad track over which the logs are delivered to the mill. The logs are piled on the ground and are left in this manner until ready for sawing. I am indebted to Mr. Wells, manager of the mill, for information showing the cost of handling such logs, which he advises is about 35 cents per thousand. The main erection cost them about \$4,000. He says that it has been very satisfactory, very easy to keep in repair and very easy to operate. I am indebted to *HARDWOOD RECORD* for the pictures of this hardwood operation, which are shown you herewith. The piling of logs has the additional effect of drying them to a very considerable extent which means much less difficulty in the subsequent manufacturing operations.

II. The next point, which I believe to be of considerable importance, is the question of sap-stain. During the last year or so, we have heard a great deal about this subject. A good many manufacturers have put up an apparatus for the chemical treatment of their sap grades to prevent stain. Some have succeeded fairly well, while others have failed. The results are not surprising, because most of the operators followed some general recommendation without any very definite knowledge as to what they were trying to do. I want to point out that the process for preventing sap-stain is strictly a timber preserving process, and requires definite technical knowledge of every step in the proceedings. When we actually come down to it, we know very little as yet about what it is that causes the prevention of sap-stain. It will require much additional painstaking, technical investigation before the best method for sap-stain prevention can be recommended.

In view of the general importance of this subject, I may be pardoned for briefly describing this stain, and presenting some of the questions which require further investigation. Sap-stain is caused by one of the lower fungi, which differs from one of the sap-rot producing fungi in that it does not affect the wood structure. In other words, sap-stained lumber is as strong and as good for all practical purposes as unstained lumber. All that the sap-stain fungus does is to get into the cells of the wood, particularly the pith rays where it lives on the starches and sugars contained in the pith rays. We all know that the fungus starts with lightning rapidity in freshly sawed lumber and that the damage is done in a very short time. Please to note my emphasis on "freshly" sawed lumber. I, together with many others, have believed for many years that the first condition necessary for the development of the blue stain fungus was a very large quantity of water on the surface of the board. We also believed that a certain percentage of acid on the surface of the board was necessary. Our investigations during the last year have shown some curious relations between the stain fungus and the water and air content of the board. As



the result of still more exhaustive investigations by a German mycologist in Munich, it has been found that the appearance and development of a blue stain fungus on a board is determined wholly by the relative amount of air (and consequently of water) contained in a given volume of freshly cut wood. Stated in exact terms, it has been found that if the air space occupies only 15 per cent. of the volume of freshly sawed wood, the blue stain fungus cannot possibly grow on it. If a freshly cut board dries out so that it loses 10 to 15 per cent. of its weight, the conditions are then of such character that the blue stain fungus grows with great rapidity. On the slide before you, you will see some photographs of blocks of wood inoculated with the blue stain fungus. The table below shows the percentage of air and water in each particular stick. You will note that stick No. 1, having only 15 per cent. of air in it, has no stain on it at all, and that as the percentage of air increases in the stick, the amount of stain increases. This with the exception of the last piece in which the percentage of water becomes so small that the growth of the fungus was considerably retarded. The most favorable condition for its development is when the wood contains about 40 to 42 per cent. air. In freshly sawed lumber the percentage of air in the outer layer undoubtedly rises above 15 per cent. very soon after the boards are cut. I regard this recent discovery of the relation of the air content to the blue fungus as extremely important and a decided step in advance. It now remains to go still farther and determine the relation between this fungus and the acid production on the outer surface of the board, and what relation these two factors bear to the compounds which we are trying to use to prevent the stain. I do know that, without appreciating the causes, we can stop the stain with certain chemical salts, but I would advise caution in applying these salts except under the most rigid conditions.

We are preparing at the present time to inaugurate a series of accurate observations at the sawmills with whom we are working, not only to reduce the cost of operations but also to increase their efficiency.

III. This brings me to another item of saving, namely, the question of handling crossing strips. Hundreds of thousands of feet of lumber are manufactured into crossing strips at the mills every year, and in the majority of cases these crossing strips rot, break and are thrown away. This represents the loss not only of the lumber manufactured into the crossing strips, but also a very considerable loss due to the contaminating influence of the crossing strips to the boards on both sides of them.

During last year we built a small plant for the treatment of crossing strips at one of the southern mills, and it is the plan to hereafter treat all crossing strips so as to make them last a sufficiently long time to pay for the strips themselves, and at the same time to save lumber.

I want to make it very clear that the treatment of crossing strips is a very different proposition from the treatment of lumber to prevent sap-stain. Not only must different chemicals be used, but the process must be conducted in an entirely different manner so as to avoid not only loss of treatment, but also probable loss of the lumber from piles in which improperly treated sticks are used.

I want to caution all manufacturers against the use of salts or compounds which might in any way influence the grade. I, personally, for instance, would discourage the use of mercury chloride in any way in the treatment of boards to prevent stain. The use of small quantities may be justified, but I would by no means make it a matter of general application.

IV. A problem, which is giving a good deal of trouble to cottonwood manufacturers, is the so-called "brittleness" of a considerable quantity of this timber after it has been sawed into boards. Complaints of this kind are coming from all parts of the cottonwood manufacturing district, and have also been received from one of the large mahogany dealers.

Examination shows that this cottonwood is perfectly sound, that is, there is no decay in the fibre and to all intents and purposes it should not break. We had an idea that it might be due to long exposure of the wood in water. Some tests were made during the last two years by immersing certain pieces in water, and keeping other pieces from the same log in a dry room. The pieces were soaked about two years. They were recently tested under a testing machine, and to our surprise it was found that the difference between the soaked and unsoaked pieces was only such as might occur in two different sticks of wood. In other words, soaking the wood had apparently not harmed it. It will therefore be necessary to make further investigations to determine what causes this brittleness. It is certainly becoming an important problem to the cottonwood manufacturer.

V. One of the chief difficulties in the manufacture of many hardwoods to-day is connected with the drying operation. As a rule carefully air-dried lumber is far to be preferred to lumber dried in any other way. It is, however, not practicable in many cases to air-dry the lumber—in the first place, because the time necessary for holding lumber in order to air-dry it means a considerable investment tied up, and in the second place, it may oftentimes be

more profitable to kiln-dry lumber in order to prevent sap-stain. Kiln-drying is something that will be resorted to and which will probably be used on an increased scale in the future. A whole evening, or for that matter, several evenings might be devoted to the discussion of this subject. All I can do now is to call attention to the necessity for careful study of the kiln-drying operations.

There are a large number of kilns on the market, whose claims go all the way from rapidity to efficiency. I have recently tested some lumber for the Cypress Association dried in different kinds of kilns, which may serve as a striking example of what a kiln can do and cannot do. Without mentioning any names, you will be interested in seeing the results of exceedingly rapid kiln-drying when compared with slower kiln-drying under entirely different conditions. I hold that perfectly dried lumber is the best product which any mill can possibly turn out, and in order to do this, more attention must be given to the subject of the dry kiln.

Practically everything we know about kiln-drying lumber has been learned by very great effort, and what we now need is careful comparative examination of the various kinds of kilns and the results which can be obtained with the different kilns with different species of hardwood lumber, for what may be true of cottonwood drying will not hold for gum. I believe that you will readily appreciate this when you think of the very complex structure of the different woods. Note, for instance, the different arrangement of the wood cells in pine and oak.

Drying means the slow disappearance of water, carried from cell to cell to the outside. Any drying process which dries the wood in such manner that it does not split, check, warp or twist, must dry it at the rate of speed with which the water travels from the interior of the stick to the outside. This cannot be determined theoretically, nor can it be determined by argument, nor can it be determined by the test of one or two small pieces, but it must be determined on a large scale and under every possibly varying condition as to locality and kind of lumber. If there is any one thing which will do more than any other to increase the quality of the lumber turned out, it is successful kiln-drying. I get more inquiries from manufacturers asking how they can successfully dry gum, cottonwood, etc., etc., and I am sorry to say that I am unable to answer these questions as I would like to, because the information is not as yet at hand.

VI. Intimately connected with the manufacture of lumber, as an item of possible future economy, is the question of possible chemical treatment of all the lumber and timbers used by the manufacturer himself. All of the larger railway companies, telegraph and telephone companies, etc., are now using chemically preserved ties, poles, posts, bridge material, etc. The rapidly decreasing supply of such timbers and the consequent increase in prices have brought most of us to the realization of the necessity for such action. The lumber manufacturer, who uses timber from his own lands for making ties for his logging road, particularly if these timbers are capable of being manufactured into lumber, is depleting his own stock to that extent.

One of them recently said to me: "My supply of tie timber is getting low, and I am getting about two to three years' life out of the ties in my logging road. Is there not something that I can do to increase the length of life of these ties, not only for the purpose of saving the cost of the new ties, but also the very expensive cost of renewal charges?" He is now building a small treating plant where all of his logging track ties will be treated from now on.

What is true of logging roads will apply also with equal force to telephone and telegraph lines, building foundation timbers, sills for trucking platforms, etc. A little expense at the right time means a big economy in the long run. My particular treating plant at the Missouri Botanical Garden, where I can treat pieces of logs, shingles, etc., has cost to date the magnificent sum of \$1.75.

If the time permitted, I would like to dwell on other phases of the manufacture of lumber, for instance, the possibility of engaging, either directly or indirectly, in the production of stained wood or the so-called artificial wood. Numerous concerns are now advocating processes of various kinds to unsuspecting manufacturers. I was particularly impressed recently by one man, who sent out circulars on a process for staining wood upon which he claimed to have a patent. The manufacturer, fortunately for him, brought the scheme to us, and was very much surprised when I showed him a list containing some one hundred or more patents on the same subject, many of which were issued sixty or seventy years ago.

VII. Before closing I must refer briefly to the question of bi-product plants.

Under the present market conditions, with prices down on wood alcohol and charcoal, etc., even when successfully operated, the bi-product plant in the Mississippi Valley is not a very satisfactory proposition. One of the chief reasons why none of the bi-product plants have succeeded is undoubtedly due to the fact that they have been operated by men entirely unfamiliar with the industry. What the average manufacturer does not know about retorts, distills, etc., would fill a book. Many of the bi-product plants which I have examined in recent years ought to have failed. While condemning



them, I want to point out as strongly as I can that the bi-product plant of the future will be almost a necessity. All realize that the quantity of tops and other material put into the burner at the mills, or left in the woods every year is tremendous, and that something can be done to utilize this material no one doubts.

These, briefly stated, are some of the important problems which I see concerning the hardwood manufacturer; all of them are immediately practicable, and all of them promise immediate returns. All that is lacking is certain additional information which can be easily obtained by some further investigation. The conservation of his own material need not be urged upon the hardwood manufacturer as I know him.

#### Trading on the Floor

The president then announced that the next part of the program would be trading on the floor. This new feature was brisk and interesting. It is said that over four hundred ears of lumber changed hands during the proceeding. It was certainly a lively meet-up of lumbermen, and was not only highly enjoyed by all participating, but the success was so great that it was resolved that it should form a part of all future annual meetings.

### ENTERTAINMENT, FEB. 2

The local entertainment committee, headed by the Lumbermen's Club of Cincinnati, gave an elaborate banquet and vaudeville for the visitors in the big banquet hall of the Hotel Sinton on this evening. Previous to the banquet, a buffet luncheon and refreshment parlor were opened in the assembly hall, after which the guests marched to the big dining-room at the opposite end of the hall. This hall was artistically decorated for the occasion and between the courses appropriate music was provided.

The banquet, which was excellent in every respect, was prepared by the Hotel Sinton. The menu follows:

#### MENU

Martini Cocktail	D'Artois of Anchovies
Chablis	Bouchees Mignonne of Caviar
	Blue Points
	In naked beauty more adorned
	more lovely than Pandora.—Milton.
	Cream of Chicken, Doria
	A delicate odor as
Amontillado	ever hit my nostril.—Pericles.
	Salted Almonds Olives Celery
Chablis	Bass, a la Havraise
	This dish of meat is too good for
	any but anglers or very honest men.—Walton.
Moet & Chandon White Seal,	
Very Dry	Filet of Beef, Printaniere
	When I have tasted of this sacred dish,
	Then shall my bones rest in my father's tomb in peace.
	—Beaumont and Fletcher.
	Sherbet Creme de Menthe
	Not to know me argues your self unknown.—Milton.
	Royal Squab, a la Clermont
	Hominy Fritters
	Here's a pigeon so finely roasted, it cries.
	Come, eat me.—Swift.
	Head Lettuce, Hongroise
	The tender lettuce brings on softer sleep.—W. King.
	Nesselrode Frozen Pudding
	Mignardises
	Then farewell heat and welcome frost.—Merchant of Venice.
	Camembert
Cognac	Bachelor's fare;
Apollinaris	bread and cheese and kisses.—Swift.
Cigars	Coffee
Cigarettes	One sip of this will bathe the drooping spirits
	in delight beyond the bliss of dreams.—Milton.

Following the banquet an elaborate vaudeville performance of high-class talent was presented.

The only speech at the banquet was by Cliff S. Walker, president of the Lumbermen's Club of Cincinnati, in which he announced that there would be no speech-making.

### THE SESSION OF FEBRUARY 3

This day's session did not commence until 12:15 owing to the immense amount of committee work that had to be accomplished. It resolved itself into a single and concluding session.

President Carrier introduced W. F. Biederman of the National Lumber Manufacturers' Credit Corporation of St. Louis, who made a brief talk setting forth the details of this company's credit rating

book, collection department, reports, etc., and inviting everyone present to become a subscriber to his Blue Book.

W. A. Gilchrist, chairman of the Sales Code and Inspection Rules Committee, explained what this proposed Sales Code consists of, and after some discussion the following Sales Code and Inspection Rules were adopted:

#### SALES CODE AND INSPECTION RULES

These Terms, Rules and Regulations were adopted by the Hardwood Manufacturers' Association of the United States, February 3, 1910, at its eighth annual meeting, held at Cincinnati, Ohio, and are known as the Sales Code and Inspection Rules of the Hardwood Manufacturers' Association of the United States.

When quotations, orders and contracts covering the sale of forest products in which the members of this association deal, contain the clause "subject to the Sales Code and Inspection Rules of the Hardwood Manufacturers' Association of the United States, adopted February 3, 1910," they shall be governed and controlled (with such exceptions as are specifically made in writing) by the following:

#### Sales Code

1. Quotations are based upon and orders and contracts accepted under a general contingency clause, which recognizes that the seller shall not be held liable for delays or non-deliveries of material, when occasioned by strikes, floods, fires, epidemics, war supplies, delays of carriers or any other causes, whatsoever, beyond the control of the seller. In any of these events, the seller may suspend further performance under the same until such causes and their effects shall have been removed.

2. All quotations are made subject to prior sale, change without notice, and purchaser's credit rating proving satisfactory.

3. All orders and contracts shall be in writing.

4. All orders and contracts are subject to approval and acceptance at the main or home office of seller, and are not binding unless confirmed in writing. Such acknowledgment shall contain all data appertaining to order, and shipment to be made in accordance therewith. Omissions and errors to be corrected by the purchaser by return mail. All forms used shall show the address of main or home office of seller.

5. The delivered price (f. o. b. destination) includes only the usual freight charges to point of delivery mentioned, and is based upon the freight rates in effect at time of quotation, with no allowance for switching or other terminal charges at destination. The seller does not guarantee the continuance of those rates. In the event that freight rates change after acceptance of order and before date of shipment, either party may cancel the contract, if the other party refuses to make the price accord with the changed rate. The seller does not guarantee safe delivery, nor insure against breakage, loss or damage to material while in transit.

6. (a) When order, or contract, specifies definite time for shipment, failure to ship within said time, gives the purchaser the privilege of cancelling the order or contract by wire.

(b) When no definite time for shipment is specified, the purchaser shall not be entitled to cancel such order inside of thirty days from the date of order, without the consent of the seller.

(c) Whenever shipments are not made within thirty days the seller shall forthwith notify the buyer, giving reasons for failure to ship. Purchaser shall then have the privilege of forthwith cancelling by wire. Should he fail to so cancel, the seller shall have an additional thirty days in which to ship; provided, however, that in case of special or worked material being on hand at the time of cancellation, all material so worked must be accepted by the purchaser.

(d) All material en route, or loaded preparatory to shipping on such orders, at date of receipt of cancellation, at home or main office of seller (with three days' grace if home or main office of seller is not at point of shipment) shall be likewise accepted. Otherwise the order or contract shall remain in effect, uncancelled, by mutual consent.

7. Seller must promptly send to purchaser an invoice for each carload, or other shipment. Each invoice is due and payable as follows: Freight is due upon arrival of shipment, and must be paid by purchaser; original "expense bill" (or certified copy thereof) must be sent to seller; Balance of invoice (remainder after deducting freight) is due sixty days from date of shipment and bears interest after maturity; Provided, however, that purchaser may pay the same ten days after date of invoice with a discount of two per cent; or thirty days after date of invoice, with a discount of one per cent.

All payments must be made in funds at par New York or Chicago. Omissions and errors in invoice are subject to correction.

8. If, during the life of any order, or contract, the financial responsibility of the purchaser becomes impaired, or unsatisfactory to the seller, cash payments, with above discounts, or satisfactory security may be demanded, in default of which the order or contract may be cancelled by the seller.

9. In the event of complaint by purchaser on either the quality or quantity of stock shipped, the purchaser shall pay freight, unload, hold intact and properly protect the entire shipment, and shall file complaint with seller within five days after receipt of the shipment. Payment of freight or invoice shall not be considered as an acceptance of the order, nor shall such payment work a forfeiture of the right to enter complaints and make corrections.

Upon receipt of complaint by seller, shipper shall at once request the secretary of the Hardwood Manufacturers' Association to have the shipment reinspected in accordance with the rules of the Hardwood Manufacturers' Association of the United States in effect at the time of the execution of the contract, and the purchaser shall lend reasonable assistance in the reinspection thereof.

Certificates will be issued by the association showing the original shipper, the purchaser and the result of such reinspection, the original being mailed to the shipper and the duplicate to the purchaser.

10. Both seller and purchaser shall be bound by such reinspection.

The purchaser shall accept all material of the grade purchased, and all of the lower grades not in excess of 5 per cent. of the total quantity invoiced, and shall pay for said grades at current proportionate prices as shown by the latest publication of market conditions issued by the Hardwood Manufacturers' Association. All de-grades in excess of 5 per cent. shall be the property of the seller.

R. H. Vansant, chairman of the Executive Grading Commission, then presented the following report:

#### Report of Executive Grading Commission

Mr. President—I desire to submit the following report of the Executive Grading Commission. Gentlemen, this meeting has been a very important one so far as the manufacturers are concerned on agreeing on the rules with consumers of our product. We have had in consultation with the various committees on these different points a large part of the manufacturing consumers, as well as other people who are interested. Among these I want to especially mention Mr. M. Wulpi, commissioner for the extension table manufacturers and also for the casket manufacturers. Also Mr. O. B. Bannister, representing the vehicle people, and quite a number of others whose names I can't recall just now, but who will receive mention in the record showing who has been here.

We have had also with us the chairman of the Board of General Purchasing Agents of the railroad, and have practically come to a conclusion with them as to the inspection rules in which they are interested.

This has been a very harmonious meeting with all of these consumers, and the rules we have adopted have been practically with their agreement. I will now take up the different woods in their order.

Rough poplar, no change in the rules, except 18-inch and over, sap will be no defect.

Basswood, no change.

Beech, no change, except that there is an error in the printing, which will be corrected.

Birch, no change.

Buckeye, no change.

Butternut, no change.

Cherry, new rules prepared by Mr. Kirby's committee. They are to be the only ones. I move that they be adopted.

Motion seconded and carried.

R. H. Vansant: Chestnut. There has been a large amount of consideration given this wood. There has been no definite change on this. I move that it be referred to the Executive Grading Commission, with power to the Executive Board to act.

Motion seconded and carried.

R. H. Vansant: Cottonwood, no change.

Cypress. I move that we adopt the Southern Cypress Association rules as they are revised; that they may be used as revised by the Southern Cypress Association each time as published by them.

Motion seconded and carried.

R. H. Vansant: Dimension material. We adopted a rule on that as made by the users of dimension material, and they adopted our lumber rules. The rule is to be ours, and the application is ours. I move that that be adopted.

Motion seconded, carried, and so ordered.

R. H. Vansant: Elm, no change.

Gum, no change.

Hickory, pecan, and sycamore, no change.

Maple, no change.

Oak, but one slight change. Some of the manufacturers appeared before us and there was some complaint on the question of quarter-sawed oak, striking out the 10 per cent for scant lumber. The committee agreed to strike out that word "10 per cent" at the request of the manufacturing consumers who were present, and we have done so. I move that that change be adopted and made.

The motion was seconded and carried.

R. H. Vansant: A rule on Cuban mahogany was prepared by Mr. Moffett, as chairman of that committee, and handed in. I move that that rule be adopted as prepared by Mr. Moffett's committee.

Motion seconded and carried.

R. H. Vansant: I move that the rule on mahogany, after consulting, be referred to the Executive Grading Commission, with power for the Executive Board to act.

Motion seconded and carried.

R. H. Vansant: Gentlemen, before leaving this question, I want to thank the various committees for the arduous duties they have performed. It has been an immense amount of work. I want to thank you for not requiring me to read this; you will find that these agreements, these instructions that have been made, have been the most important things that have ever occurred in the history of this organization. I feel that you will be fully satisfied.

The railroad timber has been gone into by our ablest men most thoroughly, as well as all other questions.

I also desire to express the thanks of this association and of this committee to those railroad men who attended our meetings and conferred with us.

The chairman of the Inspection Committee made a detailed report on sundry goods involved in the inspection system of the association. There were little or no changes made in the rules, save on cherry, for which substantially a new set of rules was adopted, and on quarter-sawed oak, the provision allowing ten per cent. of thin lumber on one edge being eliminated.

The Committee on Weights made a report adding weights on cottonwood bevel siding at 850 pounds;  $\frac{3}{8}$  cottonwood S2S 1,000 pounds;  $\frac{1}{2}$ -inch cottonwood, S2S 1,200 pounds;  $\frac{5}{8}$  cottonwood 1,500 pounds.

The Committee on Constitution made a report recommending change in date of annual meeting to January or February of each year, and of a semi-annual meeting for July or August of each year.

The Committee on Resolutions reported a resolution of condolence concerning the death of J. E. Defebaugh.

On motion of W. H. Shippen of Ellijay, Ga., the chair was instructed to appoint a committee to gather funds to erect a suitable tablet in memory of Mr. Defebaugh.

The chair appointed on this committee William H. Shippen, R. H. Vansant, F. W. Gilchrist, G. E. W. Lachmann and C. M. Crawford.

The chair also appointed the Committee on Manufacturing Costs, provided for earlier in the session, to consist of F. F. Fee, W. A. Gilchrist, W. E. DeLaney, T. B. McCormick, T. W. Fry, W. A. Townsend and G. O. Worland.

The Committee on Resolutions submitted numerous matters, including a suitable tribute to F. S. Hendrickson, deceased; offered a resolution of thanks to the editor of HARDWOOD RECORD for his address and picture entertainment, and for the publication of the DAILY RECORD during the convention; extended the thanks of the convention to the writers of the sundry papers read before the convention; offered a vote of thanks to the lumber trade press, a very enthusiastic one to the Cincinnati hosts, one to the officers, and one to the proprietors of the Sinton Hotel.

On motion, the report of the committee was adopted.

Thomas L. Cannon of St. Louis was then introduced. He extended a cordial invitation to the association to hold its next annual meeting at St. Louis. On motion, this matter was referred to the Executive Board for action.

### Election of Officers

The Committee on Nominations reported, recommending the reelection of the officers and the Executive Board as follows:

President—R. M. Carrier, Sardis, Miss.  
First Vice-President—Frank F. Fee, Little Rock, Ark.  
Second Vice-President—W. B. Townsend, Townsend, Tenn.  
Treasurer—C. M. Crawford, Coal Grove, O.

### Executive Board

Clyton Crane, Cincinnati, O.  
W. A. Gilchrist, Memphis, Tenn.  
J. H. Himmelberger, Morehouse, Mo.  
C. R. Lamb, Minneapolis, Minn.  
John W. Love, Nashville, Tenn.  
G. E. W. Luckmann, St. Louis, Mo.  
J. W. Oakford, Scranton, Pa.  
A. B. Ransom, Nashville, Tenn.

W. M. Ritter, Columbus, O.  
R. H. Vansant, Ashland, Ky.  
William Wilms, Chicago, Ill.  
W. E. DeLaney, Cincinnati, O.

The report was accepted and the secretary was instructed to cast the vote for the Officers and members of the Executive Board, as named, which was done.

Mr. Carrier made a brief speech of acceptance and this most successful meeting in hardwood history adjourned.

### Executive Board Meeting

Immediately following the meeting, the Executive Board held a brief session. About the only business of importance transacted was the reelection of Lewis Doster as secretary for the ensuing year.

The total registration at the meeting was 702. As the list of names was printed in the DAILY HARDWOOD RECORD, it is omitted here.

## Hardwood Record Mail Bag

In this department it is proposed to reply to such inquiries from HARDWOOD RECORD readers as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department freely, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade in a succinct and intelligent manner.

### The Views of a Small Arkansas Operator

The following semi-humorous, semi-pathetic communication, which appeared in the Cincinnati daily issue of the Record on February 3, was recently received by President Carrier of the Hardwood Manufacturers' Association from a firm of small sawmill operators in Arkansas. The letter is absolutely authentic, though for obvious reasons the names of the parties in interest cannot be given:

MIDDLE, ARK., January 16, 1910.

R. M. CARRIER, Hardwood Manufacturers' Association, Sardis, Miss.

Dear Brother Carrier: We are in receipt of your very kind invitation to attend the annual convention of the Hardwood Manufacturers' Association of the United States, to be held in the city of Cincinnati on the three first days of February.

It is with feelings of most sincere and heartfelt regret that we are compelled to forego this pleasure, for we feel that it would indeed be a pleasure to meet with so many of our fellow sufferers as will be gathered together on that occasion.

The fact is that circumstances over which we have no control, i. e., the prosperity of the lumber dealers, have so affected our financial affairs that that that well, maybe you will spare us the pain of further explanations.

You see, we, like a host of other small sawmill concerns in the South, have for the last four or five years been trying to overcome the "law of gravitation" by selling lumber for less money than it has cost us to produce it. Of course, the inevitable is overtaking us, one by one, as fast as the resources we put into our enterprises to begin with are exhausted; the better worker and hustler a fellow is, the longer he can keep ahead of the sheriff, but sooner or later.

True, some of the luckier ones have managed to live because the property they bought for the lumber turned out to be good agricultural lands, and they realized a profit that way over the price the lands cost them, but none of that profit belongs to the manufacturer of lumber.

We doubt if there is a lumber firm in the South today which would not rather have the lands they own in the state they were in when they first bought them than to have all the profit they have made in the working up of all their fine timber.

We have wasted our "patrimony." Were we to outline the history of our experiences during the past few years it would probably sound so familiar to most of the small sawmill men in the southern hardwood territory that they would think we were telling about them under an assumed name. And yet the cost of our products to the consumer has probably been as high as he could have afforded to pay, compared with prices of other commodities, and at these prices every sawmill man in the South should have, during the last five years, gotten independently rich.

The trouble has been, it seems to us, that the mill man has adopted the rule of "say nothing and saw wood," and hasn't realized till too late that it takes something more than a tract of good timber and a good sawmill to make money in the manufacture of lumber.

The fact is, there are four things necessary to a successful lumber manufacturing plant. The first two are brains and money; the mill and the timber are accessories.

We, of course, found this out later and have never been able to supply the deficiency. But our idea in writing you this letter is not to tell a tale of woe, or offer ourselves as candidates to the kickers' club, but to make a suggestion that occurs to us might be useful, from one who has been over the ground and seen some of the rough places.

Perhaps the best way to illustrate the thought we have in mind will be to tell about your own experiences during the years just past. We feel confident that the story will sound so familiar to a great many of your friends that they will not accuse us of drawing on our imagination for any part of the narrative.

It was this way: We owned several million feet of standing timber in a fairly good location, and thought we could see a good profit in putting in a small mill and making it up into lumber. We also found a man who owned a pretty good mill, and was considered a good mill man, so the two of us agreed to go in together and start business. We had plenty of money to put the mill up and get it ready to start, and to buy teams and wagons enough to do our logging. Bill, that's my partner's name, said that he knew a lumber firm in Memphis that would furnish us all the money we needed to operate on, once we got the mill to going, and could show them that we had everything paid for and could make good lumber. So, as soon as we had everything going and had sawed out enough lumber to build a few shanties for the mill hands to live in and had everything lined up right, Bill and I went over to town to make our financial arrangements.

We found the office of the Skinner Lumber Company on the sixth floor of a very large building. It was a nice, cozy, little office, with a green carpet, a roll-top desk, a rented type-

writer, some four or five easy chairs and some letter files and calendars.

The manager, a bright, genial man, sat within easy reach of the telephone, and a pretty, neat little stenographer girl was busily chewing gum, and trying to keep time on her machine. As we entered and stood, hat in hand, on the green carpet, she glanced nervously at our big, muddy, gum boots and involuntarily tucked her skirts a little closer.

Bill had already had some dealings with Mr. Skinner, so that the introductions were easy, and in a very few minutes the little stenographer was busy jotting down the terms of our contract. That settled, Mr. Skinner, who by this time had grown exceedingly sociable with us, said that now while the girl was getting it up on the machine, we would all go out and have lunch—it was dinner time for Bill and me. On the way we stopped at a convenient corner and Skinner told the barkeeper to fix us up one like he always took (whatever other faults Skinner may have, he is a man of good taste).

After "lunch" we had another on our way back to the office—and all on Skinner, mind you. There we found the little girl with the two copies of our contract all ready for us to sign, just putting on her hat to go after her own little lunch.

The writings were pretty long, and after glancing hastily over them, Skinner assuring us they were all right, we signed up. It didn't make much difference about the terms of the contract. We had agreed on prices and payments, and what we had to have was money.

At the end of the first month Skinner made us an advance of seventy-five per cent of the price, according to contract. He explained to us that he had an arrangement at a bank to discount his paper, so he gave us ninety-day notes, discounting our statement of two per cent for cash, but he paid the discount on the notes. It took us a year to find out that we were securing these notes for Skinner, and paying all the interest and four per cent besides.

So far as we have ever been able to learn, the only money of his own that Skinner ever put into our deal was the price of the lunch and the drinks on the first day of our acquaintance. Once or twice during the year when Skinner failed to renew his notes and meet the interest, the bank would notify us that they held unpaid paper with our endorsement for "so much," requesting us to "call at once and protect same."

Take it all in all, though, we got along smoothly enough with Skinner & Co. during that year. The seventy-five per cent advance he gave us paid all bills for grub, labor and supplies, repairs, etc., so that we found ourselves with a first-class credit by the end of the year. Such promptness was quite unusual in sawmill firms, and we figured out that we would have all of the twenty-five per cent held back as a profit.

Things looked rosy.

But when we came to make our final settlement with Skinner & Co. we found that grades and measurements hadn't anything like held up to our estimates, so that instead of having a profit awaiting us, we found a slight deficit. This was disappointing indeed, but as we didn't owe anything, and had our outfit all paid for, we felt that we could stand it better than if we had had some payments to meet.

All we had lost was our time and the value of our tinder. This same experience with slight modifications has been repeated year after year.

Often we have found our lumber passing through as many as five hands between us and the consumer. Each one had to have a profit, and handling freight, and office expenses had to be paid out of the difference between the price we got and the price the consumer had to pay.

We doubt whether the quality of the lumber was improved any by reason of these various handlings, but we do know that in most cases the grade was raised.

As we look back over the situation it occurs to us that maybe in calling a convention like this one which is, we presume, to be devoted to the interests and betterment of the conditions of the men who make hardwood lumber, it might not be a bad plan to extend the scope of the organization a little, and invite the attendance of some of the only class of men in whose power and to whose interests it would be to remedy to some extent the condition of such men as Bill and I.

Let in a few consumers, and make it an organization of mutual interests, for then we would be in a position to assist and protect each other.

We have no particular animosity against the dealers, and fully realize that the trade will never exist without their aid and support. They are live, bright, brainy, energetic men, and no doubt most of them earn their money well and truly; but let us get along with fewer of them and simplify the work they are doing. It need be no hardship on them, for they are capable of making a living in most any other line of work, and will soon find some other class to subsist on.

If we can manage to get the profits, of say half of them, to divide between the producer and consumer, it will make dividends for both parties, where many times under the existing conditions there are none for either.

Again expressing our regret that Bill and I cannot be with you, we remain

Your humble and benighted servants,

JOHN GREENWOOD.

BILL BLOCKWOOD.

#### Wants White Oak Truck Poles

GAINESVILLE, FLA., Jan. 31.—Editor HARDWOOD RECORD: We are in the market for six carloads of white oak truck poles:

2¼x5½ butt x 2¼ square point.

2½x6 butt x 2½ square point.

2¾ x 6½ butt x 2¾ square point.

3 x 7 butt x 7x3 point

all 13 feet long. All must be absolutely free of defects and sawed from good, sound, live timber.

COMPANY.

Any HARDWOOD reader who would like to communicate with the writers of the above letter can have the address by writing this office.—EDITOR.

#### Yellow Poplar Lumber Company Commences Sawing

COAL GROVE, O., Jan. 27. Editor HARDWOOD RECORD: It is with considerable pleasure that I am able to advise that we started our 1910 sawing season here yesterday. We have had a fine log delivery during the past week, which includes part of the excellent

lot of virgin-forest poplar logs you saw at the head of Sandy River last fall. The first day's sawing would indicate the fine quality of lumber this timber will produce.

We are gratified with the work of the splash dam, which has made these early deliveries possible. We expect to keep our mills in steady operation throughout the year, beginning night run about March 1.

YELLOW POPLAR LUMBER COMPANY.

C. M. Crawford, Sec'y.

#### Acknowledgment from Gifford Pinchot

WASHINGTON, D. C., Feb. 4.—Editor HARDWOOD RECORD: The great pressure of work must be my excuse for the long delay in acknowledging your letter of January 18, enclosing a copy of resolutions passed at the annual meeting of the Indiana Hardwood Lumber Association on January 13. Such support and encouragement do a man good.

Please give my best thanks to the members of the association, and especially to Mr. Burkholder, for their good wishes.

With renewed thanks for your letter.

GIFFORD PINCHOT.

#### Likes the Record

The following letter has been received from an Axim (West Africa) reader of the RECORD, whose subscription was supplied by the C. C. Mengel & Bro. Company, Louisville, Ky. It shows that the paper is appreciated even in that far-off land.—EDITOR.

AXIM, W. C. AFRICA, Jan. 14.—Editor HARDWOOD RECORD: We take pleasure in acknowledging the receipt of your valued favor of 13th ult., advising us that Messrs. C. C. Mengel & Bro. Company had remembered us in so very acceptable a manner. We anticipate from its perusal even more pleasure than the satisfaction experienced by you in adding our name to the subscription list of "the best lumber paper printed," and the best is good enough for us.

VLEDER B. PALME.

General Manager.

#### Wants No. 2 Two-Inch Quartered White Oak

PHILADELPHIA, PA., Feb. 4.—Editor HARDWOOD RECORD: We are very anxious to secure some No. 2 common 8-4 quartered white oak. If you can advise us where we can locate any we will appreciate it very much.

Anyone desiring to communicate with this leading eastern wholesaler can have the address by advising this office. Editor.

#### Wants Veneer Factory

The following letter is self-explanatory.

AUGUSTA, GA., Feb. 5.—Editor HARDWOOD RECORD: We are looking for a connection to start a veneer plant at this point. We do not know of any location in the United States that is better adapted, on account of price of logs and quality of same, than here. In the first place, we have a log rate coming in Augusta that is, at a radius of one hundred and fifty miles, which has the same rate as lumber, with a 40,000-pound minimum instead of twenty-four. In other words, within a radius of twenty miles the rate on logs averaging 15 inches would be about \$2 per thousand feet.

The woods that are handy to get are poplar, gum, pine, oak, ash, cedar and cypress. Our ash has no superior; our gum is of the best quality; poplar and oak, however, are not the

equal of the Tennessee, Kentucky and Indiana stocks, but are being shipped out of this section daily to a number of veneer men.

We have suitable land and buildings, and would gladly answer fully all further questions to a prospective buyer.

AUGUSTA BOX & MFG. CO.,

T. G. Philpot, Sec'y and Gen. Mgr.

#### Stand Well With Him

The RECORD is in receipt of the following amusing letter from J. C. Strauss, the well-known photographer of St. Louis, with whom negotiations were recently made for making pictures for this publication. Lumbermen certainly stand well with the "picture-man" of St. Louis.—EDITOR.

ST. LOUIS, Jan. 28. My dear Mr. Gibson: Responding to yours of the twenty-sixth in my experience of more than a quarter of a century, I have found lumbermen about the best ever with whom to do business, and millionaires have a peculiar charm. So I am willing to take my chances with any man who is a combination of both whom you may route my way.

J. C. STRAUSS.

#### Wants Basswood Piano Key Boards

LONDON, E. C., Jan. 26.—Editor HARDWOOD RECORD: Can you put me in touch with the manufacturer of white basswood piano keyboards? —

Will some reader of the RECORD who is interested in the production of this line kindly supply his address, which will be communicated to this leading London hardwood house. It may lead to some desirable trade on the other side of the Atlantic.—EDITOR.

#### Wants to Market Red Cedar

BIG CLETTY, KY., Feb. 2.—Editor HARDWOOD RECORD: Please furnish me the names of some firms using cedar for the manufacture of pencils; also cedar telegraph poles and fence posts.

J. W. LEWIS.

Anyone interested in the purchase of cedar would do well to communicate with Mr. Lewis.—EDITOR.

#### Ravages of the Mistletoe

It is reported that the common American mistletoe, *Phoradendron flavescens*, has attained such abundant growth in the Southwest, especially along the southern border of the great arid region, as to be an actual pest to tree growth. It is a fortunate fact that this parasite thrives best in intense sunlight, for in that way its harmful growth is limited to trees leading isolated lives. As a consequence, the damage to forest growth is negligible, as there the moist, shady conditions force its successful germination to the topmost branches of tall specimens; its ravages are confined almost wholly to shade trees.

This parasite is unique in that it has green foliage, and as a consequence merely steals undigested food of its host and not the elaborated product as is usually the case with parasites. The mistletoe seed is encased in a pesty substance which causes it to stick to any body on which it is deposited. Its germination seems to be general on all species of tree growth. To germinate the seed must fall in some wound in the bark of its host and with this start the dissolvent enzyme contained in the root tips soon forces a channel to the vitals of the tree. Once well established it is only a question of time when the growth will sap the life, first of the limb on which it lives and then, if the growth is abundant, of the whole tree.

# The Status of Forestry in the United States

This article, which was taken from a circular by Broadwell Cox land, issued by the Forest Service, is reprinted from the Record of Jan. 1914.

## State Forestry

In comparison with the great need disclosed by a study of present forest conditions, the states have done exceedingly little toward the solution of the forest problem.

### Lines of State Action

The past lines of state action fall naturally under the following heads: (a) Protection of the forest against trespass; (b) protection of the forest against fire; (c) the promotion of forestry by various means; (d) the establishment of state forests and forest organizations charged with their care.

### Trespass Laws

In general, the state laws against forest trespass are sufficient, but they are not enforced, and never have been, in any state. The non-resident forest owner is frequently so great a loser from trespass that he finds it cheaper to cut the timber before it has reached financial maturity—that is, before it is the best business to cut it.

### Fire Protective Systems

Eighteen states have organized fire protective systems. These are: Alabama, California, Connecticut, Louisiana, Maine, Massachusetts, Maryland, Michigan, Minnesota, New Hampshire, New Jersey, New York, Oregon, Pennsylvania, Tennessee, Vermont, Washington and Wisconsin.

It is interesting to note that the fire laws and amendments considered by experts the most satisfactory have been enacted within the past five years (California, Oregon, Maryland, Washington, New Jersey, Idaho, Minnesota, New York).

Nearly all of the states have long had legal provisions against setting fire to forests and waste land. In recent years, however, such provisions have been made more specific and effective.

The following improvements in existing fire protective systems are urgently required:

(1) Greater independence of the head officer and his direct responsibility to the governor. It is a distinct advantage to have a state firewarden who devotes his entire time to fire protection. He should be appointed from a nonpolitical state civil-service list and hold office during efficient service. His duties should include the personal superintendence and instruction of the local over-wardens, who would be his own deputies; the appointment and removal of local officers when this is consistent with state and local policy; the auditing of firewardens' accounts; and the enforcement of fire laws against offenders. This arrangement is in the direction of state rather than local enforcement of the laws. The New Jersey provisions more nearly meet these requirements than do perhaps any of the other state forest-fire protective laws.

(2) Greater independence of local firewardens. There is at present a sound tendency away from adding the duties of a firewarden to the duties of existing offices. Firewardens should give all of their time to their work and receive pay for it.

(3) The extension of the plan, followed in part in California, Idaho, Oregon, and Washington, of appointing employees of private forest owners as state firewardens or rangers, the state delegating the powers of peace officers to such appointees and the forest owners bearing the added expenses, if any.

(4) A very great extension of patrol. Efficient patrol is the first essential of effective protection. The great object of all protective systems is to prevent fires, and patrol alone will prevent them. It is, therefore, good business for the state to pay for patrol on its own holdings; for the same reason patrol is the best kind of business for private owners, who should be, and usually are, entirely willing to bear their share of the burden, as they are required to do in Nova Scotia, may do in California, and will do in Wisconsin if a bill that has been presented is enacted into law. State rangers under the state forester or firewarden should be permanently maintained by the state, assisted by the voluntary or compulsory co-operation of private owners. Legal provision should be made for the appointment of employees of private owners as state firewardens, with the powers of such officials. Patrol may be limited to the dangerous season, except that district firewardens should patrol at all seasons. Where no merchantable timber remains on cut-over lands, and the owners of such lands are consequently indifferent to fire, there will not be effective local support or sufficient funds to maintain patrol. In such cases the state should acquire the land for state forest purposes and protect it by state patrol. The results would encourage the practice of forestry by private owners.

(5) Better provision for inspection.

(6) Further provision for coöperation between state and federal governments in the states having National Forests. At present the National Forest officers may be appointed state firewardens in California and Oregon. In order fully to protect the National Forests it is frequently of great importance to extinguish threatening fires outside of but adjacent to the forests, and it is always desirable to prevent such fires. In the states above mentioned federal forest officers receive the needed state authority on state lands adjacent to the forests, but no provision is made for reimbursing the government for expenses incurred in the protection of such state lands. Should such provision be made by the states, so as to permit National Forest officers acting as state fire-

wardens to incur such expenses as may now be incurred by other state firewardens, the coöperative arrangement would be yet more advantageous than it now is for both state and National forests.

(7) Provision for the taxation of forest owners on an acreage basis, the fund so raised to be devoted to forest patrol. This plan is successfully followed in Nova Scotia, and a law containing similar provisions was introduced last winter in the legislature of Wisconsin.

### The Promotion of Forestry

State laws to encourage forestry have thus far been chiefly of two kinds: Those creating forest commissions and, of late, state foresters, and those offering inducements, in the form of bounties or exemption from taxes, to plant forest trees or to maintain forests. The latter have had some slight educational value, but they have in most cases been poorly framed and they have usually been declared unconstitutional. They have led neither to the planting nor to the preservation of forests. The state forest commissions and state foresters, on the other hand, have very greatly advanced the cause of forestry by gathering and distributing information, advising the government or legislature of the state, and coöperating with private forest owners in the care of forest tracts and woodlots and in the establishment and care of forest plantations.

Coöperation with private owners in forest management and forest planting is of paramount importance. The private owners must be met on their own ground. Until the resources of real coöperation are exhausted it is not time to consider measures for bringing forestry to pass by drastic legislation.

Forest taxation is one of the insistent problems involved in the encouragement of forestry by the state. At present private forests are in many cases practically taxed out of existence. Our forests are doubly discriminated against in the tax laws: First, because they belong to the class of real property, which is already overburdened, and, second, because they are assessed on the basis of sale value instead of on the basis of income. Such a state of affairs encourages reckless cutting, after which the devastated forest is too commonly allowed to revert to the state.

Public sentiment has been awakened to the need of a substitute for the general property tax as applied to forest lands. Economists have for years recognized the fact that the burden to which such lands are subject under present tax systems is very unjust, and desultory attempts have been made to effect a remedy. As was said, these attempts, which have usually taken the form of partial or entire exemption of forests from taxation, of rebates of taxes, or of bounties to the owners, have not been very successful.



In the autumn of 1907 the whole subject was brought into the field of general public thought by the International Tax Association at its first conference held at Columbus, Ohio, when forest taxation was given a separate place among the topics for consideration. At the second meeting of the association, held at Toronto, Canada, one year later, a scientific and just method of forest taxation was first well presented, and the principles then laid down have, with some variation, been since embodied in laws proposed in several of the state legislatures.

The principles recommended by the Forest Service can not be generally adopted without amendment to the constitution of a great many of the states, but it seems as if the growing public interest in this whole subject will compel such amendments and thus open the way for a system of forest taxation which will be just and which will encourage the holding of cut-over lands for reforestation and another crop. Indeed, in two of the states, Minnesota and Oregon, steps have already been taken to this end, for in each of these states a constitutional amendment has been submitted to the legislature which will permit the taxation of timberlands according to approved principles.

These state forests represent a line of state action which has been preëminently successful. A total of 3,279,771 acres of forest reserves is owned by the states including Hawaii. New York leads the states in state forest area, followed by Pennsylvania and Wisconsin. The smaller attempts of Minnesota, Michigan, Connecticut, Massachusetts, New Jersey, Indiana, etc., are all important. The state forests speak for themselves. First, they furnish object lessons of great value; second, they form the nucleus of what some day must be the principal center of state forest work. It is a fundamentally sound policy for the state to own land, especially land which does not offer the conditions necessary for prosperous settlement.

#### Private Forestry

##### THE INDUCEMENT TO PRACTICE FORESTRY

Three-fourths of all our forests are in private hands. These private forests are, moreover, the best stocked; they contain four-fifths of all the timber in the country. Clearly the bulk of the timber cut must come, for some time at least, from this area. Upon the use of the forest growing upon it will depend whether future demands for timber will be met or not. Very largely, therefore, the forest problem is to be solved by private forestry—unless, indeed, private owners fail to practice it on any considerable scale, in which case public ownership may be invoked in the public interest. It is of the greatest importance, then, to know the extent to which forestry is now, and is likely to be, practiced on private lands.

The area of private forest on which forestry is practiced at present is not known and can only be roughly estimated. Probably

it is less than 1 per cent of the total area of private forests. As was said in describing the cooperative work of the Forest Service, about 10,000,000 acres have been involved in the applications made to the Service for advice in proper forest management. Actual work in accordance with Service advice has been done on a substantial part of the area. In but few cases, however, have complete working plans been persistently carried out. The chief value of this work has been its educational effect, which extends far beyond the forests directly concerned. A valuable result thus secured is the better general knowledge of the meaning and aims of forestry. Forestry is now correctly understood to mean no mere sentimental plea for regarding the forest as an ornament to the landscape, but a practical plan for getting the best economic service out of the forest in the long run. This is a great advance. With forestry rightly understood, it is a comparatively simple matter to work out the results which the practice of forestry may be expected to secure.

It is, of course, both useless and unfair to invite forest owners to practice forestry simply for pleasure. In dealing with public forests the first consideration is the public welfare; in dealing with private forests the first consideration is the business inducement. Forests in private hands are really investments made for the interest they will produce. Their owners are chiefly concerned with knowing what will happen to the investment, how its interest-yielding power will be affected under the conservative management which the forester recommends. If forestry is not good business, then good business men, such as most forest owners unquestionably are, are precisely the sort of men not to touch it.

In the past almost the exclusive inducement to invest in forest property has been the chances it offered for clearing up and closing out at a satisfactory profit—a quick and remunerative turnover of capital. This sort of investment has been, and to a greatly limited extent still is, highly profitable. It is distinctive of the lumber industry. It will continue to characterize transactions in timber land as long as it pays better to skin the land and move on than it does to develop the land and hold on. It has become a business habit, which fact makes it all the harder to change. In order, however, for forestry to come into general practice, a change will have to come.

Speculative deals in forest property, buying in cheap in order to sell out at an advance, can go on only as long as it remains comparatively easy to get in and out of the market quickly; that is, only as long as first-class stumpage can be readily picked up. Cheap virgin forest is getting scarce, and stumpage prices, which so long have lagged behind lumber prices, are rising sharply. The opportunities for forest speculation in the old style are fewer every day.

Realizing this situation better than anybody else, lumbermen and others owning and dealing in forest lands are beginning to ask whether it is not time to handle forest properties in a different way—to hold them and put them on a permanent paying basis by utilizing the productive power of the forest, together with the advance in stumpage values; in short, whether forestry will not pay better than exploitation.

A satisfactory answer to the question "Will forestry pay?" can not be made off-hand. The problem is not one of theory, but one of conditions; the considerations involved are not absolute, but relative. The point to decide is not whether forests in general and anywhere can, by intensive forestry, be made to yield net profits indefinitely, but whether private forests in the United States, at present and prospective market prices for stumpage and forest products, in the present state of the lumber industry, under existing laws, and with the prevailing public sentiment toward the forest, can, under more conservative management, be made to yield an interest rate satisfactory to investors as compared with the profits of forest devastation. The lumberman and the forest owner are facing a real situation of concrete facts, and the forester's answer to their question must be no less concrete.

#### OBSTACLES TO PRIVATE FORESTRY

Getting right down to the situation as it comes home to the forest owner and the lumberman, it is easy to see that there are certain obstacles in the way which must be overcome before it is reasonable to expect that private forestry will be widely practiced. The chief of these are the following:

##### THE GREAT FIRE RISK

While the private owner should unquestionably be required to contribute toward the protection of his own holdings from fire, he can hardly be expected to assume the whole expense in a country where the general sentiment toward fires is indifferent. The most effective fire protection anywhere outside of the State and National forests is secured now in the states of Oregon, Washington, and Idaho by cooperative fire associations which assess their members on an acreage basis and maintain a patrol. During the past year such associations cooperated successfully with the protective force maintained by the National Government and the states. Investigations show that patrol can accomplish full protection to forest land at an annual cost of from 2 to 4 cents per acre throughout the United States, according to the regional fire risk. The total annual cost of protecting all private forests is estimated at \$10,000,000. The annual fire losses in standing timber alone are placed at \$50,000,000.

##### ILL-DEvised TAXATION

In a real sense, forests are in many cases simply taxed out of existence. As long as forests continue to be taxed on the basis of

an annual crop, holding young forests until they reach maturity, and, still more, the establishment of new forests, means financial loss to anyone who attempts it. Such methods of taxation are in the end ruinous to the community also, for they encourage devastation and the abandonment to the state of lands which thereafter yield no revenue in the form either of products or of taxes.

By suitable legislation the State can remove both of these obstacles now in the way of private forestry. They are artificial obstacles.

CHEAP STUMPAGE PRICES

Cheap stumpage is the chief natural obstacle to the wide extension of private forestry. Forestry involves an investment in growing timber. If the investment is to show a satisfactory profit, the product must not sell too cheap. As long as the product sells cheap, expenditures will not be made to produce it, and the timberman will continue to be the nomad and the speculator which past conditions have inevitably made him. In order to hold out inducements to private enterprise, forestry must offer a reasonable margin of profit above the cost of growing the timber.

This obstacle to forestry is being steadily removed by the depletion of the virgin forests and the consequent rise in stumpage prices. Already, as the following examples show, the scarcity of supplies has resulted in a number of cases in the holding of tracts for more than a single crop.

EXAMPLES OF PRIVATE FORESTRY

The heavy loss from fire has led to the greatest progress thus far made toward the practice of forestry on private lands. In Oregon, Washington, and Idaho large tracts have been placed under organized protection by associations of timber-land owners, each member of which pays pro rata toward the cost. For example, the four fire protective associations of northern Idaho expended for fire protection in 1908 \$52,284.11, protecting directly 1,257,787 acres of forest owned by members, and incidentally large areas of adjoining forest. The average cost of this protection, including fire fighting, was a little over 4 cents per acre. One of the associations, however, lost far more heavily than the rest, owing principally to incomplete patrol. Three of the associations protected their holdings at a cost, respectively, of 3 cents, 2½ cents, and 2⅓ cents per acre. The reports of the associations show that the main emphasis was laid upon patrol. Thus one association apportioned its expenditures as follows:

	Per cent.
Patrol .....	49.23
New trails .....	16.98
Cleaning old trails .....	12.98
Fire fighting .....	10.57
All other items .....	10.24

Next to patrol the chief expense was trail building, which in the above case was 29.96 per cent of the total protection cost. Provision was made for tool boxes at convenient

places, for tools, and for horses, as well as for lookout stations.

Equally successful results have not yet been achieved over large areas of private forest lands by either individual or associated efforts in other parts of the country. But numerous small tracts in the East and South are now fairly well protected at moderate cost, and the owners report satisfactory recuperation and reproductions on the protected areas. A case worth special mention is that of an owner in the south-central region, a coöperator with the Forest Service, who is applying a working plan in the management of large holdings. Difficulty was found in keeping fires out of the cut-over land, owing to the carelessness of neighboring settlers. An experiment was therefore made by the owner. A tract of 1,000 acres was set aside and given special protection. Fires have been kept out of this tract for five years, and the owner finds that full reproduction is now the reward of his efforts. Where the business wisdom of protecting a large tract is in doubt, such a test may well be tried. It is not costly, and the results speak for themselves. In most cases an object lesson of this sort, driving home the truth about fire protection, will convince the forest owner that he can not afford fires.

At Corbin Park, in central New Hampshire, some 17,000 acres of forest have been carefully lumbered on the selection plan for five years, in accordance with a working plan made by the Forest Service. The park is intended mainly for a game preserve, and all forest work is arranged with respect to its effect upon the game. Nevertheless, the revenue derived from the sale of live game and of forest products more than covers the expense of management and yields a satisfactory profit on the investment, while the future forest crop is steadily coming on.

On one of the larger private estates on the Hudson forestry is well practiced. The property, which embraces 1,000 acres, has about 300 acres under forest, from which cordwood from improvement cuttings sells well in the local market. Good roads and the easy accessibility of the tract make it possible to handle the forest in this way as profitably as if large clear fellings were made, so that the maximum financial yield is secured with the minimum of disturbance to forest conditions. Where the stand is sparse planting is done, and the stock is raised in a forest nursery upon the estate. This is another example of what can be done by forestry. The methods employed and the results secured are of great educational value to the whole community, where many opportunities of similar management offer.

That good management pays is strikingly shown by the experience of the University of the South, at Sewanee, Tenn. In 1900 the university undertook to manage its 7,000 acres of forest in accordance with recommendations made by the Forest Service. Immediate financial returns were desired, while

expenditures for improvement were not permitted. In 1899 the university had considered an offer of \$3,000 for the merchantable timber, and regarded it favorably. At the time the working plan was made fires were injuring the forest by burning away the humus and damaging the timber. The plan recommended took into consideration the probable rise in local stumpage values, and embraced a series of fellings instead of an immediate sale of the whole merchantable stand. Since the plan went into effect the sum of \$18,101.76 above all expenses has been received from the sale of timber. Meantime, fire has been controlled, and excellent reproduction is the result, so that the perpetuation of the forest is assured.

A Connecticut water company furnished another example of forestry. In this case forestry was undertaken mainly because of its value as a means of increasing the purity of the water. But though forest growth was needed on the reservoir catchment basin primarily as a protective cover, it was seen that this protection forest might safely be made to produce also a yield of wood. Accordingly the existing forest was placed under a conservative plan of management. The stand is perpetuated and improved, and also produces an annual yield of cordwood, posts, and cross-ties. Open ground is being planted to a commercial forest, while around the reservoirs protective belts of conifers are being set out to protect the water from pollution and improve the scenic beauty of the property. Several other water companies are practicing forestry along substantially the same lines.

In point of variety and scope the work done on the Biltmore estate, in North Carolina, is remarkable. The forests, which cover 130,000 acres, are made self-sustaining by the production of various forms of material. Four million feet of lumber, 5,000 cords of tannic-acid wood and fuel, a thousand cords of tan bark, and several hundred cords of pulp wood are cut every year. At the same time the forest itself is steadily increasing in value. Workmen employed along the boundaries of the forest do duty as fire guards. Thus fire protection is secured at least throughout all the accessible parts of the tract. In connection with all lumbering operations permanent logging roads are built. These minimize the present cost of transportation, and will greatly reduce the cost of marketing future crops. Thus the extension of the roads is steadily adding to the investment value of the forest. Moreover, they serve also as a network of fire lines. Forest planting is practiced where fire will not threaten its success. The experimental work in silviculture which is done at Biltmore is certain to make important additions to the science and practice of forestry.

Since extensive forest planting is to be expected only when the conditions surrounding forestry are far more stable and advantageous than they are at present in most

parts of the country, it is not surprising that it has as yet scarcely been attempted by private owners. What forest planting has been done on private lands is mainly the result of artificial encouragement, by the Federal timber-culture laws, now repealed, or by bounties or tax exemptions offered by the states. The bounty and exemption laws are, as a rule, unsatisfactory in their results, and the forest area of the country has not been much extended by this means. The total area of planted forest land does not exceed 965,000 acres. Yet the total area of land which would yield its greatest returns from planted forest is more than 56,000,000 acres.

In New England forest planting has been particularly successful, and is now being done on an increasing scale. Not including old plantations that have been cut, approximately 25,000 acres have been planted, and it is estimated that 5,000,000 board feet of white pine and 34,000 feet of hardwoods could be harvested to-day from plantations in New England. From the trees that were planted in 1908 about 60,000,000 feet can be obtained when the plantations become merchantable.

Realizing the advantage of an assured future timber supply, several railroads are adding to their forest holdings and managing their forest properties for the production of a sustained yield of cross-ties for their own roads. The success and economy of preservative treatment now make it possible to use for cross-ties woods that are cheaper and more abundant than the woods of longer life. By their recent purchases of tracts of loblolly pine the railroads are showing their appreciation of this fact. The practice of forestry by the railroads is therefore especially significant, in that it includes, in addition to conservative management, the commercial utilization of timbers of lower grade. In a number of cases planting is done, also with a view to tie production, though such planting is usually a subordinate part of the forest policy.

As widely scattered illustrations of what private forestry may do and is beginning to do, these concrete examples are noteworthy. But as progress toward the general practice of forestry by private owners, their total amount is altogether insignificant.

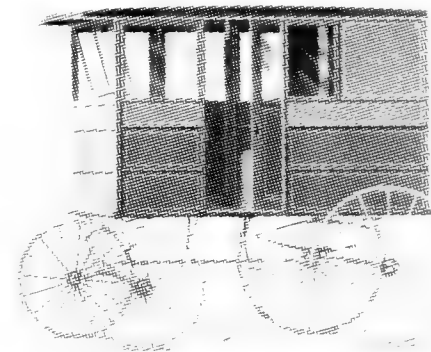
icles are now made with plain, flat surfaces, which is found to be true also in pretty nearly all kinds of furniture manufacture. The finish, too, is all paint, there being less trend toward using woods in their natural colors.

The wagon manufacturer watches the sea-



OPEN STYLE LIGHT DELIVERY WAGON.

soning of his timber carefully. All timber is air dried from one to three years, is selected with utmost care for freedom from defects of all sorts and for general strength. The kiln drying consumes from one to three



CLOSED TOP DELIVERY WAGON.

weeks, or until the moisture in the wood is all out.

The woods used for the bodies of light vehicles are poplar and cottonwood. For

## Utilization of Hardwoods

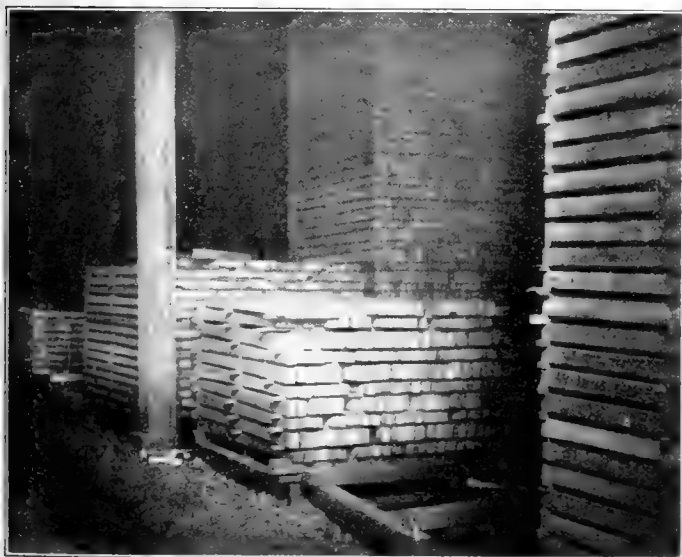
ARTICLE XXXV

### LIGHT VEHICLES

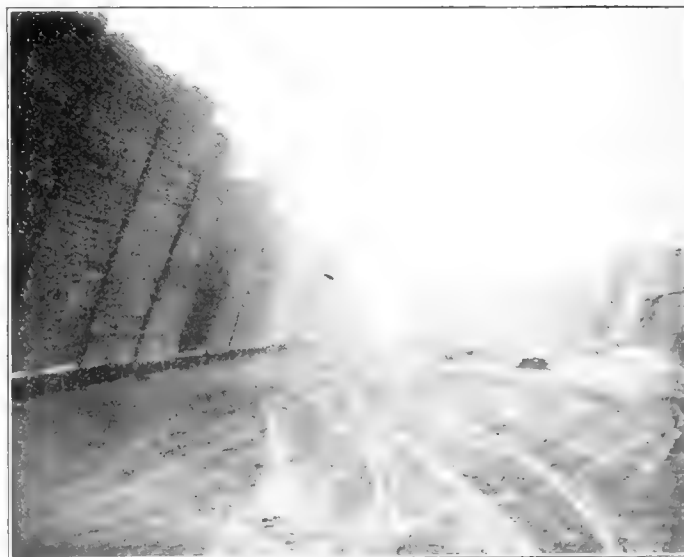
In considering the range of utility of hardwoods in the manufacture of light vehicles it is well to understand the development of light vehicles in the carriage trade. What are commonly spoken of as carriages are today of small moment to the manufacturer. The automobile has supplanted this heavier type of vehicle almost wholly, and that within the past five years. This reduces the manufacture practically to the making of light vehicles, such as buggies, light phaetons, road wagons, light delivery wagons, both open and closed, stan-  
hopes and surries. Light vehicles have in-

creased in recent years in production and quality. The elimination to a large extent of heavy carriages has made, to the class unable to buy any grade of automobile, the light vehicle more of a necessity; hence its greater production. And because of this fact the manufacturer has effected greater economies.

There have been no changes in the past twenty-five years in the hardwoods used in the manufacture of light vehicles. The styles have, however, undergone a decided change, quite turned around, as it were. From scrollwork of many types light ve-



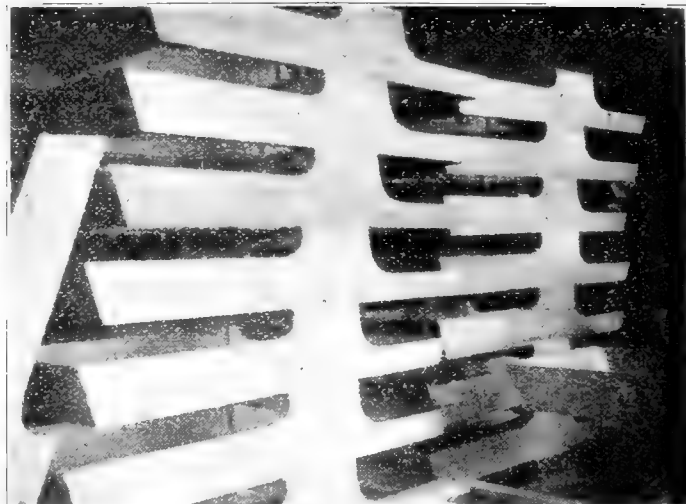
VIEW IN HICKORY PILING SHED, STUDLEBAKER MANUFACTURING COMPANY.



VIEW IN POPLAR YARD, STUDLEBAKER MANUFACTURING COMPANY.



STACK OF SEATS FOR LIGHT VEHICLES



TYPE OF BODY USED ON LIGHT VEHICLES.

the axes factory, though maple and ash are used in small quantities. In the hubs elm has exclusive use. The poles are always made of hickory, either shellbark or the black variety. This is also true of the reaches, rims, shafts, single trees, double-trees, spring lars, cross bars and neck yokes. Felloes, being the other remaining part, are confined entirely to wagons.

Wagon manufacturers generally buy their wheels already built, but they are constructed according to specifications. The hubs are furnished by the mill men in blocks cut to specified length and dried in blocks. They are turned at the factory as they are used, before going through the kilns. Rim strips reach the factory in the rough, cut to certain desired sizes. They are shipped green and bent and finished before being used. The spokes are always finished by the spoke manufacturer, being turned and finished, except the tenon, after they are thoroughly seasoned.

The purchase of parts from separate factories has been rather a big problem with the carriage manufacturer. In many cases

manufacturers have been known to buy parts and leave them lying about in exposed places until they were ready for use, before attempting the necessary finishing and seasoning. This has had a bad effect, for the wood, particularly if green, will undergo slight changes. But the manufacturer has learned that it is necessary on receipt of the parts immediately to put them through whatever finishing or seasoning is required and then to assemble them ready for immediate use. As soon as this is done the parts are sent to their respective departments without delay. And this is one of the prime factors entering the "turning" of the stock carried, since the manufacturer figures on having his stock turned once in one, two or three years.

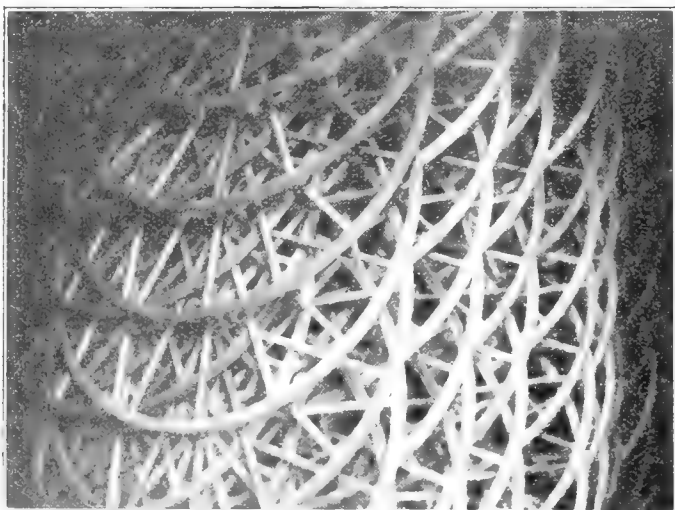
For the bottoms of light delivery wagons and buggies yellow pine strips, white ash for sides on open delivery wagons and white ash and maple in building up seats on both are used.

Gum is now being experimented with in

the seats of light vehicles with remarkable results. Lumber buyers are free in their expressions that gum soon will be used for wagon and buggy sides.

Builders of light vehicles are large users of dimension stock, and the best that can be had in the market is always required by them. Carriage manufacturers buy ahead in order to avoid financial depressions rather than to gain by fluctuation of prices. It is often the case that stock ordered is not delivered for several months, and it becomes necessary to anticipate this, as much as any other fact, in keeping sufficient stock on hand.

The illustrations shown here were secured from the Studebaker Carriage Company of South Bend, Ind., as well as much of the data. This concern carries approximately 57,000,000 feet of hardwood on hand all the time, turning it once in three years. Its plant covers seventy five acres of ground, with eighty sheds 250 by 400 feet each for housing the timber.



PART OF 1,000 SETS OF WHEELS AT STUDEBAKER FACTORY.



BODY OF ELECTRIC COUPE.

# Machinery for Broom Handle Manufacture

By H. B. ALEXANDER

Success in the broom handle business, like every other phase of the woodworking industry, depends to a large extent upon the type of machinery used. Years ago manufacturers were forced to carry on this line of work in a rather primitive way. Gauge lathes were used, and these were not equipped with self-centering devices or provided with any means of carrying the cutter-head back without its touching the pattern, as with the modern gauge lathe. The stock was ripped up to proper sizes and lengths, and then the operator would take the square and center the front end on the point of the head stock, and then center the other end on the tail block. Then with a hand wheel he would tighten up the tail blocks so as to drive the blank, and by tripping the screw box on the traveling cutter-head would turn a handle. As the cutter-head passed over the end of the handle, the operator had to release it and get it out of the way in order to allow the cutter-head to go back. This was a very slow way to turn out handles, but doubtless some of the best broom handles ever made were produced in this manner. The best feature about handles made in this way was that they were turned straight, and a good operator could get a straight handle and a good one out of a crooked square. The most unsatisfactory feature about modern lathes is that if the blank is crooked the handle also is crooked. Nor can it be said that this old method of producing handles was such a slow process, for good men on piece work, in a day of ten hours, could turn out as high as eighteen hundred handles, which is really quite as much as some operators can show as a result of a day's work with an up-to-date lathe.

One of the most important machines used in the handle factory is the cut-off saw. There are a number of different styles of this saw, but the one that is in most common use is the overhead swing. Doubtless this saw has any number of good features, but it also has some unsatisfactory ones, as it is simply impossible to cut a true line with it when the stock is of any considerable width. The trouble seems to lie in the fact that the saw is on one end of the arbor and the handle holds on the other. In cutting off a wide board the saw resists and holds back, and as it is pulled to make the cut it dodges and the frame twists enough to permit a variation of sometimes half an inch on a twenty-inch cut.

In a certain factory there are two swing saws and both of them have as a counter-shaft a shaft that is fastened to the supports and all three of the pulleys are loose ones. Now there is an objection to this arrangement right here. Instead of making the pulley that drives to the arbor and the one that drives this one separate, to save expense an extension has been made on the small drive on one side and a rim added and used to

drive the saw arbor. The result is that there is an uneven pull on the stationary counter-shaft and it has been necessary to replace this shaft three times in the last year, as it wears rapidly and almost breaks in two.

The so-called railroad saw is perhaps the most satisfactory one for handle men, for the reason that it works from below and there is a more even pull on it. It cuts stock almost perfectly square. Now, I am well aware that a good many of the would-be handle men do not think that it is necessary to be so particular, but after a season's try out they will probably have quit the business.

Another important tool in handle production is the rip-saw. This may be selected from any number of styles, according to what suits the fancy, purse and business ability of the operator. Here to quite an extent lies the success or failure of a handle factory, as it is a very easy matter for operators to spoil enough lumber in an hour or so to offset an entire day's profit. Good rip-saw men are scarce, and when one is obtained he should be kept, as it will often be found next to impossible to replace him in a short period of time.

I have used the plain single saw, hand rips, the same with power feed, and also gang saws with power feed and out feed, and I believe that the best machine that can be bought is none too good. There is much to be learned about these high-class gang self-feed saws, but a handle man must learn all if he expects any degree of success. As a rule handle men start out by putting on five or six saws and try to rip dry hard maple at high feed. It does not take long to find out that this will not do at all, and when they have gained some experience along this line they will run two saws slightly speedier than the lowest feed. They will also find that their saws have to be fitted somewhat different from the way they were accustomed to fit them on their old hand feed saw or they will soon burr up and get full of cracks. When they have learned all this and have found a good man for each end of the work and have them broken in to the proper way of doing things they will be highly satisfied with their saw and wonder how in the world they ever made handles without it.

The off-bearer on this kind of a saw must be a very efficient man and have a good eye. To him comes the important duty of seeing that there is no stock ripped up that will not make handles, and yet he must not throw out any piece that will produce a single good blank. He must notify his partner at once if the guide slips so that the squares are off-size, and he must pile the blocks on his truck in orderly fashion. Such a man is a valuable employe in a handle factory, one hard to find and when obtained and trained into the right way of doing things should be encouraged to become a permanent fixture at the plant.

When the cat's away the mice will play—this is as true of men as it is of mice, at least of a great many men. To their disgrace it may usually be found in a shop that there are a number of workmen who make it a point to put in as much time dawdling over their work as possible whenever the foreman is away. The keen, watchful foreman can usually tell not only that work has been neglected but also who the idlers are. The day's work usually shows a sufficient falling off from the average to make watchfulness in this respect necessary and the idlers will undoubtedly find themselves without jobs and without recommendations when they are least expecting it.

\* \* \*

Stockholders as employees—this is a question of them? I have heard any number of factory operators say that this plan is a good one, but is it? The prevalent idea is, of course, that if an employe is a stockholder he will work to the interest of the firm more assiduously, but what I have seen of this does not entirely bear out this statement. If the employe happens to be a foreman this may be the case, but I have found that in a number of instances the foreman has bought stock merely, as it were, to cinch his job, and then thinks he can't lose it, and so works just when and how he pleases. In other cases the men work well enough but seem to think that as stockholders the foremen have no control over them, and they also try to boss the rest of the men, and any factory owner will realize what that means. The average employe expects to be directed by a foreman, but he will not stand for anybody else assuming this right, and it is said that several strikes have been caused by this thing alone. Stockholding employes also seem to have an idea that they should receive more pay than the other men doing the same kind of work. A shop where all the men are stockholders might work well, but the success of the one in which only a few own stock would be doubtful and it would seem wisest that none of the workmen be stockholders with the exception possibly of the foreman.

The handle business just now is prosperous. The usual crop of greenhorns quit business last fall and gave the regulars a chance. However, from reports from various directions there are quite a few factories starting up in this line, so that undoubtedly the failures next year will be quite as heavy as this. Some of these new factories are sending out reports that they are going to make from five to six thousand handles a day on one lathe! They might as well say that they don't know a thing about the handle business and be done with it. There is not a lathe made that will turn out anything like this number of handles in a day. These concerns may make sticks of some kind but not handles.



A very valuable machine in the broom bundle business is the tumbler for drying and polishing the bundles after they are turned to shape. This machine is made of steel and accomplishes the drying and polishing of bundles in much less time than by the old method, combining the two processes of drying and polishing. The Cadillac Machine Company, manufacturer of a complete line of broom bundle machinery, makes a particularly valuable type of steel tumbler.

### Meeting Philadelphia Exchange

The regular monthly meeting of the Lumbermen's Exchange was held February 3. President Herbert Robinson occupied the chair, but as he was obliged to leave before the close of the session to attend the annual meeting of the New York Lumber Trade Association, Vice-President Franklin A. Smith presided over the remainder of the meeting. R. B. Rainor & Co. were elected to membership in the exchange.

S. B. Vrooman, chairman of the Forestry Committee, who with Frederick S. Underhill attended the twenty-ninth annual meeting of the American Forestry Association, held at Washington, January 18-19, presented the following report:

At a meeting of the advisory board it was decided to employ speakers to deliver illustrated lectures in different localities on forestry and arouse some enthusiasm on the subject, at least plan a campaign of education. At the banquet speeches were made by the president, by Mr. Guild, former chief forester, and Mr. Pinchot, who received a splendid ovation and who assured the members that the new chief would carry out the policy that he himself had outlined. Maxwell also made a whirlwind speech, pointing out the evils of deforestation and the pressing need of immediate action in acquiring the Appalachian and White Mountain reserves and any other desirable tracts of timber lands that might be secured. At the meeting on Wednesday there was considerable discussion and an address was made by the chairman of the Women's Clubs of the United States, who assured the convention that something was bound to happen now, as from now on the association would have the help of 800,000 women, who were all deeply interested in the preservation of our forests, and who would bring the needs of the cause before "the man behind the roast," and either induce him to do something or roast him. A list of the representatives who voted for or against the Weeks bill on March 1, 1909, was circulated and a motion was passed unanimously that each Lumbermen's Exchange take the matter up in the different states and find out, if possible, why those who voted against the bill did so and if possible get them to vote for the bill when it comes up in the present Congress.

Your committee would recommend that the representatives of our own state be requested to vote for the bill. It feels encouraged and hopeful of something being eventually accomplished.

S. B. VROOMAN, Chairman

The report from the Car Demurrage Bureau of Philadelphia stated that during the month of January there were received in the vicinity of Philadelphia 1,730 cars of lumber, amounting to 25,800,000 feet.

### New Red Book Out

The Red Book, published by the Lumbermen's Credit Association, has just made its semi-annual appearance. It is a careful revision of previous editions and shows the usual increase in size commensurate with the growth of the trade it has faithfully served for more than a quarter of a century. William Clancy, president of the institution, is uncompromising in his devotion to the business he founded and therefore it receives the benefit of his mature judgment in all matters appertaining to the agency business. The agency is free from entanglements with outside influences or affiliations with business men in the lumber trade, so that every element of favoritism is eliminated and reports and ratings are bound to be unbiased, which ac-

counts for the Red Book service being generally recognized as the authority for lumber credit information. The Red Book has a larger circulation than other publications designed for the same trade and more care is exercised and more money is spent judiciously in securing accurate information; therefore, those who place quality above the idea of saving a few dollars on the initial cost of a credit service should subscribe for the Red Book.

### Meeting Memphis Lumbermen's Club

The semi-monthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso, February 5, at 1 o'clock, and the usual luncheon was served. One of the features of the gathering was the discussion of the co-operation of the club with the committee of forty appointed by the Business Men's Club from among the business organizations of Memphis in bringing new industries to this city and in otherwise increasing the prestige of Memphis in the matter of population and commercial and industrial importance. There were several members of this committee present who addressed the club, including C. P. J. Mooney, managing editor of the Memphis Commercial Appeal; President Tutwiler of the Memphis Street Railway Company; President F. W. Faxon of the Business Men's Club, and F. N. Fisher, superintendent of the Louisville & Nashville Railroad, with headquarters at Memphis.

At the last meeting of the club, C. D. Hendrickson introduced resolutions providing for the appointment of a committee of five to solicit funds to be used in bringing new woodworking enterprises to Memphis. His resolutions were referred to the publicity committee, who, after a conference with the committee of forty from the Business Men's Club, recommended that the Lumbermen's Club join with the committee of forty in efforts to secure new woodworking enterprises instead of launching an individual movement of its own to the same end. This recommendation was accepted by the Lumbermen's Club and the latter will have representation on the executive committee of ten as well as on the larger committee of forty. The club does not, as an organization, agree to pay any specified amount, but the lumber firms in Memphis will be asked to make such contributions as they may be able in connection with this matter.

W. R. Barksdale, chairman of the entertainment committee, recommended February 21 as the date for the annual banquet of the club.

J. W. Thompson, one of the trustees of the National Wholesale Lumber Dealers' Association, appealed to the lumbermen present to attend the annual convention of that body which will be held at Hotel Sinton, Cincinnati, March 2 and 3. He furthermore moved that a committee of three be appointed to represent the Lumbermen's Club at that gathering. This committee will be appointed by President S. C. Major. Messrs. Thompson and Starke will spend some time during the coming week in soliciting new members for the association.

Three new associate members were elected: W. E. Hoshall of Hoshall & McDonald, New Orleans; John McDonald of McDonald Brothers, Helena, Ark.; and W. T. Updegraff of the Helena Hoop Company, Helena, Ark. Mr. Hoshall was the first secretary of the Lumbermen's Club of Memphis and it was in his office that the club was launched.

Resolutions were offered by the resolutions committee in connection with the recent death of I. M. Darnell, president of the Darnell-Taenzler Lumber Company. These were formally adopted by the club, copies were ordered spread on the minutes and also sent to the family of the deceased.

### New Wholesale Concern for New York

The DeWitt Lumber Company, a recent corporation under New York laws, has opened offices at 1 Madison avenue. The officers are George DeWitt, president and general manager; John H. Hillman, secretary and treasurer. The company will wholesale a general line of lumber, making hardwoods a specialty.

George DeWitt is a popular young lumberman and one born to the trade; his affable smile and pleasant personality renders him always a pleasing party to deal with.

He started in the lumber business about twenty years ago with the Laurel Hill Lumber Company at Somerset, Pa., commencing as lumber handler in its yards. After a short period he was promoted to the carrying of slabs, and later filled every position connected with a portable sawmill. After remaining some time with this company he spent a year in the woods for the Otter Creek Lumber Company, after which he accepted a position with the Mackie Lumber Company of Piedmont, W. Va., with which he remained about seven years as lumber inspector, afterwards going with J. H. Becker & Co. of Marietta, which firm was finally incorporated under the name of Barr & Mills, Zanesville, O. He went East about five years ago, when Barr & Mills opened an office in New York City, making his headquarters in Philadelphia. A little more than two years ago he took charge of the hardwood department for Horace G. Hazard & Co. of Philadelphia, which concern he succeeds in the hardwood end of the business.

### Destructive Baltimore Fire

A most destructive fire on February 1 swept away the yard and stock of the Eisenhauer-MacLea Company, on Central avenue, between Eastern and Canton avenues, Baltimore, Md., and destroyed other property in the neighborhood to a value of more than \$300,000. The stock of the Eisenhauer-MacLea Company, the largest and best assorted in the city, was composed of fine grades of mahogany, walnut, oak, ash, chestnut, poplar and other woods, and was especially heavy at this time, as the company was preparing for a brisk demand. Daniel MacLea, a member of the company, estimates that there was not less than 3,000,000 feet of all kinds of woods in the sheds and adjoining yard. Most of this stock was in fine condition, being under cover, and was perfectly dry, so that when it began to burn there was no checking the flames.

For hours the fire raged and the piles of charred lumber smoldered for several days. The cause of the blaze is unknown. The Eisenhauer-MacLea Company was well insured. It has secured a temporary office at Eastern and Central avenues, in what was formerly a saloon. It will be difficult, however, to assemble such a fine stock of hardwoods as that destroyed, which included mahogany and other choice woods that had been seasoning for years and required much time and patience to assemble.

### Coe Manufacturing Company Reorganized

The Coe Manufacturing Company, Painesville, O., has emerged from its receivership with a complete reorganization, all creditors of the concern having been satisfied.

The new directorate consists of the following men:

R. C. Moody, president Cleveland Machine & Manufacturing Company, Cleveland, O.; A. W. Ellenberger, president Worden Tool Company, Cleveland, O.; Ira B. Bassett, president Bassett-Presley Company, Cleveland, O.; L. J. Cameron, cashier Central National Bank, Cleveland, O.; F. M. Murray, president Painesville National Bank, Painesville, O.; H. A. Hammer, attorney, Painesville, O.

The officers are R. C. Moody, president; F. H. Murray, vice-president; Geo. P. Steele, treas-

urer: L. F. Cameron, secretary; H. P. Coe, for many years connected with this business, will be general sales agent. With these gentlemen at the helm, the future success of the reorganized company is guaranteed.

In August of last year the concern was forced into a receivership, R. C. Moody and L. J. Cameron being appointed receivers. Mr. Moody and Painesville residents, who were interested as stockholders, have labored continuously since that time for a successful readjustment of the company's affairs.

As the result of an appraisal of the property and assets made by the American Appraisal Company, Milwaukee, Wis., the company has been re-financed in a satisfactory manner and future success is assured.

Successful operation of the business since the failure of the old company has convinced receivers and creditors that with a perfected reorganization the company could and would meet all its obligations and prove a paying investment to those who financed it.

The books now show a large amount of present business, while the prospect for the future is promising. Large orders from the Philippine Islands, Russia and Japan are in sight, while the domestic market has never looked brighter.

### Hamilton Lumber Company

Col. F. M. Hamilton has sold out his interest in the Indiana Lumber Company of Nashville, Tenn., after having served that company as president since its incorporation more than twenty-five years ago. He will organize with his son, J. A. Hamilton, the Hamilton Lumber Company, of which the two will be sole proprietors.

Colonel Hamilton is a native of Indiana and started in the lumber business in 1869. He went South in 1877 and a year later took a responsible position with the Indiana Lumber Company, which had just been established at Nashville. This concern was run as a partnership until 1883, and was then incorporated with a paid-up capital stock of \$100,000, Colonel Hamilton being elected president.

Colonel Hamilton is an experienced lumberman, with a wide acquaintance in the hardwood trade. He has several times held office in the local association and has been closely identified with various other hardwood organizations. His thirty years' residence in Nashville has placed him in a high position socially as well as in the business world.

His son, J. A. Hamilton, upon graduating from high school, engaged with the Indiana Lumber Company and has long since made a place for himself in the ranks of competent lumbermen. Most of the active work of the new concern will fall to him.

The offices of the Indiana Lumber Company will serve as headquarters for the new concern.

### Wisconsin Lumber Company to Have Large New Mill

The Wisconsin Lumber Company of Chicago announces having awarded contracts for the erection of a large double bandmill at Huttig, Ark. It is expected to have the plant in operation some time in August. Besides the regular equipment, auxiliary machinery for the manufacture of hubs, belt rims and wagon stock will be installed.

The plant will be located conveniently near the 200,000,000 feet of white oak owned by the Wisconsin Lumber Company, which expects to be able to operate on that site for twenty years.

The Filer & Stowell Company, Milwaukee, Wis., will furnish the sawmill machinery; Casey-Hedges Company, Chattanooga, Tenn., the boilers, and the engines will come from the Porter-Allen people. T. R. Helms has the contract for erection.

### A Handsome Badge

The badges furnished at the recent convention of the Hardwood Manufacturers' Association at Cincinnati were donated by Joshua Oldham & Sons, Brooklyn, N. Y., the well-known band, circular and gang saw manufacturers. These badges are of an attractive appearance that would warrant their being used permanently as watch-fobs. The pin is attached to the back of an eagle with outstretched wings, holding in its talons a shield on which is the registration number and to which are attached two streamers bearing the inscriptions "Cincinnati" and "Feb. 1-2-3, 1910." A black leather strap with a brass buckle is suspended from the back of the shield and holds the insignia. The body of the



ATTRACTIVE BADGE PRESENTED TO H. M. A. CONVENTION VISITORS BY JOSHUA OLDHAM & SONS.

medal is gilt and has in the center a raised outline map of the United States in white with a red border and bearing the inscription "Hardwood Manufacturers' Association of the United States." Behind the map is an embossed, conventional design of green trees. The back of the medal is plain and engraved with words of presentation from Joshua Oldham & Sons to the Hardwood Manufacturers' Association.

This design has been adopted as the official insignia of the Hardwood Manufacturers' Association.

### Doings in the Forest Service

Gifford Pinchot spoke before the National Arts Club of New York on February 9 and in his talk made a strong plea for the forest rangers of the service. He denounced in forceful terms the action of Solicitor McCabe, who, in the few days in which he served as acting forester, following Mr. Pinchot's resignation, did his best to make it appear unlawful for the government to provide

collegiate training for those rangers who, in the estimation of the chief forester, merit such advancement.

These actions of Mr. McCabe resulted in an order from the Comptroller of the Treasury to discontinue what has always been of direct public benefit.

Mr. Pinchot made his appeal in the following speech:

"Upon my dismissal, the solicitor of the Department of Agriculture, George P. McCabe, was made acting forester for three or four days. It appears that he learned of the rangers' schools at the four state universities of Montana, Washington, Utah and Colorado, and sent telegrams to the dispersing officers in the field to pay no expense connected with them. These telegrams were kept secret.

With equal concealment a letter was prepared and sent to the Comptroller asking for a speedy advanced decision as to the legality of the rangers' schools. This letter was clearly intended, and was so framed, to secure a decision against the school, and it was successful in doing so.

This letter is a misrepresentation, because it omits to state the central, essential, incontrovertible facts: First, that the Forest Service must have trained rangers; second, that it can get them only by training them after they enter the service. It follows that the training of the rangers by the service is necessary, clearly and undeniably, for the "administration, protection and improvement of the national forests." Being necessary for that purpose, it falls well within the terms of the agricultural appropriation bill, and is therefore lawful.

Consider now the situation under which this decision of the comptroller was obtained. The solicitor of the Department of Agriculture is the officer charged with promoting the welfare of the department on the legal side, yet he made no attempt to assist the service in this matter. On the contrary, he led the secret attack upon it.

The whole proceeding is not seen in its true light until we realize its effect on nearly two hundred of the best young men in the Forest Service, who were officially ordered to those schools for instruction. These rangers are poor men, working for from \$900 to \$1,300 a year, and they need their pay. Yet they will lose their pay for the time they attended these schools and the money already advanced out of their pockets for expenses.

It is a cruel and needless loss, but the fine loyalty of these rangers to their work is shown by the fact that half of them have stayed on at the rangers' schools at their own expense in order to better learn their public duties. I do not believe the people can afford to let that devotion stand unrewarded.

Of course Solicitor McCabe states that this accusation is "absolutely untrue" and that he did not initiate this action without consulting any one in the Forest Service.

Secretary Wilson has issued an order which places the law force for the Forest Service under the supervision of the Agricultural Department, represented by Solicitor McCabe. It is believed that this action is traceable to the difficulty in which former law officer Shaw of the Forest Service became involved in connection with the Glavis charges. From now on the law officers of the service, instead of being practically independent as heretofore, will be under the orders of the solicitor of the Secretary of Agriculture.

L. F. Kneipp has been appointed assistant forester in charge of the department of grazing, succeeding Albert F. Potter, who has gone to Washington to take the place of Overton W. Price, recent assistant to Gifford Pinchot. The successor to Law Officer Shaw will be P. P. Wells.

The plans formulated by Gifford Pinchot, reclassifying the forest land, stand approved by President Taft, and more than 4,000,000 acres of public land formerly included in the forest domain have been made available for homestead settlement.

### A New Plant for the Consolidated Fuel & Lumber Company

The Consolidated Fuel & Lumber Company of Negaunee, Mich., will erect a new hardwood flooring mill in that city on the old Pioneer furnace site. The mill will be up-to-date in every detail and will have a daily capacity of 50,000 feet.

Work is already begun on the new structure, and the management expects to start manufacturing April 15. The bulk of the machinery has

been ordered, but none of it will be delivered inside of thirty days.

The company has secured the privilege from the Cleveland Cliffs Iron Company of utilizing the old furnace engine house. This is a brick structure 101 feet in length by 24 feet in width, with a wing on the north side 18 by 24 feet. The Consolidated people will construct a dry kiln with dimensions of 135 by 24 feet, connecting with the wing on the east side and extending some feet beyond the east end of the main building. A boiler house will be erected on the west side.

Tracks will be extended to the east end of the dry kiln building and all the lumber will be received at that entrance. The kiln will have a capacity of 50,000 feet. Edger, matcher, band resaw, end matcher, cut off and twin saws will all be in one room, from which the flooring will pass directly to the warehouse.

The management has not yet decided whether to operate with steam or electric power, but all of the drying will be done by steam coils. It is claimed that green lumber will be thoroughly dried in four days.

Major Winter, who is a prominent stockholder in the company, can take most of the credit for securing the enterprise for Negaunee. It will be of considerable commercial importance to that municipality, providing steady employment for from twenty to forty men in addition to the Consolidated company's present force.

Several large tracts of maple stumpage have been purchased by the company in the vicinity of its mill and a supply of excellent stock is insured for several years to come. Logging will all be done by contract. The principal product of the new concern will be maple flooring.

The new plant will cost in the neighborhood of \$40,000, the bulk of which will be raised by the sale of 30,000 additional shares of stock voted at the recent annual meeting held in Ishpeming. There has been no difficulty in disposing of this issue as practically all the stockholders have already asked for their allotment, and many have expressed the desire to purchase any shares that are uncalled for. The Consolidated company is regular in its payments and Manager R. P. Bronson with his assistants handle its affairs in a capable and efficient manner.



FREDERICK JAMES JEFFRIS

#### Marriage of Chicago Lumberman

Frederick J. Jeffris, the genial secretary and treasurer of the Chicago Car Lumber Company, with offices in the Pullman Building, Chicago, was married on January 26 to Miss Gladys Osborne, daughter of Mr. and Mrs. J. Harrison Os-

borne, of the Patterington apartments, Graceland avenue, Chicago. The ceremony was performed at 4:30 in Francis I room of the Congress hotel. The couple sailed on February 2 for an extended European tour and carried with them the hearty good wishes of their many friends.

#### Obituary

JOHN W. POTTER.

John W. Potter of the lumber firm of Potter & Gardiner, Providence, R. I., died of typhoid fever after an illness of two weeks on Tuesday, January 25, at St. Petersburg, Fla., where he had been spending the winter with his wife. Mrs. Potter was with her husband at his death and accompanied the body to the Potter home, 451 Broadway, Providence, where the funeral services were held.

Mr. Potter was one of eight children of the seventh generation of his family in this country. Among his ancestors are numbered many names directly connected with events of importance in the colonial history of New England, and his father, Col. Isaac Potter, who died in 1902, was famous in Civil War times.

The late John W. Potter after finishing his course at Worcester Academy returned to the home farm at Scituate, but soon went to Providence, where he engaged successfully in the real estate business for several years. In 1880 the original partnership of Potter & Gardiner was formed, James S. Gardiner being the first partner. At his death Mr. Gardiner's son, Charles C. Gardiner, became the junior member of the firm, this arrangement continuing up to the present time.

Besides his connection with the Potter & Gardiner concern, Mr. Potter was chief executive of the L. H. Gage Lumber Company of Providence and Memphis and was connected with the Crittenden Lumber Company, operating in Arkansas.

Mr. Potter was born December 31, 1828, at Scituate, and since young manhood had occupied a prominent position in the business and municipal affairs of that city. His standing as a business man had always been of the highest and his reputation one of strict honesty and integrity. He was twice married, and is survived by his second wife, Adelaide Stockbridge Potter, and several nieces.

I. M. DARNELL.

I. M. Darnell, president of the Darnell-Taenzer Lumber Company, Memphis, Tenn., succumbed to what was probably a stroke of paralysis at St. Petersburg, Fla., Monday evening, January 24. Mr. Darnell had had several such attacks and while this is not definitely acknowledged to have caused his death, such was probably the case.

Mr. Darnell began his active participation in the lumber business in 1856, when he erected what is said to have been the first circular saw-mill in Owen county, Indiana. This mill was successfully operated up to the time of the Civil War, when its owner enlisted in the Union forces, serving until he was wounded, in 1864. The old mill was removed in 1866 to Worthington, in the same state, and here the deceased remained for several years.

The first Tennessee operations were begun in 1882, when a more up-to-date mill was constructed in Dyer County, R. J. Darnell joining his father in the business. They continued on that site for a year and removed to Lauderdale County. H. Y. and W. S. Darnell, two other sons, were made members of the firm two years later, and in 1887 the first Memphis hardwood yards of the concern were opened, although the Memphis mill was not constructed until eight years after. Following the withdrawal of the first son, R. J. Darnell, the firm united with the E. E. Taenzer corporation, forming the Darnell-

Taenzer Lumber Company, under which style it has continued to the present. The elder member of the Darnell family headed the new business up to the time of his death, but of late has not been actively associated in its affairs.

Mr. Darnell's demise will be the cause of sin-



THE LATE ISAAC M. DARNELL

cere sorrow on the part of his many business and social friends.

He is survived by his widow, Mrs. Emma Darnell; a sister, Mrs. Jeanette A. Branham, of Spencer, Ind., and the following children: H. Y. Darnell, Dyersburg; R. J. Darnell, W. S. Darnell, Memphis; Jennie Darnell, St. Petersburg, Fla., and Mrs. Edward Hazeltine, Terre Haute, Ind.

The remains were taken to Terre Haute for interment, all the members of the family being present at the services.

#### February Meeting Cincinnati Lumbermen's Club

The February meeting of the Lumbermen's Club of Cincinnati was held at the Gibson House Feb. 8, with the usual dinner. In line with the announcements, the meeting was a lively and interesting affair. During the dinner the guests were entertained by the famous Smoketown Sereaders, the Pork Chops Band.

The menu disposed of, and while coffee and cigars were being passed, J. H. Baird of the Southern Lumberman, guest of the evening, arose and apologized to President Cliff Walker for usurping his prerogative in calling the meeting to order, but said that in so doing he was carrying out the wishes of Mr. Walker's hosts of friends. He said that it had often been observed that, in calling the meeting to order, Mr. Walker had had to fish around in his pockets and bring up a bone handle, with a collection of blades of various sizes and shapes on both sides, and a pruning hook attachment on the end, with which he proceeded to rap the chinaware, occasionally breaking it. Then, on behalf of his many friends among the delegates to the late convention, and in appreciation of his work in getting up the greatest entertainment ever given a lumber convention, Mr. Baird presented him with a handsome ebony and ivory gavel as a slight token of the appreciation in which President Walker is held by those who visited the city and the members of the club.

President Walker thanked Mr. Baird and the members in a few graceful words and immediately put the gavel into use by rapping for order and announcing that if there were no objections the minutes would be dispensed with.

The secretary read a telegram from H. H. Gibson, advising the members that a package of 100 copies of the last edition of the DAILY HARDWOOD RECORD had been sent to the Business Men's Club for distribution.

The chair announced that a speedy adjustment had been made of the first case presented to the new arbitration committee, to the satisfaction of the contending parties.

The secretary presented the resignations of the United Building Material Company and the Cincinnati Hardwood Lumber Company, both of which were accepted.

The application of the New River Lumber Company for membership was reported upon favorably by the membership committee and the executive board. The chair ordered the ballot spread and the New River Lumber Company was unanimously elected to membership.

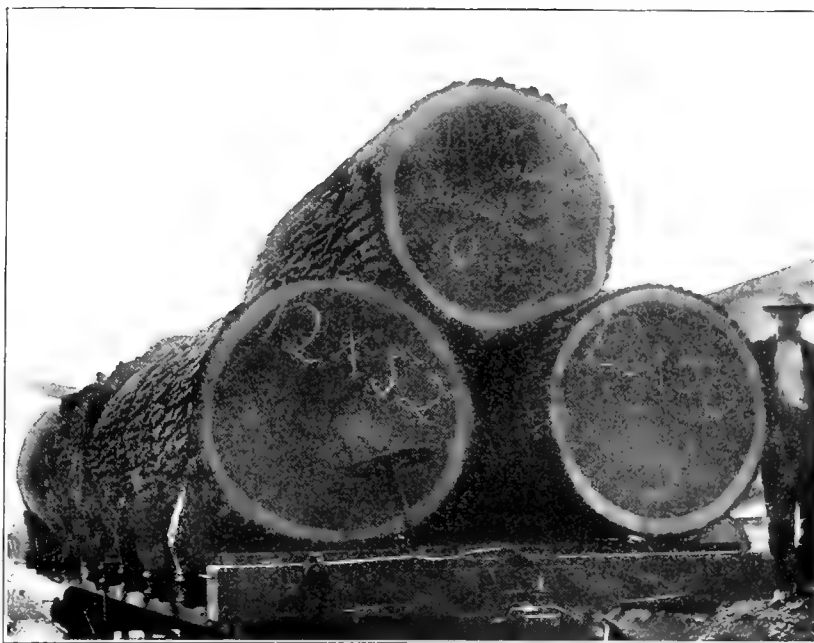
The club then took up a discussion of advertising Cincinnati as a hardwood market. This matter was gone into at length, and it was finally decided to make the question of advertising the special order of business at the next meeting.

W. A. Bennett then spoke in regard to entertaining the convention of the National Wholesale Lumber Dealers' Association, which will be held in Cincinnati March 2 and 3. He stated that the association will have a banquet for the attendants the first evening, and that he thought the Cincinnati lumbermen should furnish some sort of entertainment for the second evening. He moved that a committee of five be appointed to look after the matter, and stated that he wished Joseph Bolser might be one member, as he had already been selected by the executive board to arrange the details of the banquet at the Sinton. Mr. Bennett suggested that the entire affair be placed in the hands of the committee, with full power, and that Mr. Bolser be made chairman.

The president then appointed the following committee to look after the entertainment for the National Wholesale Lumber Dealers' Association: Fred Mowbray, W. E. Delaney, Joseph Bolser, Chester F. Korn and B. F. Dulweber.

Thomas C. Powell, vice-president of the Cincinnati, New Orleans & Texas Pacific Railway then addressed the club on railroad rates and other interesting matters. After some discussion on this subject the meeting adjourned.

There were present: A. Schmidt, W. T. Johnson, R. L. Gilbert, G. M. Morgan, E. Stemmelin, C. Groves, J. H. Baird, J. H. Whaley, J. L. Strickland, F. H. Duling, W. A. Bennett, S. E. Giffen, R. C. Hook, G. W. Hand, H. R. Welling, J. Van Orsdel, J. E. Dulweber, Ferd Brenner, C. J. Allen, C. F. Shields, D. Hinckley, K. J. Williams, C. S. Walker, W. S. Sterrett, W. I. Rees.



FINE POPLAR LOGS BELONGING TO J. V. STIMSON

D. C. Gritman, J. Watt Graham, A. R. DeLeon, H. R. Browne, J. N. Powers, W. H. Flinn, F. E. Radina, E. J. Thoman, G. C. Ault, T. B. Stone, S. G. Boyd, S. W. Richey, A. E. Hart, Geo. Fredericks, T. C. Powell, M. R. Williams, N. L. Heatton, R. McCracken, J. A. Bolser, L. S. Murdock, C. F. Korn, F. E. Linz, J. D. Serena, M. R. Short, J. H. Wehry, W. E. DeLaney.

### Some Poplar in Kentucky

The RECORD is indebted to J. V. Stimson of Huntingburg, Ind., and Owensboro, Ky., for photographs from which the poplar pictures on this page were reproduced. Big poplars in the Owensboro, Ky., section are scarcer than they were in the days of old, but they have not all been cut out by any means.

The logs pictured were ten-foot logs measuring from forty-seven to fifty-two inches in diameter. They were all loaded on one car. The tree cut ninety-two lineal feet out of the trunk and a ten-foot log above the fork, making one hundred and two lineal feet of logs cut from the tree, which is one of the largest poplars that has been cut in the state of Kentucky for a long time.

Mr. Stimson advises that this is only a specimen of a good deal of high class poplar that he is getting out of the Kentucky country at the present time.

### Annual Meeting Pennsylvania Lumbermen's Mutual Fire Insurance Company

At the annual meeting of the stockholders of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, January 25, a forty per cent cash dividend was declared on all policies that expire or terminate from and including February 15, 1910, to February 15, 1911, so long as the condition of the company in its judgment warrants such payment. This is an increase of five per cent over the dividend that was declared last year. Insurance in force as at December 31, 1909, amounted to \$12,408,056, as against \$10,533,860 December 31, 1908, an increase of \$1,874,195. Net cash assets as of December 31, 1909, were \$431,275, an increase of \$72,657, and surplus (fifty per cent basis) amounted to \$290,880, an increase of \$52,536.

Officers of company were elected as follows:

Edward F. Henson, president.

Richard Torpin, first vice-president.

W. Z. Sener, second vice-president.

Edwin H. Coane, treasurer.

Harry Humphreys, secretary.

Justin Peters, manager.

The directors include:

Edwin H. Coane, of Henry C. Patterson Company, Philadelphia; William O. Curtis, of Wm. Curtis' Sons Co., Boston, Mass.; R. R. Griswold, of A. Roberson & Son, Binghamton, N. Y.; Edward F. Henson, of Edward F. Henson & Co., Philadelphia; Harry Humphreys, of H. Humphreys & Co., Camden, N. J.; Louis A. Mansfield, New Haven, Conn.; T. Atkins Murphey, of Murphey Hardy Lumber Company, Newark, N. J.; Hugh McLean, of Hugh McLean Lumber Company, Buffalo, N. Y.; Albro J. Newton, of Albro J. Newton Company, Brooklyn, N. Y.; T. F. Ryman, of A. Ryman & Sons, Wilkes-Barre, Pa.; W. T. Sener, of G. Sener & Sons, Lancaster, Pa.; William Henry Smedley, of Smedley Bros. Company, Frankford, Pa.; Richard Torpin, of Richard Torpin & Co., Philadelphia.

The finance committee is composed of Edward F. Henson, chairman; Richard Torpin, Edwin H. Coane, W. Z. Sener, William Henry Smedley.

The auditors are: Emil Guenther, Philadelphia; Myron J. Kimball, Kimball & Prince Lum-



STIMSON'S BIG KENTUCKY POPLAR LOGS

at Greensboro, N. C.; Clayton W. Nichols, Philadelphia.

It is in fact, manager of the company, is at present on a business trip to Canada.

### Just Beginning to Wake Up

The smaller sawmill operators are just beginning to wake up to the fact that they are passing a good thing when they can install a gang edger.

There was when a gang edger was in vogue in a portable or small stationary mill; but thanks to the Gordon Hollow Blast Grate Company of Greenville, Mich., it is now possible to get a machine of this description proportionate in space occupied, power consumed and price asked to the mill in which it is to be used, be that mill large or small.

While the "Tower" line (as the company calls its edgers and trimmers) includes seventy-two sizes and styles of edgers, the Gordon Hollow Blast Grate Company makes a specialty of "pony" edgers for mills cutting not to exceed 20,000 feet in ten hours.

The "Tower" trimmers are made in ten sizes.

It is perhaps superfluous to mention that the manufacturer of the "Tower" edgers and trimmers is the same concern that has made famous the Gordon Hollow Blast Grate, which is recognized as one of the greatest steam producers and sawdust burners ever devised.

### Special Combined Skidder and Loader

The development of the steam skidder and loader during the past five years proves conclusively that, like the automobile, it has come to stay, and that the operator who keeps his eye on the cost sheet cannot afford to continue the use of old methods.

Any engine of sufficient power will skid a log and load it; how many a day, however, depends on many things outside of the engine itself.

The Russel Wheel & Foundry Company of Detroit, Mich., has recently brought out a combined skidding and loading machine, built for the Ingram Day Lumber Company, Lyman, Miss., that has a number of novel features, all of which have proved distinct improvements.

The machine, excepting the loading boom, is

constructed entirely of steel. It is what is known as the straddling type, that is, it straddles the track, resting on blocking, and is raised and lowered by means of power operated

hydraulic jacks of ample capacity, to insure rapid action.

The skidding is done by means of a Russel special heavy duty logging engine, cylinders 9 inches by 11 inches, 150 pounds working pressure. There are three skidding drums 30 inches

in diameter, 30-inch face, two of which only are in constant use, the third being only used in case of a broken line to avoid delay while splicing. This engine is also equipped with two drums for tightening the guy lines, and drum for a car spotting line.

ward approximately to an angle of 45 degrees from the center line of the machine.

The guy lines lead through the sheaves on the end of the hinged jib, through sheaves on the tower to two friction driven power operated drums on the skidding engine.



RUSSEL COMBINED SKIDDER AND LOADER. OPERATIONS INGRAM-DAY LUMBER COMPANY

in diameter, 30-inch face, two of which only are in constant use, the third being only used in case of a broken line to avoid delay while splicing. This engine is also equipped with two drums for tightening the guy lines, and drum for a car spotting line.

On the front end of the machine is a skeleton steel tower from which is suspended a vertically hinged jib, or triangle, from which the skidding sheaves are hung at the outer end, on each side of the jib just over the skidding sheaves is a guy line sheave.

The connection of the hinged jib at its upper end to the tower is not rigid, being provided with a spring arrangement similar to the draft rigging on a car.

It will be noted by this arrangement:

First—That there can be no interference between the skidding lines and the guy lines.

Second—That the guy lines cannot possibly interfere with the loading boom.

Third—That all strains due to skidding are absorbed by the guy lines.

Fourth—That all shocks are softened by the spring attachment of the jib.

Fifth—That an operator standing on the deck of the machine watching the hinged jib can bring it into an exactly central position with an equal strain on each guy line.

Sixth—Should one guy line stretch they can be equalized without any delay to the skidding or loading.

Seventh—Should a guy line break the jib will swing into the line of pull of the skidding line, relieving the tension on it and allowing the leverman time to release his friction before any strain is transmitted to the tower of the machine.

The loading boom is of the swinging type, having a hinged connection at its lower end to a turntable on which the loading engine is mounted and its outer end supported from the top of the tower.

The loading engine has two 8x10 cylinders for 150 pounds working pressure, and three drums, one operating the loading line and the other two for swinging the boom, by means of two wire ropes leading through sheaves supported on a steel frame projecting from the front of the tower.

The swinging of the boom is controlled by one lever and the action is quick and certain—the boom being locked in any position by placing the operating lever in a middle position. When the machine is being moved the loading boom is locked in a central position by a foot brake.

As the capacity of a skidding and loading machine must largely depend on the proportion of working hours it can be kept at work skidding



ANOTHER VIEW OF THE RUSSEL SKIDDER AND LOADER

constructed entirely of steel. It is what is known as the straddling type, that is, it straddles the track, resting on blocking, and is raised and lowered by means of power operated

The two guy lines are made fast one on each side of the machine, to any convenient stump or tree entirely without regard to their relation to each other, the lead of the lines may be back-



and loading, the designers of this machine had in mind the production of a machine with which a maximum amount of time would be consumed in work that would count for results and a minimum consumed by time lost in moving or in delays caused by the interference of any guy lines and between skidding lines and loading boom.

The accompanying illustrations clearly show how this has been accomplished, and advices from the purchaser of the machine express the highest satisfaction with its operation, design and construction.

#### A Generous Gift.

Joshua Oldham & Sons of Brooklyn, N. Y., recently donated to the museum of the Department of Forestry of The Pennsylvania State College an exhibit of the different kinds of saws manufactured by them.

Among these are many kinds of circular saws and two large band saws, one of which, over twenty-five feet in length, is stretched across one end of the museum. It was made especially for this position and shows in the one saw the different styles of teeth used on band saws and on one end is shown the make of the double band saw.

It forms a very interesting and instructive exhibit and will be used in connection with the course in lumbering.

#### Pennsylvania State College Forestry Students Studying Lumbering in the Woods

In accordance with the plan of developing the course in Forestry at the Pennsylvania State College along practical lines, the Senior class spent the month of January in the woods, studying logging methods and lumber mills. After studying the theoretical principles of getting a log to the mill and sawing it into lumber, the students visit lumber operation where they can see those principles carried out in a practical manner. They spend a month in the woods in lumber camps, where they watch the trees being felled and cut into logs and study the methods of swamping, skidding, loading and hauling the logs to the mill. The logs are then followed through the mill and the methods of sawing them into lumber and methods of handling, seasoning and storing the lumber are studied. Each student is furnished with an outline prepared for the purpose of investigating lumber operations, and presents a report descriptive of the plant studied and the methods of logging used.

Students are at Haleb, Mo., studying the operations of the Great Northern Paper Company in that region; at the Goodyear Lumber Company's operations at Austin, Potter county, Pa.; at Wheeler & Dusenbury's operations at Endeavor, Forest county, Pa.; at the operations of the Tomb Lumber Company and the Pocahontas Lumber Company in Pocahontas county, West Virginia; in the longleaf pine region with the Long-Bell Lumber Company at Longville, La., and in cypress work at Bowie, La.

The Forestry Department of the Pennsylvania State College is one of the largest forest schools in the country, having an enrollment of over 125 students.

#### F. A. Hall Joins Cameron Engineering Co.

F. A. Hall, who for the past twelve years has been manager of the chain block and hoist department of the Yale & Towne Manufacturing Company, whose general offices are at 9-13 Murray street, New York, and whose works are at Stamford, Conn., has resigned that position to accept election as vice-president and treasurer of the Cameron Engineering Company of Brooklyn.

Mr. Hall's successor will be R. T. Hodgkins, who for several years has been his chief assistant, and who is thoroughly qualified by experience and ability successfully to perform the duties of the position.

In his new connection Mr. Hall expects to make a specialty of trolleys and appliances for overhead handling of materials, and in connection therewith to make use of the Yale & Towne blocks and hoists, with the sale of which he has so long and prominently been identified.

#### Building Operations for January

Building operations for January, 1900, got up to expectations, as shown by all reports from some fifty cities throughout the United States and compiled by The American Contractor, Chicago. The aggregate gain over January, 1909, is a trifle over 5 per cent, and this may be ascribed to the severe weather which prevailed during the month. Thirty cities show a gain over January, 1909, from 4 to 480 per cent, and twenty-two show a loss from 9 to 89 per cent. The gains over 50 per cent are: Baltimore, 163; Dallas, 84; Des Moines, 125; Duluth, 160; Indianapolis, 55; Louisville, 104; Los Angeles, 173; Minneapolis, 59; Memphis, 486; Mobile, 118; Salt Lake City, 139. The particulars are shown in the following table:

City	1900	1909	Per Cent
Atlanta	8,046,577	8,501,779	28
Baltimore	976,500	1,170,500	161
Birmingham	169,848	220,000	22
Bridgport	87,785	141,720	59
Buffalo	418,000	501,000	24
Chicago	6,954,000	8,277,500	26
Cleveland	281,659	458,945	68
Chattanooga	57,045	51,095	11
Cheltenham	309,915	267,780	4
Columbus	67,265	120,338	44
Dallas	280,565	294,095	84
Denver	419,500	694,475	35
Des Moines	61,334	27,475	123
Detroit	720,150	708,150	9
Dublin	97,225	48,420	100
Grand Rapids	68,876	98,340	29
Hartford	100,155	93,925	6
Indianapolis	277,585	178,720	35
Kansas City	543,876	432,730	25
Louisville	271,956	132,830	104
Los Angeles	1,766,431	646,007	173
Little Rock	86,880	74,138	17
Manchester	79,650	708,400	89
Milwaukee	180,195	238,541	24
Minneapolis	602,265	577,810	29
Mobile	1,294,182	220,571	486
Monroe	81,220	118	118
New Haven	104,015	174,300	40
Newark	482,877	620,090	22
New Orleans	317,508	216,559	46
New York	7,281,470	7,921,433	8
Brooklyn	1,912,400	3,693,676	47
Bronx	2,686,450	3,214,375	16
New York	11,881,520	14,829,684	19
Oakland, Cal.	297,802	557,777	46
Omaha	287,635	275,550	4
Philadelphia	2,131,775	1,677,025	27
Pittsburgh	147,037	111,882	31
Pittsburg	576,935	684,614	15
Portland, Ore.	624,110	431,415	44
Rockford	230,646	215,964	4
St. Paul	554,592	285,576	21
St. Louis	1,161,090	1,124,219	29
San Antonio	190,157	197,895	5
Scranton	98,765	128,128	76
Seattle	1,274,975	867,546	46
Spokane	298,195	275,160	8
Salt Lake City	897,400	375,700	159
Tulsa	84,760	110,127	22
Tacoma	111,344	191,955	41
Waco, Tex.	81,645	115,985	44
Wicks, Pa.	70,324	64,090	6
Total	87,968,514	84,197,161	7

#### Important Meeting Philadelphia Retailers

The eighteenth annual convention of the Philadelphia Retail Lumbermen's Association was held January 27 and 28, at the Walton hotel and proved a most interesting affair. The Turkish room of the hotel was appropriately decorated with boughs of long-leaf yellow pine, cones, etc., and tiny white pine trees growing in tubs, presented by the Pennsylvania Forestry Commission, and which were affectionately borne away by the members of the association, to be planted and cared for as requested. These trees were grown in the state nursery at South Mountain.

An interesting exhibit of lumber-destroying insects was obtained from the Department of Agriculture at Harrisburg, through the kindness of H. A. Surface, State Economic Zoologist. Some very able addresses were delivered at this meeting, the most notable of which were by

Leslie M. Shaw, ex-secretary of the Treasury; W. L. Sykes, a well known lumberman in this section of the country, and George E. Bartol, president of the Bourse. Gifford Pinchot was on the list but was unable to be present. Mr. Shaw in his address earnestly advocated that the United States exert itself to procure foreign markets for what is soon to become an overproduction of manufactures, and recommends the subsidized merchant marine to save the country. Everything but the marine is subsidized, he means, and this in his opinion is a blind neglect, for which the people are bound to suffer in the not far distant future. Mr. Bartol spoke also on expansion, and Mr. Sykes followed on forest conservation. The members of the Lumbermen's Exchange of Philadelphia were invited to the banquet on the last day of the convention, and not a few aired their opinions on the trade matters under discussion. The following resolutions were passed by the organization:

*Resolved*, That our association endorse the work of collecting and demonstrating timber-destroying insects under the direction of Prof. H. A. Surface, State Zoologist, and that a copy of this resolution be forwarded by our secretary to Prof. Surface.

*Resolved*, That this association endorse the action of the National Wholesale Lumber Dealers' Association, in further prosecuting the car stake and equipment bill before Congress at the present session, known as bill No. 27528, and be it further resolved that a copy of this resolution be immediately forwarded to E. F. Perry, secretary.

*Resolved*, That this association stands pledged with the President and National Forestry Service for the conservation of our forests, and that we recommend the establishment of a national laboratory for the testing and treating of timber. That a copy of this resolution be forwarded to Hon. Wm. H. Taft, President, and the National Forestry Association at Washington.

*Resolved*, That we endorse the work done by the Forestry Reservation Commission of Pennsylvania and heartily co-operate with them in the maintenance of fire wardens, road building, nurseries, hospitals and forestry schools on the state reservations. That a copy of this resolution be sent to Hon. Robert S. Conklyn, Forester, Harrisburg, Pa.

*Resolved*, That the thanks of the Pennsylvania Lumbermen's Association are hereby rendered to the proprietors of the Hotel Walton for the excellent accommodations afforded the association for their various meetings.

*Resolved*, That the thanks of the association are offered to Addison B. Burke, of the Atlantic Deeper Water Ways Association; to John Berkinblum of the Pennsylvania Forestry Association; to George E. Craig of the National Wholesale Lumber Dealers' Association; to Ben. C. Currie, Jr., of the Hoo Hoo Association, and to Edward F. Henson, of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, for their assistance in rendering this meeting one of the most notable in the history of the association.

*Resolved*, That the association especially thank the Pennsylvania Forestry Commission for the white pine trees furnished as gifts to the members of the association; to H. A. Surface, Economic Zoologist, for his exhibit of timber-destroying insects; to the Jackson Lumber Company for the gifts of yellow pine needles, cones and branches; to the entertainment committee for its untiring services, and, last but not least, to S. C. Cressy, our efficient president.

*Resolved*, That the thanks of the association are extended to the National Forestry Association for sending us R. S. Kellogg and to R. S. Kellogg himself for his excellent address.

*Resolved*, That the press must not forget to mention for the space they allowed us in their news columns for full account of the proceedings of this association.

## Miscellaneous Notes

T. T. Adams, a prominent manufacturer of Richmond, Va., formerly of Greenville, Tenn., has purchased a large tract of timber on the Carolina, Cincinnati & Ohio railroad near Marion, N. C., which will be developed at an early date. The consideration for the tract is said to have been more than \$100,000. Installation of mills and the building of railroads will be begun at once. The operation will be one of the largest in that region.

On January 18 Miss Grace Gilchrist and Harry Fletcher were quietly married at Detroit. Miss Gilchrist is a daughter of F. W. Gilchrist of Alpena, Mich., and Mr. Fletcher is the son of F. W. Fletcher of the same city. After the wedding the couple left for a tour of the East. On their return Mr. and Mrs. Fletcher will reside at Alpena, where Mr. Fletcher is manager of the Fletcher Paper Company.

The Banaher Hardwood Lumber Company has recently sold its mill at Dollarville, Mich., to Wicks Brothers of Saginaw. The plant is being wrecked and most of the employees have moved to other fields.

Fire, believed to have been of incendiary origin, recently destroyed the plant of the Narrows Lumber & Manufacturing Company at Narrows, Giles county, Va. The loss is estimated at \$20,000, with \$14,000 insurance.

The Sagola Lumber Company of Menominee, Mich., has discontinued logging operations at its hardwood camp two miles west of the town, and will now supply the mill from the Witbeck camp.

The S. C. Major Lumber Company of Memphis, Tenn., recently increased its capital stock from \$25,000 to \$100,000.

The Crocker Chair Company of Sheboygan, Wis., is building an \$8,000 addition to its plant.

A new concern for Bryan, Miss., is the Bryan Veneer & Lumber Company, capitalized at \$25,000.

On January 23 the dry kilns and planing mill of the Emporium Lumber Company's immense plant at Galeton, Pa., were entirely destroyed. The fire started in the north end of one of the dry kilns and within an hour the building was burned to the ground. The company's loss is estimated at between \$35,000 and \$40,000. About two-thirds of this loss is covered by insurance.

The Indiana Veneer & Panel Company of New Albany, Ind., recently entered into a contract with Heimberger & Drinkard for furnishing 3,500,000 feet of sawed oak veneer. This contract, which is said to be the largest of its kind ever signed in Indiana, will keep the firm busy day and night for the next twelve months. The plant of the company is located at East Third and Main streets. This company was only recently started, but has already made great headway.

A deal has been closed whereby the Klemeyer Lumber Company, with headquarters at Vincennes, Ind., became possessor of the larger lumber yard formerly owned by J. C. Snapp of Oak-town. This company now owns and operates seven large lumber yards in various cities in Indiana and Illinois. It reports a good business at all of its yards and says the indications for an immense spring business are splendid.

The Mangle Pole & Tie Company was recently incorporated at Chicago, Ill., to do a general lumber and sawmill business. The capital stock is placed at \$100,000.

The Eureka Manufacturing Company, capitalized at \$6,000, is a new concern to enter the handle business at Jonesboro, Ark.

The Standard Hardwood Lumber Company has been organized at Townsend, Mass., with a capital stock of \$25,000.

The Williams Brothers Company, large manufacturers of lumber, shingles and last blocks at Manton, Mich., has increased its capital stock to \$150,000.

The Novelty Lumber Company has been organized at Elkins, W. Va., to specialize in dimension and furniture stock. The incorporators are Alf. A. Reddy, an Elkins lumberman, and T. G. Hos-

terman. The plant will be located on the C. & I. railroad.

A new chair concern for Chattanooga, Tenn., is the Chattanooga Manufacturing Company, capitalized at \$10,000.

The Montezuma Bobbin Company of Montezuma, N. C., has been incorporated with a capital stock of \$25,000.

G. A. Farber, London representative of Russe & Burgess, Inc., Memphis, Tenn., states that three-ply wood from Russia is being sold all over Great Britain and the continent, and is beginning to supplant thin poplar, sap gum, oak and ash. He contends that it will hurt the sale of thin lumber manufactured in the United States for the European market and is therefore inclined to look for a decrease in the number of orders for this stock from Europe.

The new aloxite wheel manufactured by the Carborundum Company, Niagara Falls, N. Y., is especially adapted to grinding saws and moulding

bits. Aloxite is a product of the electric furnace, being manufactured at a temperature of 7,000 degrees Fahrenheit. Tests have proven that this is the coolest cutting wheel in existence. Since its discovery a year ago the Carborundum Company has had more sawmill orders for gumming wheels made of this product than it can fill, and it has been obliged to add seven new ovens for their production alone.

The Consumers' Lumber Company, with offices at 669 73d street, Brooklyn, and mills at Alvon, W. Va., has been organized to conduct a hardwood business. It is capitalized at \$11,000.

Henry Disston & Sons, Inc., Philadelphia, Pa., have recently started manufacturing in their new Toronto plant at Frazer avenue and the Grand Trunk Railway. W. E. Radcliffe is their Toronto manager and S. Horace Disston is superintendent in charge of the works. Other branch houses recently opened by the Disston people are at Seattle, Wash.; Portland, Ore., and Vancouver, B. C.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

David W. Walker, sales manager for Markley & Miller before they closed their Chicago yard, has opened an office for himself at 133 LaSalle street. Mr. Walker will do a hardwood and veneer business and will specialize in mahogany.

Through an error of the engraver, the splendor supplement showing the banquet tendered by the Lumbermen's Club of Cincinnati to the Hardwood Manufacturers' Association of the United States at the Hotel Sinton, Cincinnati, February 2, shows the date February 9. It is not a serious error, but one that is humiliating to a newspaper which attempts accuracy.

The Wood-Mosaic Flooring & Lumber Company of New Albany, Ind., and Rochester, N. Y., has sent out an announcement to the effect that at the last annual meeting of the directors of the company it was decided to shorten the official name to the Wood-Mosaic Company, thus resuming the original title as used when the business was established at Rochester, N. Y., in 1883.

E. H. Klann of the F. S. Hendrickson Lumber Company, Masonic Temple, this city, for the past few weeks has been down at the company's mills at Harris, Okla., and is at present looking over the company's timber lands in Texas.

President Carrier and Secretary Doster of the Hardwood Manufacturers' Association of the United States, were welcome callers at the RECORD office this week.

G. C. Pratt of the G. C. Pratt Lumber & Tie Company has returned from a business trip in the South.

D. E. Kline of the Louisville Veneer Mills, Louisville, Ky., was a recent Chicago visitor.

President J. H. P. Smith of the Hardwood Lumber Company, Cincinnati, was a recent business visitor in the city.

O. B. Bannister of Muncie, Ind., was in the city on February 8.

F. W. Mowbray of the Cincinnati firm of Mowbray & Robinson, recently visited the local trade.

Omar Farrell of the St. James Cedar Company, Cincinnati, visited Chicago on February 7 on his way to Detroit, where he has extensive business connections.

T. M. Stack of the Escanaba Lumber Company, Masonville, Mich., visited the city recently with his two sisters. His concern has commenced the erection of a new maple flooring plant at Escanaba, which it expects to have ready for operation by July 1.

Frederick Gustorf of Frederick Gustorf & Company, states that since he entered the Chicago trade in 1865 he has not seen transportation blocked the way it is at present.

The Continental Piling & Lumber Company, large dealers in heavy timber, piling, etc., complains that the railroads seem to have exhausted their resources in booming their stock and do not want to buy material for improvements or repairs. It reports that figures quoted on piling are considerably above the present local market prices.

Allen E. Hunt, general salesman of the Lyon Cypress Lumber Company, Garyville, La., reports satisfactory prices and an excellent trade in cypress lumber. He says there is no difficulty in moving stock. Mr. Hunt has an office in the Marquette building.

A new member of the Chicago trade is the Christiansen Lumber Company, with main sales offices in the Rector building. This concern is composed of Nels Christiansen of the Hawkins Land & Lumber Company, Hawkins, Wis., president, and C. K. Ellingson of the Ellingson Lumber Company, Hawkins, Wis., vice-president. It will do a business in northern and southern hardwoods, hemlock and pine, and will specialize in crating lumber.

M. F. Rittenhouse of the Rittenhouse & Embree Company, Chicago, with his wife and son, have been visiting the plant of the Arkansas Lumber Company at Warren, Ark. They were en route to Richton Lumber Company, Richton, Miss., in which concern Mr. Rittenhouse is interested.

Tom A. Moore of T. A. Moore & Co., Monadnock block, Chicago, was married on Wednesday, February 2, to Elinor Marion Chase, charming daughter of Mr. and Mrs. Ira R. Chase, also of this city. Mr. Moore has a wide acquaintance among the local lumber fraternity and his many friends will join in heartiest congratulations.

John Dickson, president of the J. W. Dickson Lumber company, Memphis, Tenn., on a recent trip to Chicago expressed himself very optimistically relative to the future of the lumber business. Mr. Dickson is naturally of a genial disposition, but gives assurance that there is every reason this year to be pleased with the condition of business.

E. D. Galloway, president of the Galloway-Pearse Company, Cincinnati, recently made a visit to Chicago in the interests of his business. He tells of good business in Cincinnati, and prophesies a bright year.

The Miller Hardwood Company, formerly located at 6 Madison street, this city, has removed its offices to the Rector building, 122 Monroe street, where it has convenient and roomy quarters.

## NEW YORK

W. D. Mershon, 1 Madison avenue, who recently merged his business with the John D. Mershon Lumber Company, will head the eastern sales office of that company. He announces that his concern has secured exclusive eastern selling agency for the big California redwood output of the Pacific Lumber Company, Los Angeles, Cal., with a total output of 150,000,000 feet.

Among the prominent visitors during the fortnight were E. E. Goodlander, Goodlander-Robinson Lumber Company, Memphis, Tenn., and Chester F. Korn of the Farrin-Korn Lumber Company, Cincinnati, O., both of whom were here visiting their customers in the trade, and expressed themselves optimistically in regard to the general business situation; G. F. Hanley, Eastern Lumber Company, Tonawanda, N. Y.; L. M. Young, L. M. Young Lumber Company, Boston, Mass.; C. H. Bond, E. W. Rathbun & Co., Oswego, N. Y.; Lewis Dill, L. Dill & Co., Baltimore, Md.; O. H. Babcock, E. V. Babcock & Co., Pittsburg, Pa.; C. H. Prescott, Saginaw Bay Company, Cleveland, O.; C. W. Betts, C. M. Betts & Co., Buffalo, N. Y.; Guy White, North Tonawanda, N. Y., and G. H. Ellington, Ellington & Guy, Richmond, Va.

James Murdock Pidgeon, for many years prominent in the lumber commission and shipping business in South street, this city, died January 27 at his home in Grantwood, N. J., in the 76th year of his age.

Russell J. Perrine, head of Johnson Bros., Inc., Brooklyn, and president of the New York Lumber Trade Association, sails on February 10 for a month's pleasure trip to Bermuda, accompanied by his family.

The regular annual banquet of the Westchester County Lumber Dealers was held at the Hotel Manhattan, New York, on January 21, when 1,000 members and their guests enjoyed a delightful evening. Festivities were presided over by President E. M. Yorks, of Yonkers, and many prominent guests from sister associations and public life spoke at the after-dinner session.

The annual banquet of the New York Lumber Trade Association occurred at the Waldorf-Astoria, Manhattan, on the night of February 3, and was participated in by about 325 members and their guests. The menu was in the usual excellent Waldorf style and the menu cards a very handsome creation. The festivities were presided over by President Russell J. Perrine of Brooklyn, but there were no set speeches, the after dinner session being taken up by the presentation of an excellent vaudeville show. It was one of the most successful affairs in the history of the association.

Secretary E. F. Perry of the National Wholesale Lumber Dealers' Association spent several days in Washington, D. C., during the past week attending the car stake congressional hearing and numerous other Washington happenings, in which his association is interested. The local office is very busy getting ready for the annual convention at Cincinnati on March 2 and 3 and everything points to a record attendance and a most interesting program.

C. O. Shepherd, managing director of the Davison Lumber Company, 1 Madison avenue, left last week for a two weeks' visit to the Nova Scotia operations of the company and to go over matters at that end of the line.

The Barker-Bond Lumber Company has been organized by the well known interests previously identified with Barker & Co. of Boston and New York, to take over the selling business of Barker & Co. in New York and Philadelphia. The old firm will continue its New England business as formerly. Associated with the Barker-Bond Lumber Company, as principals, are George J. Barker, president; J. M. Bond, formerly head of the New York office, as treasurer, and J. P. and Robert G. Comegys of Philadelphia, who previ-

ously represented Barker & Co. in that city, and F. A. Niles and P. U. Fuller, previously identified with the New York office. Business will be carried on along the same lines as heretofore.

Gouverneur E. Smith & Co., wholesale hardwood house, of 17 Battery place, announce that they have just closed negotiations for the exclusive sale in the Metropolitan district and vicinity of all the cedar boat boards and 20-inch machine dressed shingles manufactured by the Waccamaw Lumber Company of Bolton, N. C., known as the Waccamaw Brand. This, together with their connections, greatly increases the firm's facilities to local buyers.

The DeWitt Lumber Company is the name of a new wholesale house just organized at 1 Madison avenue, composed of George P. DeWitt, president and general manager, and J. H. Hillman, secretary and treasurer. Both of these gentlemen have been identified with the Philadelphia and eastern trade for many years, more latterly with H. G. Hazard & Co., of Philadelphia, and bring to the new company a large experience which should result in success to its activities. They will handle a general line of wholesale lumber and hardwoods will be the specialty.

The lumber trade of the Metropolitan district was signally honored during the fortnight in the appointment by President Taft of E. W. Voorhies, head of E. W. Voorhies & Bro., planing mill and lumber dealers of south Brooklyn, to be postmaster of the city of Brooklyn. Mr. Voorhies is widely and favorably known both in local lumber and political circles and his appointment has been received with general satisfaction.

The Stevens-Eaton Company, 1 Madison avenue, reports busy. T. S. Miller, manager of the hardwood department, is preparing for a banner year in hardwood trading. He has established a distributing and storing yard at Gilman, W. Va., with a capacity of 4,000,000 to 5,000,000 feet of lumber. This yard, which is located about three miles from Elkins, has about one million feet of railroad track and facilities for several railroad connections, consequently the company will be in a position to guarantee prompt shipments.

The Sea Coast Lumber Company, 1 Madison avenue, anticipating a brisk lumber business for 1910, is making arrangements for an extensive landing of hardwoods. This department will be in charge of C. W. Brownson, assistant treasurer, who is emphatically optimistic as to outlook.

## BUFFALO

There is still next to no news in connection with the lumber exchanges, but the merger of the Manufacturers' Club with the Chamber of Commerce, with the lumbermen so generally interested in both bodies, promises to afford them a meeting place soon such as they never had.

A new hardwood yard is being opened by the James H. Walsh Company on outer Seneca street. It is a pretty hard matter to do foundation work, but the office is already partly built and lumber for the yard is coming up from the Ohio river. Mr. Walsh has long been connected with Buffalo lumber interests and everybody hopes that he has made a winning move. He has operated for some time without a yard.

A steady increase is noted in the handling of Pacific coast lumber. Both white pine and hardwood dealers are getting into that trade, for they need the stock.

G. Elias & Bro. report business fair, with all promises of a heavy setting in of the demand as soon as the snow is out of the way. There is still quite a large amount of fall received stock on the dock waiting for weather.

A. Miller is a pretty busy man these days. There is a saying that the local hardwood users no longer buy their stock of the city dealers, but Mr. Miller's books would tell a different story if they were consulted on the matter.

Hugh McLean recently spent some time in Burlington, Vt., where he has a family estate to look after and where he is still director of a city bank. However, most of his time is still given to selling lumber on the road.

Frank A. Vetter is still giving his time to the office of the county treasury, but he is not forgetting that he is a lumberman and he will some day come back to his own with interest and make the Pascola mills hum again.

There is no lack of lumber moving in the yard of I. N. Stewart & Bro., especially oak, poplar and chestnut. There is also demand for birch, but the rule is that few yards have a good stock of that, as they sell something else in place of it.

The kinds of lumber handled by T. Sullivan & Co. seems to be the lumber that is wanted, whether it is Michigan hardwood or Pacific coast fir and spruce. The yard has been very busy all winter and expects to continue for it has the stock.

F. W. Vetter is getting a lot of trade just now and though he is against selling for long time, he is loaded up with orders for quick delivery. He reports that the snow has handicapped the yard business to a great extent.

O. E. Yeager is not only selling lumber of all sorts at a good rate, but has just received a large stock of hardwood, which will make it busy in that yard for some time.

## PHILADELPHIA

Wistar, Underhill & Co. are complacent over business conditions. R. W. Wistar says that January was a very good month, considering the adverse weather and the usual holiday inertia. The salesmen are all laboring in their respective territories and report a decided improvement all along the line, with fine prospects for 1910 trading.

On January 24 a fleet of twenty-one barges passed through the Chesapeake into the Delaware, carrying 8,431,000 feet of lumber, five barges with 2,075 cords of pulp wood and seven barges with 4,226 tons of mine props. This was the fleet of barges that was ice bound at Canton Hollow, Baltimore, and its timely arrival saved many of the lumber yards and pulp mills from a shut-down.

The plant of the Middletown Car Company, Middletown, Pa., will be enlarged at a cost of \$300,000. Additional real estate will be purchased for extensions.

George Brill, a member of the J. G. Brill Car Company, died on January 1, aged sixty-one years. He was the son of J. G. Brill, who with Martin Brill were the founders of the extensive car works at Sixty-second street and Woodland avenue.

The United States Motor Company, with main offices in Jersey City, has increased its capital stock to \$16,000,000. The stock is divided into \$8,000,000 preferred and \$8,000,000 common. The incorporators are Henry E. Torrey, New York; James A. Daily, Ossining, N. Y., and Kenneth K. McLaren, Jersey City. The company is authorized to manufacture and deal in motors, flying machines and automobiles.

The Lewis J. Bergdoll Motor Company, Camden, N. J., was chartered on January 2 with a capital stock of \$50,000.

The Chalmers-Hipple Vehicle Company, Philadelphia, was recently incorporated under Pennsylvania laws, with a capital of \$50,000.

The Carlson Motor Vehicle Company, capitalized at \$10,000, was recently incorporated at Philadelphia, Pa.

The Bergdoll-Hall Motor Company, Philadelphia, obtained a charter under Pennsylvania laws on January 20. Its capital stock is \$25,000.

The Lamund Motor Car Company, Rutherford, obtained a charter January 28 under New Jersey laws; capital \$150,000.

The Morris Yacht Building Company, Camden, obtained a charter on January 28 under New Jersey laws; capital \$20,000.

### PITTSBURG

The Summit Lumber Company, capital \$100,000, has been formed at Youngstown, Ohio, by D. C. Stewart, F. C. Robinson, W. R. Baird, L. H. Beal and T. B. Van Alstine.

The Allegheny Lumber Company made a splendid showing on its books in January and is preparing to enlarge its operations considerably this spring. A. M. Turner of this company has been active in lining up good southern stocks and the concern has splendid connections in Pennsylvania and West Virginia.

J. J. Linehan of the Linehan Lumber Company, has been down East a good share of his time since January 1. J. C. Linehan spent a few days in Kentucky at the mills last week. Both are well pleased with the outlook for good hardwood trade this spring.

The Edinboro Timber Company of Edinboro, Pa., which owns 200,000,000 feet of standing timber in British Columbia, recently elected J. N. Tarbell, president, and Dr. F. G. Greenfield, George Taylor, F. T. Proudft, Eugene Tarbell and D. G. Curtiss, directors.

The Tarentum Coal & Stone Company has been formed by M. and John Griffith, P. H. Gough, W. H. Norris and J. H. Gough of Tarentum, Pa., and will proceed at once to cut off a small but fine tract of oak timber on the Allegheny river.

The Tree Lumber Company of Vandergrift, Pa., has been dissolved and Charles L. Reed and Harrison L. Yerte of Pittsburgh have been named to wind up the affairs of the company.

The Bortwiser & Wilson Company did a remarkably good business in January, considering that it was its first month. It reports a good demand for oak bill stuff, especially heavy pieces. Prices are steadily going up.

The Altoona Lumber Company, most of whose stockholders reside at Windber, Pa., has disposed of its entire holdings of 8,000 acres of Virginia timber, and also a sawmill and several mills on the railroad, and will go out of business in that state.

The Mead & Spier Lumber Company is making a good winter's cut at its mill at Strange Creek, W. Va. Its stocks of hardwoods which are being turned out there are among the finest that come from the Little Mountain State.

The Aene Manufacturing Company has taken up temporary headquarters at 1221 Pennsylvania avenue, North Side, and meanwhile is having plans prepared for a large curtain stretcher factory to replace the one recently burned.

The Motz Lumber Company has been formed at Monessen, Pa., by W. R. and J. C. F. Motz, Dr. W. D. Hunter, S. B. Frazier and C. A. Derby, and will do a general lumber business.

J. N. Wollett has taken a new partner in the Aberdeen Lumber Company. He is several days old now and is known among J. N.'s friends as a "king William."

Secretary J. G. Criste of the Interior Lumber Company reports encouraging trade in the eastern states, chiefly Baltimore and Philadelphia. The company's plants in northern Pennsylvania are shut down until the weather breaks.

The Ohio Pail Company of Middlefield, Ohio, a few miles over the Pennsylvania line, is buying every tract of standing hardwood which it can find. It has purchased more than 1,000 acres of timber during the past year and is adding constantly to its holdings in eastern Ohio.

The Tri-State Lumber Company of Uniontown, Pa., whose output will be handled by the Palmer & Semans Lumber Company, recently organized, elected two weeks ago B. A. Smith, president; J. H. Rush, vice-president; L. W. Fog, treasurer, and D. V. Johnston and I. G. Robey as directors.

William R. Cornelius is arranging to make a

big stride in southern hardwood business and especially in plain oak. Those have been his specialties since he started in business about eighteen months ago, and he has established a splendid reputation for delivering the kind of goods that good lumbermen want.

President W. D. Johnston of the American Lumber & Manufacturing Company has returned from a two weeks' jaunt in the South. He is very confident in speaking of the spring activities in lumber, and sees no reason why hardwoods will not make a sharp advance between low and mid-summer.

The Hickory Lumber & Handle Company of Benton, Pa., has bought a 700 acre tract of hickory near Danville, Pa., for about \$25,000 and will cut it off at once.

Secretary Carl C. Van der Voort of the Pittsburgh Lumbermen's Mutual Fire Insurance Company announces that in 1909 the company gained 68 per cent over 1908. That year, in turn, showing a gain of 60 per cent over 1907.

The Stewart Lumber Company of Sharon, Pa., has been dissolved, D. C. Stewart retaining the business. He will carry this on hereafter with headquarters at Warren, Ohio.

The Newell Brothers Lumber Company is doing a good business. Oak, chestnut and maple flooring seems to be in much better demand, it announces. This concern is rapidly cutting off its tract in West Virginia and will have another hardwood operation probably before the year is out.

The W. P. Craig Lumber Company announces large sales of spruce and also of chestnut. Its mills have been doing pretty well in West Virginia, and the prices which it is getting for good lumber are encouraging.

Robert A. McDonald, president of the McDonald Lumber Company, is doing tall stunts in the mountains of northern Pennsylvania. His office manager, J. W. Hulse, has taken to the South this week to look up some hardwood stocks.

January building in Pittsburgh showed a decrease of about 40 per cent compared with one year ago. Nearly \$5,000,000 worth of building was started here in January, 1908, but last month the total was only about \$3,000,000.

W. W. Dickey, president of the West Virginia Lumber Company, has gone to California for a two months' stay. The company's most encouraging announcement is the big demand for oak bill stuff.

I. F. Baisley, sales manager of the Palmer & Semans Lumber Company, is down South this week contracting for some good supplies of hardwood. This concern is getting its business lined up in splendid shape for spring.

G. G. A. E. and R. A. Stitzinger and W. H. Gillespie of New Castle, Pa., and E. E. and J. E. Stitzinger of Woodbine, W. Va., have purchased about 9,000 acres of hardwood timber, nearly all of which is virgin forest. The tract includes poplar, oak, basswood and other hardwoods, and most of it lies in Tucker county, W. Va. The purchasers have formed a new company called the Glade Lumber Company, which is being incorporated with a capital of \$200,000. It will build seven miles above Rowlesburg, W. Va., a big band sawmill, 40 houses and railroads, etc., to cost \$300,000. Its product will be sold from the New Castle office of G. G. Stitzinger.

The third annual convention of the Retail Lumber Dealers of Pennsylvania on January 27 and 28, proved to be all that was anticipated. A total of 160 wholesalers and 210 retailers were registered and nearly 400 sat down at the banquet the last night of the convention. The features of the discussions were demurrage and the mail order house problem. The smoker provided by the Pittsburgh Wholesale Lumber Dealers' Association the first evening of the convention at the Fort Pitt Athletic Club was well worth while, and reflected much credit on the committee. The officers elected for the ensuing year were: President, W. T. Geddes, Windber, Pa.;

first vice-president, Frank E. Miller, Ingram; second vice-president, R. S. Cornelius, Butler; secretary, A. C. Rightor, Pittsburg; treasurer, A. J. Stewart, Washington.

### BOSTON

William E. Litchfield, the well-known hardwood lumber dealer, Boston, attended the convention of the Hardwood Manufacturers' Association, after which he visited the mill of Litchfield Brothers at North Vernon, Ind. He returned from the West this week.

The Massachusetts Wholesale Lumber Dealers' Association held a meeting at Young's hotel, Boston, Wednesday evening, February 9. A reception was held from 5 to 5:30 p. m. and the banquet at 6 p. m. Several matters of interest were discussed.

Mr. Adair of the Huntsville Lumber Company, Jamestown, N. Y., and Dacatur, Ala., was a recent visitor in the Boston market.

Frank O. Orcutt of Randall & Orcutt, hardwood dealers, Boston, recently returned from a short western trip.

Fred S. Morse of Springfield, Mass., has returned from a trip south.

Harry C. Philbrick, a wholesale lumber dealer, Boston, is expected home in a few days from an extended southern trip.

Joseph Gramer, vice-president of the Emerson Piano Company and a member of that concern since 1879, died late last month at his home in Roxbury, Mass., after an illness of about two weeks. Mr. Gramer was born in Germany, and came to this country as a young man. He worked at the trade of cabinet maker and entered the employ of the Emerson Piano Company in 1874 as foreman of the upright department. In 1879 he was taken into the firm and to his last illness was active in business. He also served as chief draftsman. He is survived by a widow, two sons and three daughters. Mr. Gramer was seventy-six years of age.

As the result of a merger which was consummated about two weeks ago, James Cunningham Son & Co., of Rochester, N. Y., become the owners of the George Brownell carriage business of New Bedford, Mass., one of the oldest New England firms making hearses, ambulances and coaches. This business was established in New Bedford by the late George L. Brownell in 1843. The new owners will operate the business under the supervision and management of William C. Barker, who has been manager and superintendent of the factory since Mr. Brownell's death in January, 1903. No permanent plans are announced by the new owners, but for the present the factory will be continued, as the books are filled with orders for delivery during the spring. In addition to the hearse and ambulance work, the business includes automobile features.

John W. Potter, senior member of the firm of Potter & Gardiner, Providence, R. I., died recently of typhoid fever in St. Petersburg, Fla., where he and Mrs. Potter were spending the winter.

The large lumber and flooring mill of Follensby & Peck at St. Johnsbury, Vt., was recently destroyed by fire, causing a loss of about \$17,000.

The Lawrence & Klein Lumber Company was recently organized in Fitchburg, Mass., to conduct a wholesale lumber business. Ivers P. Lawrence of the firm has been in the wholesale lumber business in that city for the past seven years. Morton A. Klein at one time was with P. R. Eaton of Fitchburg but recently of the Butler & Klein Company at Meriden, Conn.

W. H. Lewis, who for many years has been manager of the Brockton branch of the Taunton Lumber Company, died of heart failure at his home in Taunton on January 24. He has been

succeeded by A. H. Willbur, who has been in the company's employ for about seventeen years.

The National Flooring Company has been organized at St. Johnsbury, Vt., with a capital stock of \$5,000.

The Lumber Dealers' Association of Connecticut is planning to hold its annual meeting and banquet Thursday, February 24, at Waterbury, Conn.

## BALTIMORE

The following standing committees were appointed at the annual meeting of the National Lumber Exporters' Association, a report of which appeared in the last number of the *Hardwood Record*.

### TRANSPORTATION

John L. Alcock, John L. Alcock & Co., Baltimore, chairman.

George M. Spiegle, George M. Spiegle & Co., Philadelphia.

Fred Arn, J. M. Card Lumber Company, Chattanooga, Tenn.

W. F. Best, Ferd Brenner Lumber Company, Alexandria, La.

H. D. Billmeyer, Billmeyer Lumber Company, Cumberland, Md.

W. E. Hoshall, Hoshall & McDonald Bros., New Orleans.

W. P. Young, Lucas E. Moore Stave Company, New Orleans, La.

E. E. Carrier, LeMore & Co., New Orleans, La.

Howard Coles, The Bliss-Cook Oak Company, Blissville, Ark.

James E. Stark, James E. Stark & Co., Memphis, Tenn.

A. L. Foster, The J. W. Thompson Lumber Company, Memphis, Tenn.

H. L. Bowman, R. E. Wood Lumber Company, Baltimore.

### ARBITRATION AND COMPLAINTS.

E. E. Taenzer, Darnell-Taenzer Lumber Company, Memphis, chairman.

George D. Burgess, Russe & Burgess, Inc., Memphis.

W. A. Scott, The Rees-Scott Company, Ltd., New Orleans.

F. J. Foxley, Foxley Stave & Lumber Company, Ltd., New Orleans.

F. E. Hoffman, Hoffman Brothers Company, Fort Wayne, Ind.

William B. Roper, John L. Roper Lumber Company, Norfolk, Va.

S. Menzies, James Kennedy & Co., Ltd., Cincinnati.

### MEMBERSHIP

Chester F. Korn of the Farrin-Korn Lumber Company, Cincinnati, chairman.

Claude Maley, Maley & Wertz, Evansville, Ind.

H. L. Bowman, The R. E. Wood Lumber Company, Baltimore.

Richard P. Baer, Richard P. Baer & Co., Baltimore, Md.

E. Stringer Boggess, Clarksburg, W. Va.

John L. Roper, John L. Roper Lumber Company, Norfolk, Va.

D. T. Rees, The Rees-Scott Company, Ltd., New Orleans.

J. Darnell, R. J. Darnell, Inc., Memphis.

M. J. Dukes, R. A. & J. J. Williams Company, Philadelphia.

T. B. Allen, T. B. Allen & Co., Galveston, Texas.

### CLAIMS.

President Dickinson, chairman.

Two directors, selection left to the president.

L. Methudy of St. Louis was the first honorary member of the association ever chosen, provision having been made for such membership in the revised bylaws.

Mr. Methudy has served for years on committees and is held in the highest esteem.

A resolution relative to the repeal of the publicity clause of the corporation tax law, in so far as it relates to small corporations, was adopted by the association.

An invitation from the Memphis members that the association meet there next year, was adopted, and will doubtless be approved by the board of directors, which has the matter of selecting the meeting place in charge.

George G. Barr of Beecher & Barr, Pottsville, Pa., and Ben May of Adler, May & Co., Atlanta, Ga., were recent visitors in Baltimore.

G. L. Fraser, a well-known lumberman of Glasgow, Scotland, stopped in Baltimore recently on his way to New York, after an extended trip through the hardwood manufacturing sections of the United States. He had been

in this country since Christmas, and had spent much of his time in the Bristol, Tenn., district, taking in also a number of other localities. He said that the millmen were as busy as they could be considering the weather, the snow on the mountains having been very heavy, and that they entertained a feeling of confidence in the future. Prices he found comparatively high. Mr. Fraser, speaking of conditions at home, expressed the opinion that now, when the British elections are over and it is seen that there will be no radical change in policy, business may be expected to become more active.

H. T. Burt, a wholesale lumber dealer, has moved his office from the National Marine Bank building to 11 South Gay street, where he has comfortable quarters on the second floor.

## NORFOLK

The Allapaha Lumber Company, Norfolk, Va., has been authorized, with a capital of \$10,000. H. L. Williamson, formerly with Walker & Williamson of this city, is president; H. A. Jackman, vice-president, and H. W. Williamson, secretary-treasurer. This firm has offices in the Citizens' bank building.

L. B. Walker & Co., Norfolk, Va., has been organized, with offices in the National Bank of Commerce building. This company will make a specialty of handling oak for ship-building purposes. Mr. Walker just returned from Baltimore, and states that business is getting better all the time.

George Silk has severed his connection with the George Silk Lumber Company, Norfolk, Va., and together with Mr. Simmons has organized another company, under the firm name of S. & S. Co.

Robert McNeal, of the Norva Land & Lumber Company, with head offices in Baltimore and factory at Wallaceton, A. A. Wendell and J. T. Durnell have organized the Brobda Lumber Company, Inc. The new concern's headquarters are located in Norfolk.

W. M. Tilley & Co., conducting a large lumber business in this city, has just filed a petition in voluntary bankruptcy, with liabilities placed at \$55,969.09 and assets at \$34,984.42.

Harvey M. Dickson, of the Dickson Lumber Company, this city, has returned from Baltimore, where he attended the tenth annual meeting of the National Hardwood Lumber Exporters' Association. He reports business good, with bright prospects for good trade throughout the year.

## CLEVELAND

Fearing that the new federal building was to be furnished in mere mahogany, Senator Burton, from Cleveland, caused an additional \$60,000 to be tacked on to the appropriation for the furnishing of the new postoffice, making the total appropriation \$160,000. The plan now is to have all furniture of Circassian walnut.

Putnam & Savidge of Cleveland, dealers in hardwoods, have dissolved. Hunter Savidge retiring to go into business with a brother at Klamath, Ore. The Putnam Lumber Company has been formed and incorporated for \$25,000. S. E. Putnam, Ward Sager, H. C. Boyd, H. H. Andersen and B. Fretter are the incorporators. Mr. Putnam will be active manager of the new company. Putnam & Savidge operated in Cleveland for about five years.

A. C. Klumph, manager of the Cuyahoga Lumber Company, has been named as chairman of the entertainment committee of the Builders' Exchange. Despite adverse climatic conditions, the Cuyahoga company is doing a fine business.

Robert H. Jenks is slowly recovering from a broken arm, received several days ago from slipping on the ice at his home. Mr. Jenks is head of the Robert H. Jenks Lumber Company,

one of the largest concerns of its kind in Cleveland.

The F. T. Peitch Company reports a growing demand for mahogany and other hardwoods. Mr. Peitch has had made up some handsome mahogany panels from his stock, to illustrate the finish and quality of the recent shipments he has received. The company contemplates greatly enlarging its mahogany stock soon, as the call for this wood is becoming stronger all the time.

The Martin Barriss Company says that the local market in hardwoods is becoming better and that the outlook for the spring and summer business is good. The company has been having a good call for Circassian walnut and during the past week received a fine shipment of 150 logs which will be worked over into finish and veneer at once.

The Advance Lumber Company is experiencing a good line of business this winter, particularly in the hardwood. The concern's southern mills are all in operation, some little difficulty being found in keeping up with the orders.

The oak-piling trade is in a healthy condition, according to the Edwin T. Smith Company, which makes a specialty of this work. The company has received a number of good orders for dock work, deliveries to be made early in the spring. The volume of inquiries from railroads for ties and poles is also greater than usual.

Among the lumber dealers who have called on the dealers in the local market recently are S. M. Cole, a well-known dealer of Oberlin, O.; I. A. H. Hilliard of New Orleans, and George E. Breece, manager of the West Virginia Lumber Company of Charleston, W. Va.

## COLUMBUS

The Kilbourne & Jacobs Manufacturing Company of Columbus has started to develop a large tract of timber land purchased in 1907 near Gauley Bridge, W. Va. This company uses a large amount of hardwoods in the manufacture of wheelbarrows, mining cars and other apparatus of that kind and some years ago decided to purchase its own supply. With the expansion of business generally, which has resulted in many orders, a number of mills will be erected at once on the tract, which is located close to several railroads.

Many of our lumbermen attended the annual meeting of the Hardwood Manufacturers' Association at Cincinnati.

A. C. Davis, head of the lumber company bearing his name, reports a steady demand for hardwoods with a likelihood of an advance in quotations soon. He says one of the chief drawbacks is the bad weather, which has caused some difficulty in moving consignments. He says the car situation is satisfactory.

George B. Johnson, secretary of the A. C. Davis Lumber Company, recently returned from a business trip to Detroit and through Ohio.

At the annual meeting of the South Side Lumber Company the following board of directors was elected: W. H. Smith, A. C. Davis, E. M. Veitmeyer, J. P. H. Stehm, J. G. Hughes and Frank P. Kennedy. W. H. Smith was elected president; E. M. Veitmeyer, vice-president, and A. C. Davis, secretary-treasurer. It was voted to increase the capital stock from \$25,000 to \$50,000.

H. C. Buskirk, sales manager of the General Lumber Company, reports a satisfactory run of orders with bright prospects for the future. He says the demand from factories is growing better. Mr. Buskirk will soon leave for a business trip through a number of Kentucky cities. H. W. Putnam, president, was called to Urbana on business recently.

W. E. Douglass, formerly connected with the Columbus office of the Crosby & Beckley Lumber



## CINCINNATI

Company, is now interested in the incorporation of the Columbia Lumber Company of Cleveland with a capital stock of \$50,000.

A company has been formed in Columbus by David C. Meahan and a number of prominent woodworking manufacturers, to manufacture and sell a preparation said to effectively fireproof all wood.

L. B. Schneider of the John R. Goble Lumber Company reports considerable activity in the hardwood trade. The demand is good and the outlook very bright. Mr. Schneider looks for an advance in many varieties of hardwoods soon.

At the annual meeting of the Columbus Furniture Dealers' Association, Robert Bell was elected president; C. L. Carille, vice-president; W. E. Heskett, treasurer, and C. M. Voorhees, secretary. The executive board consists of W. F. Garrett, P. W. Stewart and H. L. Harper.

The Williamsburg Furniture Company, Williamsburg, O., has increased its capital stock from \$35,000 to \$50,000.

The sawmill and veneer plant belonging to J. V. Hamkinson, Franklin, O., was totally destroyed by fire recently, entailing a loss of \$12,000.

The Auglaize Box Board Company has increased its capital stock from \$100,000 to \$200,000.

H. W. Collins, sales manager of the central district for the W. M. Ritter Lumber Company, reports a good demand for all grades. Mr. Collins looks for a general advance all along the list in the course of a month or six weeks. He believes that February will be one of the best months of the year and says the snowy weather has been one of the chief drawbacks to a more active demand. Mr. Collins will leave soon for a week's trip through the eastern part of Pennsylvania. He returned several days ago from a visit to a number of automobile body manufacturers.

The W. M. Ritter Lumber Company of Columbus has closed a deal whereby it acquires a 28,000-acre tract of timber land located on a number of the forks of the Guyandotte river in West Virginia. The tract was acquired from the Western Pocahontas Corporation, one of the large coal interests in that section. The timber will be cut at the Mahan and Fitzpatrick mills located nearby. It contains poplar, oak and hemlock and other varieties in smaller quantities.

The Canfield Lumber Company of Canfield, Ohio, was incorporated with a capital stock of \$15,000 by H. L. Weikert and others.

A. C. Miller of Delaware has added a planing mill to his sawmill and will dress all hardwoods.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, says the factory trade is good and the yard trade shows signs of improvement. He is of the opinion that there will be an increase in hardwoods if mills do not produce too much.

H. C. Bard of the Middle States Lumber Company reports a bright outlook, although the demand is a little slow at this time. D. O. McFarland of the Middle States company is on a business trip through northern Ohio and southern Michigan. G. O. McFarland, another member of the company, is located at Shreveport, La., buying stocks for the company.

The Columbus Saw Mill Company, at its annual meeting, elected the following board of directors: William Cushing, J. E. Cummins, W. D. Norton, C. T. Roberts and M. K. Naile. William Cushing was re-elected president; W. D. Norton, vice-president; J. E. Cummins, treasurer and general manager; M. K. Naile, secretary, and C. F. Roberts, superintendent of mill. The company operates a band mill of 25,000 feet capacity. The year 1909 was a very good one and General Manager Cummins reports a good demand for all kinds of hardwood. The demand for walnut from Hamburg, Germany, is now much better and several shipments will be made soon.

William Duhlmeier is touring Ohio and Indiana in the interests of the firm, and will return at the end of the week.

W. E. DeLaney of the Kentucky Lumber Co has returned from a trip through the South. He says that business with the company is fair, though at present he is very busy going over the mail accumulated during his absence. He says there has been a good log tide in the Kentucky river, and the mill at Burnside will start cutting early next week. The mill at Williamsburg is well supplied with logs, and will commence operations before the end of the week. Mr. DeLaney is an optimist at all times, and is of the opinion that the present wave of business prosperity will continue, but that it will be some time before the conservatism caused by the recent slump will wear away sufficiently to give the old-time confidence to business conditions.

The Freiberg Lumber Company is pushing the veneer end of its business and contemplating the addition of large storage sheds. The company is specializing in mahogany lumber, and has one of the largest supplies in the city. Mr. Freiberg returned home Friday from a trip through the state.

Fred Conn of the Bayou Land & Lumber Company is in Mississippi looking after the interests of the company. Sam Conn is in Louisiana at the company's timber tract and mill interests in the Bayou country. The business at the Cincinnati office is very good.

J. Dennis of the St. James Cedar Company left for Mobile, Ala., Tuesday on a buying mission, the deal embracing a large stock of air-dried quarter sawed oak.

There is much activity in the Southern railroad yards in the handling of southern pine, especially heavy building timbers, most of which has been reconsigned to the East. Locally there is not much activity, owing to a holding back in the conditions of the building trades. Contractors complain that up to this time there has been less new building prospects in sight than at any time in years, and that building conditions are very unsettled. The high prices of living and the demands of labor are threatening to have a serious effect on the building trades in the spring.

The Stille Brothers have purchased the ground at McLean avenue and Wade street occupied by the yards of Samuel H. Taft, thus becoming owners of the entire block bounded by Dalton avenue, McLean avenue, Wade and Poplar streets. The Stilles operate the big furniture plant known as the Stille & Duhlmeier Co. Samuel H. Taft will vacate the ground, which has been leased to Duhlmeier Bros., lumber dealers, who will add the ground to their own yard, which occupies the next lot east of the old Taft yard. The lumber in the Taft yards is being removed as rapidly as possible, consisting chiefly of building material. The Duhlmeier Brothers specialize in hardwoods, and do an extensive business with furniture manufacturers.

R. G. Page of the Licking River Lumber Company, Huntington, W. Va., was a visitor at the Hardwood Manufacturers' headquarters the past week. N. B. Nichols of the Little River Lumber Company, Philadelphia, Pa., dropped in Monday to pay his respects to Secretary Foster while on a business mission to the city.

Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, left Monday for Chicago.

J. Watt Graham, president of the Graham Lumber Company, says that business is good, and that for the past month it has been all that could have been expected. His road representative, Fred Duling, who has just returned from a trip through Kentucky and Ohio, reported that business all along the line was very good, and that he would go back over the same territory in a week or ten days.

Chas. S. Walker, president of the Cincinnati

Lumbermen's Club, was very busy with the work of the committees arranging the entertainment of the delegates attending the convention of the Hardwood Manufacturers' Association. He was compelled to leave his office early Monday and seek rest, suffering from an attack of neuralgia.

James J. Heekin, the newly elected president of the Chamber of Commerce, who was elected by the lumbermen of the chamber, has been confined to his home by illness, but is slowly recovering, being now able to visit the chamber for an hour or so a day.

Furniture manufacturers are running steadily, but are not overworked, as this is the slow season, and the results of the buying at the markets are not yet being felt, but there is a cheerful tone among the manufacturers, and lumber salesmen are being cordially received. There is some revival noted in the manufacture of desks, which for the past two years has been the slowest branch of the furniture manufacturing industry. Orders for export are being received and the domestic demand is steadily growing.

R. Soudheimer of the E. Soudheimer Company, Memphis, Tenn., was a visitor in this city last week, looking over the field and calling on business acquaintances.

Secretary Storrett of the Lumbermen's Club has been a very busy member the past month arranging for all the entertainments given and assisting the various committees.

W. H. Heaton, the executive clerk of the Hardwood Manufacturers' Association, says the headquarters will remain a very busy spot for some time, arranging for the publication of the report of the recent convention in this city. The official stenographer's report has just been turned in and covers 260 pages of typewritten legal cap paper.

J. L. Strickland of Starns & Strickland, Memphis, Tenn., was a guest of the Cincinnati Lumbermen's Club at its dinner February 8, but was compelled to leave early on account of another engagement. He was accompanied by J. G. Gritman of Joshua Oldham & Sons, Brooklyn, N. Y., the well-known saw concern.

W. B. Townsend lost a valuable diamond during his visit to Cincinnati in attendance on the Hardwood Manufacturers' convention.

The banquet in connection with the convention of the National Wholesale Lumber Dealers' Association at the Sinton Hotel, on the evening of March 2, will be a strictly formal affair.

A. B. Jackson of Ault & Jackson was taken to the Jewish Hospital on Saturday last and a delicate operation performed. It was very successful and Mr. Jackson will make a good recovery, though it will be some time before he will be able to resume the duties at the office.

Ralph McCracken of the Kentucky Lumber Company and Fred Duling of the Graham Lumber Company left Tuesday night after the club meeting to attend the convention of the Kentucky Retail Lumber Dealers' Association at Louisville. Mr. Duling will make a tour of the South before his return.

A strong effort will be made by the Cincinnati Lumbermen's Club to properly advertise Cincinnati as the greatest hardwood market in the world. Although other cities are claiming to hold this coveted position, it can be clearly demonstrated that Cincinnati handles more hardwoods than any other point.

The statistical department of the Cincinnati Chamber of Commerce furnishes the following figures showing the lumber movement in Cincinnati for the month of January: Receipts, 5,743 cars, as compared with 5,348 cars for the same month last year. The shipments for January were 5,407 cars, while those of January, 1908, were 5,861 cars.

## INDIANAPOLIS

Building operations in the city during January amounted to \$276,385, as compared with \$178,520 during the corresponding month of last year.

The S. P. Coppock & Sons Lumber Company

of Fort Wayne is establishing a large transit yard.

An increase in capital stock from \$20,000 to \$70,000 has just been made by the Batesville Lumber & Veneer Company of Lawrenceburg for the purpose of extending the business.

F. C. Cline of this city has organized the F. C. Cline Lumber Company at Anderson which has taken over the business of the late George E. Springer in that city. Others interested in the new concern are L. C. Cline, D. L. Mustard and F. E. Mustard, and the capitalization is \$10,000.

The Indiana Hardwood Lumber Company is a new concern at Shelby, having just been organized with an authorized capitalization of \$40,000. Those interested are Joseph F., Arthur L. and Ola B. Johnson.

E. H. Eldridge, president of the E. H. Eldridge Lumber Company, died at his home in this city a few days ago, after an illness of several months. He was sixty-five years old and originally engaged in the lumber business in Chicago, but had been located here for about forty years. A widow, two sons and a daughter survive him.

The hardwood and refrigerator business of the Wilkie Manufacturing Company of Anderson was sold on January 31 to the Anderson Trust Company for \$50,000, on order of H. C. Sheridan, referee in bankruptcy. The trust company is trustee for the bondholders of the Wilkie company, the bonds outstanding amounting to \$50,000. The company went into the hands of a receiver six months ago.

On the evening of January 29, the annual banquet of the Atkins Pioneers was held at the Spencer house in this city. The association is composed of 113 men who have been in the employ of E. C. Atkins & Co. for more than twenty years and was organized in 1906. Those who spoke at the banquet were H. C. Atkins, J. H. Wilde, J. T. Dowling, Nelson A. Gladding, William Brennan, Albert Meredith, Frank Wells and Frank Kingsley.

## MEMPHIS

Weather conditions throughout this section during the past fortnight have been favorable for the production of hardwood lumber and the mills have made good progress. There are some short of timber and owing to the wetness of the woods it is impossible for them to make much progress, but most of the mills have a good supply of logs on hand or within easy reach. Indications are that production will continue on a liberal scale providing weather conditions are favorable therefor. Most of the mills in Memphis and vicinity are operating on full time.

Messrs. Cockrell and Clements, members of the Interstate Commerce Commission, held extensive hearings here this week in connection with the reconsignment practice as applied to cotton, cotton-seed products, grain, lumber and logs. The commission appears to be very much interested in this matter, and it is summoning witnesses, not only from the railroad people, but from the shippers. Practically every railroad here was represented at this hearing and among the lumber fraternity A. L. Foster of the J. W. Thompson Company, C. B. Dudley of the Dudley Lumber Company, Jas. E. Stark of the J. E. Stark Lumber Company, and other representatives, appeared for the lumber shippers of Memphis. The commissioners gave no intimation in regard to final action in connection with this matter. The report will go before the entire commission and decision will be reserved until that time. However, the members of the trade here are encouraged over the statement made by Commissioner Clements that he was satisfied with the testimony of the representatives of the lumber industry. Messrs. Darnell & Taenzer appeared in connection with the reconsignment

rate as applied to logs, but the commissioners gave no indication of their feeling in regard to this matter. The reconsigning rate in Memphis at present consists of a reduction of one cent on lumber shipped from Memphis to northern and eastern points if the shipments are made within four months after the lumber has been sent to Memphis from some out-of-town point. The commission will hold hearings at other points before returning to Washington and before a decision will be reached in connection with this reconsigning practice as applied to lumber and other commodities.

Building operations in Memphis are on a very large scale. During the month of January building permits in excess of \$1,000,000 were issued and the officials of the Memphis Union Station report that they will take out a permit during February for the new Union station, which is to cost approximately \$3,000,000. All indications point to continued activity in building circles and the outlook is for record-breaking figures for this month. As a result of this activity, building material of all kinds is in excellent demand and prices are very satisfactory. All of the planing mills and those turning out interior finish are engaged at full capacity.

The J. W. Thompson Lumber Company has sold its mill at Berclair, Miss. The company has cut out most of its timber owned near that plant, there being only about 750,000 feet left. This was sold with the mill. The sale was made to lumbermen at Greenwood, Miss.

W. H. Greble, W. B. Morgan, Claude Moore, Frank May, Ralph May and other delegates from Memphis, who attended the annual meeting of the Hardwood Manufacturers' Association, have returned to Memphis. Mr. Greble is very enthusiastic over the meeting, which he declares was one of the most successful in the history of that organization.

The American Lumber Company was recently incorporated here with a capital stock of \$50,000. J. Lindsay Wells and others are the incorporators. Mr. Wells has been carrying on a business in hardwoods and yellow pine for some time, but decided recently to incorporate the business. It will continue to engage in this same line.

The committees appointed to raise the fund of \$50,000 to advertise the advantages of Memphis and to secure new industries for this city have succeeded in securing more than half of this amount and believe that they will have no difficulty in obtaining the remainder. A committee of forty has been appointed by the Business Men's Club from its own members and from members of the other commercial organizations of this city, who will have charge of the publicity campaign. A strong effort will be made to secure lumber and other wood-working enterprises, although bids will be made for industries of every character. It is believed that both the population and business of Memphis will be largely increased as a result of the work of this committee.

The Alabama Tile & Timber Company has been incorporated under the laws of Alabama, with headquarters at Birmingham, Ala. The capital stock is \$25,000. The company will deal in yellow pine, hardwood lumber and in cross-ties. Claude Nabors and H. C. Howell are the principal incorporators.

The "Rapids" has been purchased by the C. B. Hall Stave Company of Memphis from the Little Rock Packet Company, and will be used for carrying heavy timber and staves. The consideration was \$8,000. The boat will claim Memphis as its home.

The Minden Lumber Company has recently purchased property at Charleston, Ark., which will be converted into a large lumber yard.

The leading lumber firms in the North Memphis lumber district contributed from \$10 to \$50 each to the Memphis Fire Relief fund, a

subsidiary organization of the Memphis Fire Department. The contributions were made because of the excellent work done by the fire department in putting out the flames which damaged the holdings of the Crescent Lumber Company to the extent of \$20,000 and which also seriously damaged one of the warehouses of the Anderson-Tully Company. The North Memphis lumber district is considerably congested and but for the excellent work of the fire department the flames would have spread to the adjoining yards and greatly increased the losses.

A preliminary survey is being made from Cotton Plant, Ark., to Cache river, in Arkansas, for the purpose of transporting logs from White and Cache rivers' bottoms to Cotton Plant for manufacture into lumber. There is a great deal of timber in these bottoms which is practically inaccessible at present but which will be rendered available upon completion of this line.

The Dierks Lumber & Coal Company, De Queen, Ark., it is announced, has decided to build a large mill on its property at De Queen, to take the place of the one recently destroyed by fire. Work is to begin within the next two months.

M. A. Beavers and W. J. Smith have established a sawmill at Manson, Ark. It will be used for the manufacture of hardwood lumber and railroad ties.

The mill of Russe & Birgoss, Inc., will resume operations at an early date. The plant has been closed down for repairs and improvement since January 1. These will increase the capacity from twenty-five to thirty per cent. The plant will be in operation not later than the middle of this month.

There are four mills in process of erection here, including that of the Nickey Brothers Hardwood Lumber Company. The others are being erected by the East End Lumber Company, Gibson & Whitaker and J. E. Munal & Sons. Work is being rushed on them as rapidly as possible and they will soon be ready for operation.

The Queenstown Manufacturing Company, at the head of which is C. W. Quinn of Chicago, has begun operations at its plant at Birmingham, Ala., for the manufacture of office, house and bank fixtures. The company began with orders sufficient to keep the plant in steady operation for the next six months.

R. J. Darnell of R. J. Darnell, Inc., and W. S. Darnell of the Darnell-Taenzer Lumber Company, have returned from Terre Haute, where they went to attend the burial of their father, I. M. Darnell, who died some days ago at St. Petersburg, Fla.

J. R. Eakin has removed from Wesson to El Dorado, Ark., and launched the J. R. Eakin Lumber Company, which will handle both yellow pine and hardwood lumber at wholesale. He was formerly connected with the Fordyce Lumber Company, Fordyce, Ark., and later with the Edgar Lumber Company, Wasson, Ark., serving both in the capacity of sales agent. He is still a director of the latter company.

## NASHVILLE

Cheering reports are being received from Congressman Joseph W. Byrns as to the probabilities for a liberal appropriation for the continuation of work on Cumberland river. This is a feature in which Nashville lumbermen and all those in the great valley of the Cumberland are vitally interested and one they watch with alertness.

A special from Adams, Tenn., announces the destruction there by fire of the Adams Planing Mill. The loss was \$7,000, insurance \$2,000. The mill was owned by a stock company composed of M. A. Carnard, Tillman Carnard, Wash Carnard and W. H. Miller.

The Nashville Builders' Exchange has taken up the project of the builders putting in perma-

neat exhibits of their workmanship. Floor space has been allotted at headquarters for this purpose and the outlook for a most creditable showing is quite promising.

Col. F. M. Hamilton of the Indiana Lumber Company, after being with that concern for the past quarter of a century, has sold out his interests in the same, together with his son, J. A. Hamilton, and the two have organized the Hamilton Lumber Company. The office of the new company is the one for so long occupied by the Indiana Lumber Company. Col. Hamilton is a native of Indiana but came to Tennessee in 1877. He has continued to forge to the front in the local race for industrial supremacy. The new president of the Indiana Lumber Company is I. P. Mattingly. He is from Indiana and is the son of C. T. Mattingly, one of the principal stockholders in the Indiana Lumber Company. The younger Mattingly has been identified with the local business for some years. The Indiana Lumber Company will continue its business as a wholesaler of hardwood lumber and as a manufacturer of hardwood dimension stock. The company has a large and well equipped planing mill and will do a large retail business as well as wholesale.

With the name of John W. Love on the lips of many members of the Board of Trade, the directors of that organization will this week go into the election of a new president to serve during 1910. Mr. Love is in no sense of the word a candidate for the honor, not even is he regarded as being a receptive candidate, but the fact that many of the members have urged him to allow the use of his name shows the high regard in which this sterling young Nashville lumberman is held in his native city.

The Old Woman's Home of which the late John B. Ransom was a director, has through its board of directors adopted resolutions of tenderest sentiment, honoring his memory and deploring his untimely taking away. Arthur Ransom, younger brother of John B. Ransom, has, as previously stated, been elected to most of the offices held by his brother and in an able way he is taking up the reins of responsibility and rendering excellent account of his stewardship.

### CHATTANOOGA

Fred Arn of the J. M. Card Lumber Company has returned from a trip to the East. While away he attended the meeting of the National Lumber Exporters' Association at Baltimore.

C. A. Johnson, manager of the Forest City Manufacturing Company, Forest City, Ark., was in the city recently purchasing machinery for his mill. Mr. Johnson has great hopes for the lumber business for the year 1910.

B. F. Williams of Welch, W. Va., passed through the city a few days ago returning from inspecting a lumber tract in Lawrence county, Alabama.

Ralph Grey was a visitor here recently looking after the interests of the Ferd. Brenner Lumber Company of Cincinnati.

The Williams & Voris Lumber Company has amended its charter and increased its capital stock from \$25,000 to \$110,000. The directors are S. A. Williams, Thos. Williams, M. J. Voris, A. P. Voris and A. W. Watring.

F. W. Blair was called home from his mill in North Georgia last week on account of the death of his mother. Mr. Blair reports business good along his line.

### LOUISVILLE

The regular meeting of the Hardwood Club held January 25 was devoid of interest, except for a discussion of the rules, suggested by the Interstate Commerce Commission, to be put into effect in the state of Kentucky. These rules were read and Mr. Norman, president of the club, was appointed a committee of one, to appear before the commission at its meeting February 3 and not only indicate the Hardwood Club's support of the new ruling, but also suggest to the Railroad Commission of Kentucky that the same rules be put in effect throughout the state.

Owing to the convention of the Hardwood Manufacturers at Cincinnati, it was moved and seconded that the regular meeting of the club, to be held February 1, be postponed to the evening of the next regular meeting.

Barry Norman, president of E. B. Norman & Co., and Graham Brown of W. P. Brown & Sons Lumber Company were the first to leave for the convention, and the writer was very much surprised to find Mr. Norman at his office Wednesday afternoon—he had expected to have to go to Memphis that evening and had time to take in but one feature of the opening exercises, that was the moving picture display by Mr. Gibson of the HARDWOOD RECORD. He was especially pleased that he had the opportunity to see the pictures, as he enjoyed them immensely. Mr. Norman said that the view he considered best was that of the Yellow Poplar Lumber Company's operations in West Virginia. Mr. Gibson also showed some very interesting views, taken along our part of the Ohio river.

Mr. Norman stated that the big business of January had broken their stock pretty badly, and that everything, high and low grades, are moving well. It is evident that the firm is very busy. The box business is booming, especially as the whiskey people are going after business.

W. P. Brown & Sons Lumber Company is working hard and Mark Brown could not get away until Tuesday evening. He said that he would have to run the business over the long distance while in Cincy.

A. E. Norman of the Norman Lumber Company and E. L. Davis of the Edw. L. Davis Lumber Company expected to take Mrs. Norman and Mrs. Davis to the convention, but one of the ladies was not feeling well, so the other would not take the trip without her. Mr. Norman was very busy, getting things in shape for this little vacation and only had time to say that he is well satisfied with business. Mr. Davis reports that all grades are moving as fast as the company can turn them out, and that he looks for a big trade as soon as the weather opens up for good and at advancing prices in the lower grades.

H. J. Gates and Ed Shippen of the Louisville Point Lumber Company left Wednesday night to attend the convention. They have just received a half million feet of hardwood and are keeping their men hustling. The water has not bothered them to any great extent, except that it has the ground soggy and the men find handling hard. Business is good and the firm is well satisfied with the January trade.

Harry Kline of the Louisville Veneer Mills was the firm's representative at the convention. The Colonel, D. E., could not get away, as he had been on several trips lately and had important affairs to attend to at home. He reports all grades are moving.

The following is a copy of an announcement recently made to the trade by the Wood Mosaic Flooring & Lumber Company of New Albany, Ind.: "Effective January 15, 1910. At the last meeting of the directors of the Wood-Mosaic Flooring & Lumber Company it was decided to shorten the official name of the company. We are resuming the original title as used when the business was established in Rochester, N. Y., in 1883. In future the official style of the company will be the Wood-Mosaic Company.—W. A. McLean, President."

Because of business at home Mr. McLean was unable to attend the convention. The Wood-Mosaic Company is running full speed and is well satisfied with conditions in general. Mr. McLean calls attention to the very small amount of plain oak to be had and expects higher prices soon. The firm has added an automobile to its assets, and the RECORD's correspondent was

benefited by it recently; the machine was placed at his disposal in making the balance of his calls in New Albany.

Mr. Knight of the Indiana Veneering Company has just recovered from a severe case of la grippe. Although not very strong, yet he is back at his desk, feeling that business demands his attention. The last three months have been the best in the history of the business. The firm has just finished putting in a new boiler. It is increasing its capacity in anticipation of a continuation of the big business it is now enjoying. Prices have been increased since the first of the year.

The Roberts & Connor Veneering Company, New Albany, Ind., is going along in a steady fashion, keeping up with the game. Mr. Roberts is in the West at present, and Mr. Connor stated that the reports from the North are that the furniture people are looking for a poor year.

Following a discussion which lasted many hours at the Galt house February 3, the proposed new code of demurrage rules, drawn by the Interstate Commerce Commission, was taken under advisement, and action was postponed until February 17. The only opposition was directed by the coal people, who object to being compelled to unload a car in less than three days. The rules are now in use in Indiana and all reports are to the effect that they are meeting with success.

An act has been introduced in the Kentucky Assembly, providing that compensation shall be paid by owners of timber on streams to persons who secure such timber adrift, and return it to the rightful owner and take up, to have a lien upon same until sold.

Although there were only 88 building permits taken out in January, 1910, as compared with 121 in January, 1909, the total outlay was much heavier. The estimated value of buildings placed under course of construction was \$271,956, against \$132,830 for January of 1909.

The Mountain Central Railroad will be extended a distance of ten miles from Campton to Hazel Green, opening up to the market a fine boundary of timber and coal lands. The right of way was secured last week.

A twenty-five-mile extension of the Wasioote and Black Mountain Road will be built from Pineville, through Bell and Harlan counties, to Harlan, Ky. The contract represents over a half million dollars. A tunnel 600 feet long will be one of the features. Two thousand men will go to work on the contract which will be rushed through in seven months. This is the most important move taken by any railroad in years so far as the lumber business is concerned, for it will penetrate rich coal and timber lands.

The Rivers and Harbors appropriation bill, which it was expected would be ready to be reported to the house February 8, may not be completed for some days. In all probability it will carry an appropriation of about \$63,000,000 for the Ohio river, to be divided into annual appropriations of about \$5,000,000. Louisville and Kentucky interests in general will be well pleased to see something definite in sight after the years of hard work that they have gone through to secure their property and shipping interests from annual damage.

It is estimated that not less than \$25,000 loss resulted from present Ohio river conditions. This does not include the cost of protecting the big coal fleet above the city, which was in the neighborhood of \$10,000.

The other rivers, in some cases just as important to lumbermen as the Ohio, to be benefited in the appropriations, are: The Kentucky, \$165,000; Tennessee, \$25,000; Cumberland, \$400,000; Big Sandy, \$125,000; Green River, \$750,000.

Work has already been begun on Paducah's famous winter harbor, which is very important to shipping interests below us.

The Inman-Pierson Company has been incorporated with a capital stock of \$100,000, giving

Louisville a new furniture factory and a veneer mill that will furnish the line, that is complete in every respect. The board of directors are: Charles W. Inman, Wm. A. Pierson, H. R. Whiteside, O. G. Hardin and James R. Duffin. Chas. W. Inman is the president, H. R. Whiteside, vice-president, and Wm. A. Pierson, secretary and treasurer.

### ASHLAND

The Wright-Saulsberry Lumber Company started its band mill last week. Enough timber was received on the tides to run the mill steadily for several months. Giles Wright, president of the company, attended the meeting of the Hardwood Manufacturers' Association in Cincinnati last week.

In the January 25th issue of the RECORD it was reported that the name of the Wright-Saulsberry Lumber Company had been changed to the Giles Wright Lumber Company. This was an error, as no change was made.

W. H. Dawkins and W. E. Berger, of the W. H. Hawkins Lumber Company, attended the meeting of the Hardwood Manufacturers' Association February 1, 2 and 3. They report business very satisfactory and advise that the band mill is operating on full time. Some very fine poplar timber was received on the tides of last week.

Charles A. Miller, of this city, who is now sales manager for the J. W. Johnson Company, Huntington, W. Va., has organized a new lumber company, of which he and G. W. Crosier, of Huntington, W. Va., are the chief promoters. They have purchased a tract of 2,000 acres of timber on the Greenbrier river, about twenty miles above Roncove, W. Va. Mr. Miller at present is on the grounds laying out the location for a commissary building, hotel, and a number of dwelling houses for employees. The company will construct a suspension bridge across the Greenbrier river and will haul its logs to the mill which it is building on the C. & O. Railroad. In order to do this, it will also build about six miles of railroad to its timber. Mr. Miller will retain his position with the J. W. Johnson Company and Mr. Crosier has resigned his position with the same company and will be general manager for the Miller-Crosier Lumber Company, which will be located at Anthony, W. Va. Both gentlemen are experienced lumbermen in every respect and their undertaking is an assured success.

R. G. Page, secretary of the Licking River Lumber Company, attended the Hardwood Manufacturers' meeting at Cincinnati and reports one of the best meetings the association has ever held. The company advises business is very satisfactory, and reports the receipt of large and desirable orders for car stock at good prices, and more orders for oak flooring than it is able to handle. The company has just completed its new Emerson dry kiln, at its flooring plant at Huntington, W. Va., which will increase its capacity. The band sawmill at Farmers, Ky., is being operated full time and the company is shipping large amounts of lumber, car stock and construction oak.

The Yellow Poplar Lumber Company started its band mill at Coal Grove the first of this month with a large supply of timber on hand and expects to operate steadily for several months. On the tides of last week it received a large supply of poplar timber which was let through the new splash dam in breaks of the Big Sandy a short time ago. W. A. Crawford was in attendance at the Hardwood Manufacturers' Association's meeting at Cincinnati last week.

The Kenova Poplar Manufacturing Company, of Kenova, W. Va., has closed a deal with the Lineham Lumber Company, whereby it comes into possession of the machinery which the

latter company had in its flooring plant at Cattslettsburg, Ky. It is the intention of the Kenova Poplar Manufacturing Company to remove all this machinery to its present location in Kenova and operate in connection with its bevel siding, moulding, etc., and manufacture hardwood flooring.

### ST. LOUIS

Building operations for January, according to the report of the building commissioner, increased more than \$300,000 over the corresponding month in 1909, the total operations for the month being \$1,461,000, as against \$1,124,219 for January of 1909.

The following is a report of the movement of lumber at this market during January: Receipts by rail during January, 1910, were 12,982 cars; during January, 1909, there were 10,423 cars, an increase of 2,559 cars in 1910. Shipments by rail during January, 1910, were 8,979 cars; shipments by rail during January, 1909, were 7,309 cars, an increase of 1,670 cars during this year. Owing to the river being closed by ice during the entire month, there were no shipments or receipts by river. Last year the water was low and there were no receipts or shipments.

The lumber inspected and measured by the Lumbermen's Exchange of St. Louis during January was as follows, as reported by Secretary Bush:

Plain oak .....	163,456 feet
Quartered oak .....	57,063 feet
Poplar .....	105,563 feet
Walnut .....	18,486 feet
Ash .....	42,042 feet
Cypress .....	61,405 feet
Elm .....	39 feet
Hackberry .....	90 feet

Total ..... 448,144 feet

A. J. Lang was elected treasurer of the Lumbermen's Exchange of St. Louis at a meeting of the board of directors held a few days ago. The secretary will not be elected until February 11, when the board of directors will hold another meeting. It is pretty certain that A. B. Bush, the present secretary, will be elected to succeed himself, as he has been a good and faithful secretary for the past several years. The exchange adopted the following resolution:

Whereas, The directors of the Lumbermen's Exchange of St. Louis learn with profound sorrow of the death of George W. Stoneman, who for some years was a highly esteemed member of this exchange; and

Whereas, His integrity and straightforwardness in business and his manly and lovable character endeared him to all who knew him; therefore be it

Resolved, That in the death of George W. Stoneman the lumber trade has lost a valued member and the community a citizen whose high standard in both business and civic life should be an example to all; and be it further

Resolved, That the deepest sympathy be extended to his bereaved wife and family and that a copy of these resolutions be spread upon the minutes of this exchange.

THOMAS E. POWE,  
ROLAND F. KREBS,  
FRANZ WALDSTEIN.

An involuntary bankruptcy petition against the Grand Valley Lumber Company was filed a few days ago in the United States circuit court. The petitioners and their claims are Great Southwestern Lumber Company, \$966; Ozan Lumber Company, \$399, and the Behrens Lumber Company. The death of J. N. Steber, president of the company, which occurred a short time ago, was the cause of the filing of the petition.

Henry Hafferkamp, one of the best-known St. Louis lumbermen in the local trade, died on January 24, in the fifty-ninth year of his age. He had been connected for forty-four years with the John A. Holmes Lumber Company and for many years was the vice-president of the company. He began his connection with the company when he was but fifteen years old.

Stephen R. Browne, cashier of the Garetson-Greenson Lumber Company, who was taken down suddenly with appendicitis on December 29 and immediately operated upon, is getting along nicely. Mr. Browne has been connected with the company for the past twelve years, and has many friends who are glad to hear of his prospective recovery.

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, is in the South on business. Before leaving he said that the Bennett company was doing a fine business on all items on the list, especially oak. This item has been in big demand and the facilities of the Bennett company enables it to supply almost all demands made. Good prices are being obtained.

Among the visitors in St. Louis recently was S. C. Major of the S. C. Major Lumber Company of Memphis. Mr. Major formerly resided in St. Louis and was connected with the Steele & Hibbard Lumber Company.

After spending several weeks on the Pacific coast, W. W. Dings, of the Garetson-Greenson Lumber Company, has returned. He had his family with him on the coast and left them pleasantly located at Santa Barbara, where they will spend the balance of the winter. He brought back several large orders for car material.

George E. Cottrill, secretary of the American Hardwood Lumber Company, says inquiries are coming in nicely since the first of the year. Orders are quite numerous also and the prospects are good for a big trade in the near future.

George Luehrmann of the Chas. F. Luehrmann Hardwood Lumber Company says orders have been plentiful the past few days, and are coming in more freely all the time. He looks for a nice trade in the spring.

William Lothman of the Lothman Cypress Company says the sales of cypress are increasing in number right along. Prices, too, are going up.

### LITTLE ROCK

At a meeting held here recently by representative lumbermen of the state, it was decided to build a Hoo-Hoo temple and office building devoted exclusively to lumber interests. A company capitalized at \$250,000 is to be incorporated and such men as A. C. Ramsey of Nashville and C. T. Abeles of this city comprise the finance committee. Stock to the amount of \$11,000 was taken at the initial meeting. The building is to be a nine-story, fireproof structure. Among other things, it is believed the erection of such a structure here, devoted purely to the interests of the lumber trade, will bring the general offices of the hardwood men from Memphis and other points to this city.

An order issued by the state railroad commission, requiring the St. Louis, Iron Mountain & Southern Railway Company to install the "rough material" rate on its lines within ten days, or suffer prosecution, is expected to bring results beneficial to the lumbermen. All roads have installed these rates except the Iron Mountain, which still insists on the old plan of "re-bating on re-shipment."

A big deal has been closed by the Henry Wrape Stave Company of Paragould, whereby one of the finest bodies of white oak timber in eastern Arkansas comes into its possession. The tract contains 2,285 acres, situated fifteen miles south of Stuttgart, in Arkansas county, and was purchased from M. A. Gauldin and Martin L. Pierce of Trimble, Tenn. The consideration was \$47,985, or \$21 per acre. The timber will be worked up for the company's big plant at Paragould.

The Heber Hardwood Company has been incorporated at Heber, in Cleburne county, with a capital stock of \$25,000. It will engage in the

manufacture of buggy, wagon and implement stock and veneers. The incorporators are: President, R. T. Martin, vice-president and general manager, W. B. Baker; secretary, Mortimer Frauenthal; treasurer, H. F. Fox.

The John Deere Plow Company of Arkansas has been chartered and has opened for business in this city. Capital \$10,000. Incorporators are Charles W. Mansur and Michael J. Burke, St. Louis, and J. W. and P. F. Carey, Little Rock.

The increase of capital stock of the Ft. Smith Traction Company, as certified to the secretary of state, from \$1,600,000 to \$6,500,000, is taken as an indication of extensive additions and improvements by that company at Ft. Smith.

Contrary to a report recently gaining currency that the Chapman-Dewey box factory at Jonesboro had suspended business, that company will reopen for active operations within a few months, according to authentic reports.

The Iron Mountain Railway Company, it is authoritatively announced, will on March 1 increase its shop force to the full complement of 1,800, instead of 1,600, as now. It is also understood that the additional car shops, 150 by 500 feet floor space, planned prior to the panic, are to be built this year. This will enable the handling of 100 cars at one time in repair work, or more than twice the present number.

The annual report just made by the Ft. Smith Wagon Company shows 1909 to have been the best year in the history of the company. This is the largest manufacturing concern in Ft. Smith and one of the largest of its kind in the South. Among the stockholders at the annual meeting just held were: S. H. Velle, president, Kansas City; William Butterworth, first vice-president, Moline, Ill., and T. N. Peck, second vice-president, Omaha. W. H. Johnson, local manager, entertained the visitors at a dinner at the Goldman hotel.

### MILWAUKEE

P. E. Gilbert of the S. C. Major Lumber Company of Memphis, Tenn., recently called upon the Milwaukee hardwood trade.

The present mild weather is hurting logging operations in various sections of the Wisconsin lumber country. The winter thus far has been very favorable in most sections of the state, with the exception of Ashland, and lumbermen say that the total cut will be large.

Several changes have been made in the operation and management of the plants of Joerns Brothers Manufacturing Company, manufacturers of various furniture lines. The plant at St. Paul, Minn., has been discontinued and the manufacturing will be confined to the plants of the company located at Sheboygan and Stevens Point, Wis. These will be under the management of C. A. Joerns. The wholesale business at St. Paul will be in charge of Paul Joerns.

The Mandt Wagon Company will expend nearly \$75,000 on new structures at its plant at Stoughton, this summer. Among the buildings to be erected will be a modern, three-story blacksmith shop of fire proof construction. Machinery is now being installed in the company's woodworking plant.

The new box factory of Joseph Dietzler at Hartford is now in operation. A specialty is being made of cheese boxes.

Ralph Wells, son of John W. Wells, the millionaire lumber manufacturer of Menominee, Mich., was married at Whitewater, Wis., recently to Miss Frances Winchester of that city. The couple will reside at Burnt River, Ont., where the groom is general manager of the large interests of the J. W. Wells Lumber Company at that place.

The Darling Land & Timber Company of Milwaukee has been incorporated with a capital

stock of \$5,000 by Jesse Darling, R. N. Tufford and E. L. Muther.

Cyrus H. McCormick, president of the International Harvester Company, was up from Chicago recently to attend the banquet which he gave the operating and sales managers of the company's Milwaukee plant. It was hinted by Mr. McCormick that the Milwaukee branch might be enlarged within the near future.

The Racine Stool Manufacturing Company has been incorporated at Racine with a capital stock of \$20,000. The company has leased the plant of the Belle City Sash & Door Company and will manufacture piano stools, benches and racks. Sol. Grollman, former superintendent of the piano stool department of the Racine Manufacturing Company, is the president and manager of the new company.

The Racine Manufacturing Company at Racine has erected several temporary dry kilns on the site of its former plant destroyed by fire. Building operations on the plant proper will begin in the spring.

The Callapoola & Rock Creek Timber Company has been incorporated at Washburn to manage the timber holdings in the West owned by residents of Washburn, Ashland, Iron River and other nearby points.

Twenty Wisconsin representatives of the North Star Lumber Company of Minneapolis, Minn., recently met in social gathering at the Galloway hotel at Eau Claire, Wis., with George P. Thompson and H. C. Wolforth of the general offices of the company.

The new sawmill of the Scott & Howe Lumber Company of Hurley has been placed in operation. The new plant replaces the one destroyed by fire last summer. It has a large daily capacity and is modern in every respect.

The sawmill of the Stearns Lumber Company at Washburn is being thoroughly overhauled preparatory to a busy run this season.

The annual meeting of the Webster Manufacturing Company, chair manufacturers of Superior, resulted in the election of the following: President, A. W. Highfield; vice-president, H. V. Gare; secretary, T. G. Alvord; treasurer, Grant Graham.

Charles P. Romadka, founder of the Romadka Brothers Company, a trunk manufacturing concern of Milwaukee, recently passed away at the age of sixty-seven years.

### MINNEAPOLIS

Hardwood lumbermen here who handle their own logging report that there has been little unfavorable weather in the past month, and their operations in the Wisconsin woods have gone ahead very successfully. There has been plenty of snow, which is essential in the territory where timber is so scattered as much of the hardwood now is, and yet it has not been excessively cold. It has been rather soft at times and has threatened to end hauling, but the nights have always brought a good freeze. A good quantity of logs is being put in, as the present high prices of birch and basswood are very attractive.

The local building movement continues without any sign of abatement. In fact, after the records had all been broken by the 1909 figures, Minneapolis began the new year with another increase for January, showing up with permits for buildings to cost \$602,395, compared with \$377,840 for the same month of 1909.

A big deal in the door and millwork trade has been put through here, in the sale of the City Sash & Door Company's wholesale yard, warehouse, trademark and good will to the Carr & Collier Company, just incorporated. The new concern is an offshoot of the Carr, Ryder & Adams interests of Dubuque, Ia., and the deal was carried through by J. T. Carr. The plant

here will be managed by W. E. Cullen, who has been identified with the same concern in Dubuque.

Scott W. Chambers, representative of the Northwestern Lumber Company of Stanley, Wis., was here during the week of the retailers' convention, in the interests of its hardwood and hemlock stocks.

### SAGINAW VALLEY

In the lumbering districts north of the Saginaw river the snow is rather deep in many localities for active operations in the woods. The large operators who have facilities for making ice roads manage to get along fairly well, but the smaller concerns have had to quit business temporarily. During the early part of the winter the weather was not sufficiently cold to make a solid bottom and the swamps and low grounds did not freeze. Conditions in that particular have somewhat improved.

The lumber output of the Saginaw river mills increased last year on all grades. During the early months the industry was slow, pending the disposition of the tariff, but the fall months noted a marked expansion all along the line and the year closed with trade in the best condition since 1907. The hardwood output of the mills during the year was:

	Feet.
W. D. Young & Co.	22,659,549
Campbell-Brown Lumber Co.	4,327,000
Richardson Lumber Co.	5,000,000
Kneeland, Buell & Bigelow Co.	9,182,996
Kneeland-Bigelow Co.	9,256,057
Knapp & Scott.	2,509,000
S. G. M. Gates Estate.	1,834,000
Bloss & Van Auker (Saginaw)	8,000,000

Total ..... 62,768,602  
The hardwood output in 1908 amounted to 46,147,974 feet.

The Kneeland, Buell & Bigelow Company has let the contract for the installment of a new battery of four boilers which will be put in early in April.

The Island Mill Lumber Company at Alpena is installing three new boilers. As soon as the work is finished, the mill will be started cutting hardwood, a "hot-water" pond having been established.

The Richardson Lumber Company at Alpena is also installing a new battery of boilers and making other extensive repairs to its plant.

The new hardwood flooring plant of the Hanson-Ward Company at Bay City has been finished and is in operation. It is a modern plant and is finely equipped. The timber comes down the Mackinaw division of the Michigan Central.

The Kneeland-Bigelow Company last week sold 8,000,000 feet of maple flooring, to be cut this spring, to the S. L. Eastman Flooring Company of Saginaw. A like quantity was furnished the Eastman people last year.

The Campbell-Brown Lumber Company's mill at Bay City is in operation, cutting lumber for Ross & Wentworth.

W. D. Young & Co. are having a fine run. Their plant is in motion day and night. The market for flooring is active and the firm is up to the neck in business. Mr. Young says it is only a question of getting the stuff to the customers fast enough. The flooring trade has picked up marvelously during the last sixty days.

John Widdicomb, founder and active head of the John Widdicomb Company, dropped dead from rheumatism of the heart Feb. 5 while at work in his office. He operated two of the largest furniture factories in Grand Rapids and was one of the oldest manufacturers there.

The Grand Rapids board of trade held its annual election and banquet Feb. 1. The new directors include Chas. W. Garfield, president of the Michigan Forestry Association, and Edwin F. Sweet, who is well known to lumbermen.



## CADILLAC

Edward Fitzgerald, formerly manager of the Mitchell Brothers Company of this city, recently met with an accident in Grand Rapids. While driving home with a friend he attempted to cross the street when the runners of the cutter skidded into the street-car track, turning over the vehicle and throwing both men into the street. Mr. Fitzgerald struck the pavement on his side and had to be taken home in a conveyance. It was found that there was a fracture of the left hip. Internal injury is also feared, but recovery is expected. The friend alighted on his feet and was not injured.

The ladder factory in connection with the Cummer Manufacturing Company's plant has resumed operation after a shut-down of about two months; a full crew is employed and everything is running smoothly.

H. H. Yohe, formerly general secretary of the Y. M. C. A. here, has succeeded Walter E. Curry as assistant to M. E. Thomas in the sales department of Cobbs & Mitchell, Inc. Mr. Curry was appointed assistant to Henry Ballou in the operating of the Cobbs & Mitchell interests.

Charles T. Mitchell, vice-president and general manager of the Mitchell Brothers Company, sailed from New York February 6 on a month's trip to the Bahama Islands and the West Indies. He was accompanied by Gaius Perkins of Grand Rapids.

Luther, Mich., is experiencing an old-fashioned winter such as it has not seen for many years, and in consequence lumbering is being pushed to a greater extent than usual. At this point as well as at many others in the state, the farmers are picking up their remaining timber and hauling it into the local mills. It is expected that next year this lumber will result in a considerably increased acreage of farm crops. Besides the saw and planing mill, it has a good flour and feed mill operated by water power, and a well patronized creamery, a large pickling station and two potato warehouses.

The Manistee & Grand Rapids Railroad has built one of the finest depots in that section of the state, and a new schoolhouse has replaced the one which was burned a short time ago. Although the old pine days are gone and the money does not come in as fast as in former years, yet Luther is entering into a period of true prosperity and its citizens are progressive and ready to push things along.

The East Jordan Lumber Company's flooring plant has shut down until April 1, during which time extensive repairs will be made. Among them the long bridge connecting the east and west sides will undergo extensive repairs while the lake is frozen.

The iron furnace at East Jordan which has been in the course of construction for two years has started. This furnace has a capacity of eighty tons per day, and started without a hitch. The chemical plant running in connection with the furnace has also started, and it is said to be the most modern and best equipped plant in the United States. Its capacity is 125 cords of wood per day.

If present plans carry, the Board of Trade of Traverse City will have a home of its own and it is stated that R. Floyd Clinch of Chicago will put up \$6,000 providing the Traverse City business men raise \$1,500.

Dollarville in Luce county is almost a place of the past. The Danaher Hardwood Lumber Company having completed its cut in this section has sold its mill of that place to Wickes Brothers of Saginaw and the plant is now being demolished preparatory to its new location. With the wrecking of the mill, Dollarville, once a thriving and prosperous town, will cease to exist. Most of the former employees already have scattered to other fields and only a few families now remain in the little village.

## DETROIT

Pleasing to hardwood men have been the frequent announcements recently of new automobile plants to be located in Detroit. During the past week the Van Dyke Motor Company, Hudson Motor Car Company and the Lozier Company announced that they would build big plants in this city. The Van Dyke company is a million-dollar corporation, the Hudson \$500,000 and the Lozier Company two millions. These plants taken along with the \$6,000,000 plant to be erected this spring by the General Motors Company and the great number of smaller automobile concerns which will locate in this city mean a big wave of prosperity in which hardwood dealers will share to a large extent.

In addition to the automobile plants, the Yeoman Body & Box Company announces that it will engage in the manufacture of automobile bodies. Extensive improvements will be made to the plant, which will be greatly enlarged. The company figures on an output of one hundred automobile bodies a day at the start. At present the whole energy of the plant will be devoted to the production of wood bodies, for which the concern has the most modern equipment. Later metal bodies will be included in the output. John T. Lombard and John G. Rittenhouse of the hardwood lumber firm of Lombard & Rittenhouse are members of the Yeomans company.

At the annual meeting of the Dwight Lum-

ber Company last week the following officers were elected: President, Edwin Lodge; vice-president, W. M. Dwight; treasurer, G. H. Satterlee; secretary, John C. Lodge; assistant secretary, Horace E. Carter; directors, Edwin Lodge, W. M. Dwight, G. H. Satterlee, John C. Lodge and Frank W. Blair. Horace E. Carter, who is made assistant secretary, is the son of the late Mr. Carter, who was secretary of the company.

A number of Detroit hardwood men attended the eighth annual meeting and banquet of the Hardwood Manufacturers' Association at Cincinnati the first of the month. Among them were Thomas Forman, E. W. Leach and J. M. Clifford.

William E. Brownlee of the Brownlee-Kelly Company has just returned to the city from a trip through the lumber regions of the Lake Superior district. Mr. Brownlee reports a great demand for hardwoods in the North.

"The price of poplar and ash is steadily mounting upward," says a local automobile manufacturer, "and it is becoming a hard matter to obtain the woods without paying a stiff price. For instance, poplar that should be about \$75 a thousand has mounted in price to \$125 and \$150 a thousand. The stuff has been pretty well cornered at that and a manufacturer who fails to look sharp will have to pay the difference. All kinds of lumber that enters into the automobile has advanced in price to a remarkable extent."

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

## CHICAGO

The local trade seems to depend entirely on personal conditions. In some cases the outlook is rosy, orders brisk and prices good. Others take a gloomy and pessimistic view of business; they can't get their prices, or have to pay the mill men too high a figure, or are hampered by poor transportation.

On the whole, however, the dominant idea seems to be that the lumber business is on a pretty fair footing, although not where it was expected to be by this time.

Mill men explain the high prices of which the jobbers complain by saying that they can get more for their lumber in other centers and consequently sell their stock elsewhere.

The general tendency of prices is upward, though in a conservative way. Upper grades of birch are still scarce, and it is predicted that this condition may result in an overproduction of logs to fill the demand, and consequently a break in price later on.

The trade in maple is brisk and the stock in the better grades is low and prices good. Basswood maintains the same rather slow movement that it has shown for several months. Prices are about as usual.

No radical change is reported in the condition of either red or white oak—they are both advancing steadily in price, and are sure to hold their own.

Cherry is not as brisk in some quarters as usual, but prices are good.

A local jobber says that wide panel cottonwood, 22 in. and up, is worth in this city \$75-\$85. It is being substituted for poplar in automobile and carriage bodies, for which it is acceptable to some manufacturers. With the present enormous production of automobiles the wonder is just how long it will be before the public appetite is satisfied.

The flooring people report a solid market and reasonable prices on oak and maple flooring.

## NEW YORK

The hardwood market at New York continues to show good strength throughout the list, more particularly in good grade lumber, with low-grade stock moving quite freely. Prices, however, are not quite as strong. The current conditions in all lines in the local buying trade are fair and the general feeling seems to be unanimous that the spring and summer trade will witness a good consumption of lumber in all channels. There seems to be a little speculation as to just what the early spring market will hold forth in the matter of low-grade stock, the belief being that that will depend largely upon the amount of production. Every holder of good grade hardwood lumber should realize a good profit and a high range of prices for his wood. Stocks are by no means plentiful and this is especially true of the local manufacturing and consuming trade. Hence with any kind of a development in consumption the spring market will be of a very satisfactory character. There is no reason why there should not be good volume of low-grade consumption if business develops anything like the proportions which seem likely, so that the best information that can be given at this time is for the manufacturer or wholesaler to meet conditions of the market from now on exactly as they appear and to be content to dispose of such stock as the market will absorb at proper values, holding the balance of his stock in reserve for the early spring trade which now seem promising.

## BUFFALO

Hardwood lumber is a good asset and the fact is well known to the consumer as well as the jobber, for there is demand for it in all directions, both for immediate delivery and on time. The plan of the yard dealer has been not to push trade much of late, as it costs so

much to handle lumber this winter, because of bad weather conditions. Prices are strong and indications point to an advance all along the line as soon as spring opens. The demand is greatest for oak, with poplar, chestnut and birch following. Maple has done well all winter and if one has elm and basswood they move. Ash is fairly active and there is demand for cherry. Buffalo stocks are about on a par with a year ago.

### PITTSBURG

The close of the inventory season is bringing to light several important points in the hardwood business. One is that both retailers and manufacturers have unusually small stocks for this season. Another point is that stocks of hardwoods at the mills are very low. Dry hardwood in many places is practically exhausted. One reason for this is that severe winter weather has crippled sawmill operations greatly since December 1. Deep snows, freezing which stopped all water supply and general difficulty in getting around in the woods made logging and sawing so expensive that many concerns have shut down their plants until March 1. Hardwood buyers are beginning to realize the gravity of the situation, and are showing more willingness to pay increased prices for good hardwood than they did three months ago. Full list prices are demanded on everything in the hardwood line; in a number of cases good premiums are asked for stock which can be moved quickly and is in first class condition. The gist of the whole matter is that the hardwood business is going to show a degree of speed and determination this spring which has not been evident in lumber dealing for two years. In the Pittsburgh district railroad and industrial operations are coming forward in more than double the number and of much greater importance than last year. House building is a problem as yet to be determined, for at present there is none on hand. Manufacturing operations, however, are showing up well and purchasing agents are getting busy locating all kinds of hardwood lumber which is dry enough to be available.

### BOSTON

A decidedly firm feeling is found in all branches of the hardwood lumber business. Demand is gradually improving and higher prices are being quoted. In several instances recently, buyers have been obliged to pay advances of one to three dollars a thousand over prices quoted them a few weeks ago. Offerings of desirable selections in many instances are very small and buyers find it difficult to pick up just what they want when they need it. Manufacturers state they are constantly in request for certain grades and thicknesses from different dealers, indicating that some buyers are trying in several places at a time to find just the stock they require.

Furniture manufacturers have been busy showing their sample lines at the various expositions and have booked some good orders. Their stocks of lumber are not large. The manufacturers of interior finish are not so busy as they were, although some still have a fair amount of business on hand. Plain and quartered oak is firmer. Whitewood has developed considerable strength. Higher prices have been paid.

### BALTIMORE

While there have been no important developments in the hardwood trade of this section, the members continue to feel hopeful, encouraged by a steady increase in the demand and number of inquiries being received. The range of values is moving upwards and unless present indications are misleading, the spring and summer will bring results satisfactory to the manu-

facturer and dealer. The competition for stocks at the mills keeps up, many of the intending buyers being exporters, who feel that they will be called on to furnish comparatively large quantities of lumber and want to get into a position to meet the demands upon them. The domestic trade is also well represented, and the producers are experiencing a most acceptable degree of prosperity. Furniture factories and other buyers are in the market for moderately large quantities of lumber, and though the yards are not rushed, they are kept busier than during the greater part of last year.

The reduction in the common grades has progressed, and the supplies, though still quite large, cannot be said to exert a depressing effect upon the market, while the better grades are almost entirely cleaned up at the mills. The latter have not been able to run all the time because of bad weather conditions, and the production has hardly kept pace with the consumption. The feeling among the exporters in particular is expectant, and they are buoyed up by reports of a material decrease in the holdings abroad. These are said to have become so thoroughly depleted of their higher grade planks as to call for replenishing. This is evidenced in the augmented prices which the foreign buyers are willing to pay. The elimination of the British parliamentary elections as a cause of business stagnation is also expected to have a good effect, and an advance in the quotations is looked for. The destruction of the Eisenhauer-MacLea Company's large stock of fine hardwoods, some of them having been under cover, seasoning, for years, will be seriously felt in the local trade.

### NORFOLK

The market for hardwood continues heavy, especially in the higher grades of oak. Prices have an upward tendency, and orders are being booked at satisfactory prices. The lower grades are in small demand at present. The call for good poplar is exceptionally strong. On the whole, indications are that 1910 will be one of the most successful years that hardwood people have known for some time.

### CLEVELAND

The situation in the hardwood market here has not changed much during the past fortnight. The call for hardwoods for manufacturing purposes is quite brisk. The automobile trade continues to use up all the wide clear poplar in sight, while the demand for good quartered and clear oak for furniture is also good.

Owing to the continued wintry weather, building work is at a standstill. A vast amount of high-class building is to be done in Cleveland this summer, and it is expected that the call for hardwoods in doors, trim flooring and other finish will be unusually heavy. Housebuilders say that prospective buyers and tenants are demanding hardwood floors all over the house now instead of only on the first floor. This means business for the hardwood dealers.

### COLUMBUS

The hardwood trade is now completely recovered from the slight dullness, caused by stock taking and the meeting of lumber dealers, held in Columbus the latter part of January. Prices remain steady and some advances have been recorded. The demand from the yard trade and manufacturing establishments continues good and many factories are in the market for additional stocks. Every one believes that the year 1910 will be one of the best years in the history of the industry. Preparations are being made on all sides for an expansion of the trade and deal-



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ers as well as factory purchasing agents are more liberal in their orders. An advance in practically all varieties and grades is expected in a few weeks and as a result many dealers are purchasing more liberally in order to have a larger stock on hand. Advance orders for shipment in March and April are numerous and there is a disposition to refuse such orders. The only drawback to a larger market is the inclement weather, which has interfered with shipments to a certain extent. The same cause also mitigates against active buying on the part of some dealers.

Quartered oak is wanted in every place and quotations are very strong. The supply is limited. Plain oak is also strong and an advance has been recorded recently in four-quartered red oak. Quotations for white oak are unchanged. There is a better demand for ash, chestnut and hickory. An advance is recorded in chestnut.

Poplar is one of the strongest points in the market and the demand from motor car factories for wide sizes is strong. Prices range from about \$1.40 to \$1.55. For ordinary sizes the quotations are: Firsts and seconds, about \$58 at the Ohio river; No. 1 common, \$37; No. 2 common, \$25; No. 3 common, \$16.

### INDIANAPOLIS

All of the local hardwood concerns are busy, the situation being much more satisfactory than it was a year ago at this time. The furniture factories are having a good run and there is an immense amount of building in sight on which hardwood men are figuring for the interior finish.

Prices continue steady, but are unchanged from two weeks ago. An advance, however, is expected.

### MEMPHIS

There is disappointment expressed by some members of the trade over the failure of business to expand more rapidly, but as a general rule the feeling is one of satisfaction. Buyers are sending in a great many inquiries and the majority of these are resulting in business at profitable prices. The tone of the market is quite firm on high-grade lumber of all kinds, while low-grade stock is bringing relatively better prices than for a long while. There is quite a scarcity of high-grade oak and ash in both plain and quartered stock and as the call is largely for dry lumber, shipments are somewhat restricted by the lightness of the offerings. A fairly active demand is noted for No. 2 common oak and ash, there being a decidedly larger inquiry than existed before the holidays. One of the most striking sales made here in some time was the turnover of 1,500,000 feet of cottonwood box boards this week at prices which have not heretofore been obtainable. The supply of box boards is light and the market shows a firm undertone thereon. High-grade cottonwood and red and bright clear sap gum are both in good demand. The lower grades of cottonwood and gum, however, are not moving very freely where prices are firmly held. The belief prevails that there will be a more active demand for these items soon, a fact which is leading to some advances in asking prices. Cypress is in active call and poplar is taken about as fast as it is ready for the market.

### NASHVILLE

Nashville dealers seem to be well satisfied with the local situation, both as to the amount of business they are doing and the prices that are being realized. Poplar, as has been the situation for some time, continues to be the leader among the hardwoods. Good wide stock is hard to find, and is in most excellent demand. Quite a feature of the hardwood situation, however, is the manner

in which ash has taken a jump recently. Several of the firms that had been holding their stock are congratulating themselves upon having done so. Oak and maple flooring are in good demand. Chestnut and birch are also selling well. The box factories are using a lot of cottonwood, while elm and basswood are moving along briskly. In fact, just about all the good dry hardwood stock any dealer has to sell is finding a ready market when shipment can be made promptly. The local dealers are anticipating an early and a busy spring building campaign.

### CHATTANOOGA

Dealers here say that one week the trade is good, while the next it is only common, but altogether it is satisfactory. Lower grades are moving freely. The export trade is improving. Conservative men say it is a case of demand and supply, and that no one is buying largely with a view of holding the stock.

### LOUISVILLE

The close of the month of January found the hardwood business in Louisville breaking all records for this time of the year. There has been a steady demand for all grades, high and low, with prices holding their own in the high, and a promise of better prices, as soon as the season opens up right, in the lower grades. Instructions to traveling men are to hold up prices at the cost of orders, but business has not suffered thus far as a result. Building activity has been helped by the fine weather and the reports show that more money is being put into the erection of apartment and office buildings; in fact, there is more money being invested. Oak and poplar are going along side by side and the stock in the local yards is pretty well broken as a result of the unexpected big business of January.

### ASHLAND

A satisfactory demand for lumber is reported and everything points to a greater increase in demand and better prices. Manufacturers are much encouraged over the future outlook and feel sure that this will be a very good year in the lumber business. A number of the mills have opened up for this season's run, having received a supply of logs on the recent tides of the Ohio's various branches.

The most pleasing feature of the market conditions at this time is an advance in prices. Both plain and quartered oak continue to increase in strength and demand, while dry stocks are decreasing. Chestnut, ash and basswood are in a very good demand. Poplar continues to climb in price on panel. First and second dry stock is very scarce. A number of manufacturers have received orders for some of their new stock now being manufactured. No. 1 and No. 2 common grades are in great demand and the supply of dry lumber is much broken. No. 3 common and box lumber is slowly improving. Manufacturers are receiving orders for considerable of their stock at satisfactory prices.

### ST. LOUIS

A good deal of hardwood business has been done during the past few weeks. The actual movement early in the month was somewhat retarded because of the cold weather, but recently shipping became better. The buying and selling continued, however, right along. While the bulk of the demand is for better grades, the lower grades are selling freely. The common grades in ash, cypress, plain oak, poplar, etc., are nearly depleted. This is particularly true of poplar. Gum is showing quite an improvement and the

stocks in the hands of manufacturers have been greatly reduced. The price on first and second red gum has advanced and common red is increasing in strength. There is quite an activity in cottonwood. Birch is strong and there is every indication that there will be a good demand for it later in the season. Owing to the advance in price of yellow pine, cypress is in good demand and has picked up considerably. Reports from the mills are to the effect that some heavy buying of cypress has been done within the past few weeks. This is especially true in mixed car lots. Inquiries are quite lively.

### MILWAUKEE

The outlook in general is gradually becoming brighter to hardwood manufacturers and dealers. Added to the rapidly growing demand from the manufacturing plants of the city is the increasing trade from retailers in the city and about the state. Retailers are at last beginning to realize that their stocks are becoming low and that it is high time to place their orders in order to be ready for the busy building season that is expected all over the state. The inability of the railroads to supply sufficient cars as a result of the recent snow blockade and the present congested condition of traffic, is causing no little inconvenience to lumbermen.

The sash and door plants are now in busy operation and are placing some good orders in oak, basswood and birch. The box plants are not ordering as well as dealers wish that they were, although better things are looked for from this source. The furniture factories are all busy and manufacturers in this line are expecting plenty of prosperity throughout the year.

Birch is in lively demand and prices have made several advances as a result. Oak is scarce and high as usual. Basswood is selling well and considerable poplar is wanted by the trade.

### MINNEAPOLIS

Prices on the shop grades of birch and basswood are going up every few days, and the small holdings of this stock that remain unsold are very jealously guarded. There has not been any increased buying of oak noted, as the offerings are just about as usual, and prices on all items are firm. The country yards are making inquiries but not buying much. The factory trade in the Twin Cities and vicinity is in the market right along, and some good sales have been made lately.

While low-grade stocks are still very weak as to price, the situation is improving. The box manufacturers are getting a greater volume of business and have been using more hardwood on account of its attractive price. Dealers are holding No. 2 birch firmly at about \$11 a thousand, which is \$1.50 to \$2 better than the basis of most sales last summer and fall. There is talk of advancing the low grades of pine, also indicating a return to better conditions for the cull hardwood. The season is showing well for the flooring trade and for all kinds of hardwood finish, as new work is continually being started and factories are figuring all the time. The flooring men are running strong and have been buying quite freely. The implement factories are prospering and will use more stock this year than last year.

### SAGINAW VALLEY

The market is active and strong for nearly all grades of stock and lumber is moving freely. No trouble is experienced in obtaining all the cars needed for moving stock. Prices are high. Dry lumber of all kinds is scarce. A party from

Minneapolis was in this market recently for thick maple, but was unable to obtain the stock at a price that could be entertained. No. 2 common and better maple is very firm at \$22 and \$25; beech at \$16 and \$17, there not having been the advance in this stock that has characterized other grades. Birch is strong at \$23 and \$26; ash is scarce at \$30 and \$32 and elm is in much better demand at \$26 and \$30. All indications point to still higher prices for the better grades of stock.

### CADILLAC

Trade conditions in Cadillac are more than seasonable, many good orders are being booked and more inquiries for all kinds of hardwood lumber than usual are being received at this time. No. 3 common hardwoods have strengthened materially and the excess stock of this commodity is not large. All of the local lumber plants are running and many thousand feet of logs are arriving daily both by train and sleigh loads.

### DETROIT

Owing to the cold weather, the hardwood market has been rather quiet the past two weeks. New work has been delayed and contractors are rushing old work to completion to be in readiness for more favorable weather. Dealers figure that within two or three weeks the busy season will be upon them and a big business is anticipated. Oak is in strong demand and prices are very satisfactory. Automobile manufacturers are still the large consumers of poplar, for which there is a healthy demand, at strong prices. The flooring factories report trade as brisk as ever, while the box manufacturers and the veneer trade show much activity.

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5000 Boilers, Engines and other Machines

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ing and Pulleys

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& CO.  
Chicago

We also make  
Time Checks,  
Stencils and  
Log Hammers.



### ADDITIONAL WANTED AND FOR SALE

For other Wanted and For Sale  
Matter See Page 78

### EMPLOYES WANTED

#### WANTED--VENEER SALESMAN.

Experienced in quartered oak and mahogany veneer, with some experience in hardwood lumber. Address "VS," care HARDWOOD RECORD.

#### WANTED.

Hardwood lumber buyer for the states of West Virginia and Tennessee.

HERBERT C. TURNER,  
No. 1 Madison Ave.,  
New York City, N. Y.

#### WANTED.

A first-class spoke salesman with good references, who has an established trade with wagon manufacturers and hardware jobbers, and who is a good office man in this line. Might also consider placing our line with someone as side line in a territory where we might not already be represented. Address

FERGUSON LUMBER CO., Fort Smith, Ark.

#### WANTED AT ONCE--FOREMAN

for our dimension mill. Must be thoroughly familiar with building and glueing up hard and softwoods, and competent to take full charge of factory, and willing to start at a moderate salary. We would not want any but a first-class man. Address, stating experience,

"BOX 19," care HARDWOOD RECORD.

#### WANTED--COMMISSION MEN

to sell Northern Hardwoods to consuming trade in Chicago, Michigan, Indiana, Ohio and Pennsylvania. We are manufacturers. Address "Box A," care HARDWOOD RECORD.

#### WANTED--HARDWOOD SALESMAN.

An experienced hardwood lumber salesman for the road. Give references. Address,

"BOX 12," care HARDWOOD RECORD.

### TIMBER LANDS WANTED

#### WANTED.

Tract of white oak timber, two to five million feet.  
HAWKER LUMBER CO.,  
Buckhannon, W. Va.

### DIMENSION STOCK WANTED

#### SMALL DIMENSIONS.

Wanted: Plain and quartered red and white oak furniture stock, and plain and quartered chair backs and seat stock especially. Also small oak and birch squares.

FURNITURE & CHAIR STOCK CO.,  
Sibley Bldg., Philadelphia, Pa.

#### WANTED--DIMENSION STOCK.

We are in the market for several carloads of oak and hickory dimension stock.  
ESTABROOK-SKEELE LUMBER CO.,  
Fisher Bldg., Chicago, Ill.

### RAILWAY EQUIPMENT FOR SALE

#### LOCOMOTIVES AND CARS.

Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.

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Chicago, Ill.

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Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

# Advertisers' Directory

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# Wanted and For Sale -SECTION-

FOR ADDITIONAL WANTED AND FOR SALE MATTER SEE PAGE 76

Advertisements will be inserted in this section at the following rates:

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For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line.  
Headings counts as two lines.  
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## LUMBER FOR SALE

### FOR SALE.

Two cars 6" No. 2 common poplar bevel siding. Nice grade.

VESTAL LBR. & MFG. CO., Knoxville, Tenn.

### WHITE ASH FOR SALE.

1" white ash, 44,000 feet.  
1½" white ash, 27,000 feet.  
2" white ash, 88,000 feet.  
No. 2 common, well seasoned. Will sell for \$25 per M f. o. b. Syracuse, as it is not adapted to our needs.  
H. H. FRANKLIN MFG. CO., Syracuse, N. Y.

### FOR SALE—HICKORY LUMBER.

15,000 dry 1½", 2", 2½", 3" and 4" shellbark hickory on sticks 12 months.  
WASHINGTON MFG. CO., Washington, Ga.

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C. mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

35 M ft. 1x18" & wider, 1st & 2ds, red...\$35.00  
75 M ft. 1x13 to 17" 1st & 2ds & box boards, red and sap..... 32.00  
80 M ft. 1x6 to 12" 1st & 2ds, red..... 29.00  
50 M ft. 1x4" & wider No. 1 com., red..... 20.00  
340 M ft. 1x3" & wider No. 2 com., red..... 10.00  
200 M ft. 1x6 to 12" 1st & 2ds, sap..... 22.00  
96 M ft. 1x4" & wider No. 1 com..... 15.09  
200 M ft. 1x3" & wider No. 2 com., sap..... 10.00  
24 M ft. 1x13 to 17" 1st and 2ds, tupelo. 32.00  
90 M ft. 1x6 to 12" 1st and 2ds, tupelo... 26.00  
35 M ft. 1x4" & wider No. 1 com., tupelo. 16.00  
100 M ft. 1x3" & wider No. 2 com., tupelo. 11.00  
200 M ft. 5/4 log run tupelo..... 17.00  
150 M ft. 4/4 red and sap, log run..... 16.00  
All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa..	16c	Richmond, Va.....	9c
New York City....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y....	23c
Pittsburg, Pa.....	21c	Springfield, Mass.	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y..	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C..	9½c		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.  
AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### FOR SALE.

2 cars 8/4 hard maple.  
1 car 4/4 hard maple. Carload lots ash 1" to 4", red and white oak carload lots, and oak timbers sawed to order.

JOHN T. GRAFTON,  
375 Putnam Ave., Detroit, Mich.

### FOR SALE—WALNUT LUMBER

Several cars on Frisco in southwest Missouri.  
J. C. PIKE,  
538-9 Ridge Bldg., Kansas City, Mo.

### WE HAVE FOR QUICK SHIPMENT

2 cars 5/4" No. 1 common quartered white oak.  
2 cars 5/4" No. 2 common quartered white oak.  
1 car 5/4" No. 1 common plain red oak.  
1 car 5/4" No. 2 common plain red oak.  
1 car 8/4" No. 2 common plain red oak.  
4 cars 4/4" No. 3 common plain red and white oak.  
1 car 5/4" 1sts and 2ds cypress.  
All band sawn stock, absolutely dry. Mill at Halley, Ark. Write us.  
HEATH-WITBECK CO.,  
Twenty second and Fisk Sts., Chicago.

### BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.  
A. B. GARROTT,  
Fort Madison, Iowa.

## LUMBER WANTED

### TO MANUFACTURERS AND EXPORTERS.

We are in want of dry oak, ash, gum and walnut lumber in all thicknesses and grades. Write us what you have to offer and state lowest prices c. l. f. London.

THE LONDON HARDWOOD CO., LTD.,  
11-12 Clements Lane, Lombard St.,  
London, England.

### QUARTERED OAK WANTED.

1"x3½"x10½"—17-19".  
1"x4"x10½"—17-19".  
1"x3"x14" and 16".  
1"x2½"x14".

THE WISCONSIN CHAIR CO.,  
Port Washington, Wis.

### WANTED.

25 carloads of tough Oak strips for bending purposes. Strips to measure ¾" thick, 1½" wide, 6'2" long. Must be strictly clear.

LOUIS RASTETER & SONS, Ft. Wayne, Ind.

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1½" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.

THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 2558 S. Robey St., Chicago.

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

### WANTED.

Car Oak, Timbers and Planing.  
"BOX G." care HARDWOOD RECORD.

## MACHINERY FOR SALE

### FOR SALE—HAULING TRUCKS.

We have for sale four, six to eight-ton capacity self-tracking hauling trucks, suitable for hauling timber of any kind with traction engine or teams. Six-inch steel tires. First-class condition. KELLOGG SWITCHBOARD & SUPPLY CO., Escanaba, Mich.

### FOR SALE.

Timber Sizer, Atlantic Works, 28"x14", good condition, now in the South. Scraper with grinder, Whitney 10", for hardwood flooring. HERMAN MACHINE CO., Williamsport, Pa.

### FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,  
P. O. BOX 345.  
Muncie, Ind.

## TIMBER LANDS FOR SALE

### FOR SALE.

4,500,000 feet white oak stumpage in West Virginia on railroad; also 3,389 acres in fee carrying over 20,000,000 feet timber (14,000,000 white oak), three miles from railroad; also tract in Virginia carrying 30,000,000 feet red gum, pine, white oak, cypress, ash, poplar, practically on railroad; also another tract carrying about half the quantity of same varieties; also 3,000 acres in Kentucky carrying asphalt rock (best known material for surfacing macadam roads), timber, coal and iron ore; also Virginia farms. NICOL & RANSDELL, Box H. R., Manassas, Va.

### FOR SALE.

Timber on 1,500 acres; about 10,000,000 feet.  
G. M. VOORHEES, Amelia, C. H., Va.

### STANDING TIMBER FOR SALE IN GEORGIA.

69 million feet Pine—mostly short leaf or "N. C. Pine."  
10 million feet Cypress.  
39 million feet Oak.  
30 million feet Gum.  
14 million feet Ash.  
2 million feet Poplar, Hickory, Cedar, etc.

164 million feet.  
Located on 21,492 acres—about one-third in fee, balance 19 to 29 years' lease. All in condensed tract, favorably situated on two railroads and a navigable river.

We are not manufacturers or brokers, but owners.

THE SIZER TIMBER COMPANY,  
15 William St., New York, N. Y.  
Care Robert R. Sizer & Co.

## BUSINESS OPPORTUNITIES

### FOR SALE.

McDonald Planing Mill, Wheeling, W. Va., including the machinery, fixtures, gas engine, office supplies, wagons, harness, lumber and other material. This is an exceptional opportunity to embark in the planing mill business at a small cost and in a desirable location on railroad.

JOHN P. ARBENZ, Special Receiver.  
910-911 Schmlubach Bldg., Wheeling, W. Va.

### FOR SALE.

A good live southern hardwood lumber business, established eighteen years ago. Will dispose of mill in Oklahoma, with timber contracts, lumber and logs cut, or will dispose of the entire business. Good reasons given.

FREDERICK A. LORENZ,  
277 Dearborn St., Chicago.

# WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.

MANUFACTURERS AND  
DISTRIBUTORS OF THE

## Finest Cherry and Mahogany

IN THIS COUNTRY  
—Correspondence Solicited—

# JEFFREY



## Conveying Machinery

For Handling

LUMBER, LOGS, REFUSE, CHIPS, ETC.

We design and build the most efficient and economical conveying systems for Saw Mill and Wood-working Plants. Send for Catalog Hf81 and

Let Us Figure With You

**THE JEFFREY MFG. CO.,**  
COLUMBUS, OHIO.

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ST. LOUIS  
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DENVER  
MONTREAL, CAN.

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

## GUM

The Best Lumber You Can Buy.  
CAN YOU USE IT?

Our drying process will smooth out the kinks, stop the checking and make the toughest gum board

**STAY WHERE YOU PUT IT**

You should see this wide, clean stock, with its soft, velvety grain, properly dried for tops, fronts and sides.

**IT IS RICH  
AND IT IS CHEAP**

**Grand Rapids Veneer Works**  
GRAND RAPIDS, MICH.



## The Writerpress

## Reduces Overhead Expense

by increasing your business at no additional cost.

This machine will turn out from 8,000 to 10,000 actual typewritten copies a day—the cheapest and most productive means of securing new and increasing old business.

*July "Advertising and Selling" tells of a ten million dollar business built up without a traveling salesman---simply sending out circular matter. Read it and see where The Writerpress will help you.*

## Job Printing

**THE WRITERPRESS** does actual printing from all kinds of type, cuts, electros, etc. Will do most of your office printing at one-half cost.

Write for full information and samples of its work.

## THE WRITERPRESS CO.

412 Writerpress Building - - - - - **BUFFALO, N. Y.**

New York Office . . . 302 Broadway

Chicago Office . . . 215 Dearborn St.

# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4 and 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

MAY 28, '27 APR 28 '28

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SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

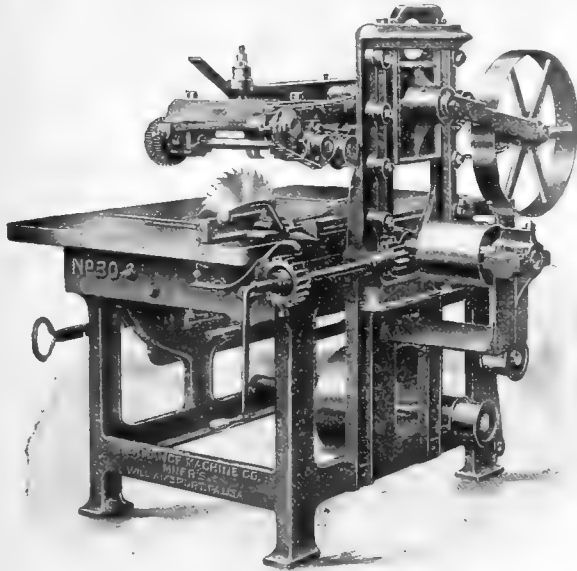
The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago



## A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances without adjustment. It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.

# HERMANC MACHINE COMPANY

WILLIAMSPORT, PA.

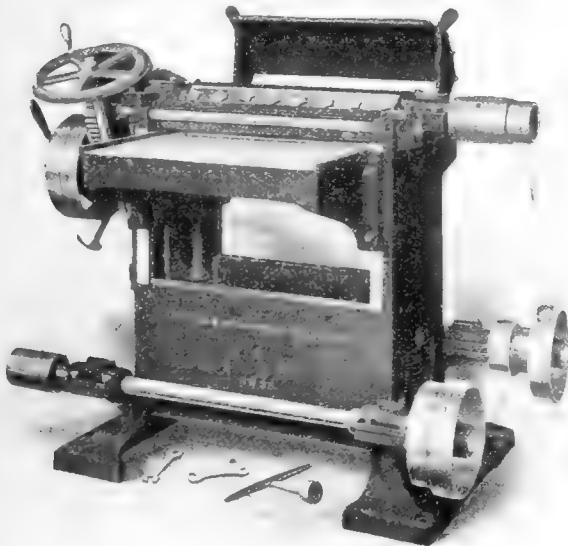
CHICAGO REPRESENTATIVES:

Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

## Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS  
CHICAGO, ILLINOIS



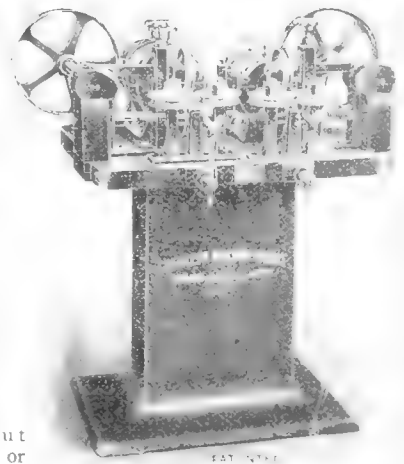
No. 35 SINGLE SURFACE PONY PLANNER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

## MOST PERFECT

## DOUBLE HEAD DOWEL MACHINE

These machines have two spindles running side by side, both spindles operated at the same time and by the same operator. Double No. 1 cuts from ¼-in. to 1-in. diameter; double No. 2 cuts up to 2-in. in diameter; double No. 3 cuts up to 3-in. in diameter. These machines are designed for the rapid production of round rods for all purposes, and have a capacity of 7,000 feet per hour and larger when required. Waste stock and every grade of stock may be turned without danger of it twisting off or clogging in the cutter head.



Write for Circular describing these machines in detail

## CRESCENT MACHINE WORKS

Manufacturers Patented and Improved Woodworking Machinery

Grand Rapids,

Michigan

# CHICAGO' MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

159-161 N. Canal St.

REPRESENTING EXCLUSIVELY

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of Grand Rapids.

WEST SIDE IRON WORKS,  
New Chicago Line.

# ATKINS

## SILVER STEEL

# Band Saws



They are nearer 100 per cent perfect than any other. We **guarantee** more and better lumber with less attention.



**"Finest  
on  
Earth"**

Through the use of new exclusive processes of manufacture, Atkins Silver Steel Band Saws have a record during 1909 of over 98 per cent. This means that over 98 out of every 100 sold were pronounced perfect by the user.

Can we send you a pair or more?

Write to nearest address below

## E. C. ATKINS & CO., Inc.

THE SILVER STEEL SAW PEOPLE

Home Office and Factory, Indianapolis, Ind.

BRANCHES: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

Canadian Factory — Hamilton, Ont.







At the  
Alaska-Yukon-Pacific Exposition  
Seattle

## SIMONDS SAWS

Received the Only

**GRAND PRIZE**

awarded on

**BAND SAWS**

**CIRCULAR SAWS**

and

**CROSS-CUT SAWS**

The highest tribute ever paid  
mill saws.

**SIMONDS MFG. CO.**

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**BAND SAWS CIRCULAR SAWS  
MACHINE KNIVES**

**Saws Specially Tempered  
FOR HARD WOODS**

**Joshua Oldham & Sons**

Works and Executive Offices:  
BROOKLYN,  
NEW YORK CITY

Pacific Coast Branch:  
WHITE-HENRY BLDG.  
SEATTLE, WASH.

## "The Porter" Line Comprises

Hand Jointers—7 sizes, from 5 in. up to 30 in.  
Wood Turning Lathes—5 sizes, from 12 in. to 24 in.  
Swing Cut-Off Saws—3 lengths, 6 ft., 7 ft. and 8 ft.  
Shapers—3 sizes.  
Pony Planers—24 in. wide.  
Post Boring Machines.  
Spindle Carving Machines.  
Rounding and Routing Machines and  
Safety Guards for Hand Jointers and Saws.



A Catalogue is Waiting for You

**C. O. Porter Machinery Co.**  
Grand Rapids, Mich. Michigan

Chicago Representative, Chicago Mach. Exchange

## Corrugated Joint Fasteners

Can be quickly and  
cheaply driven with

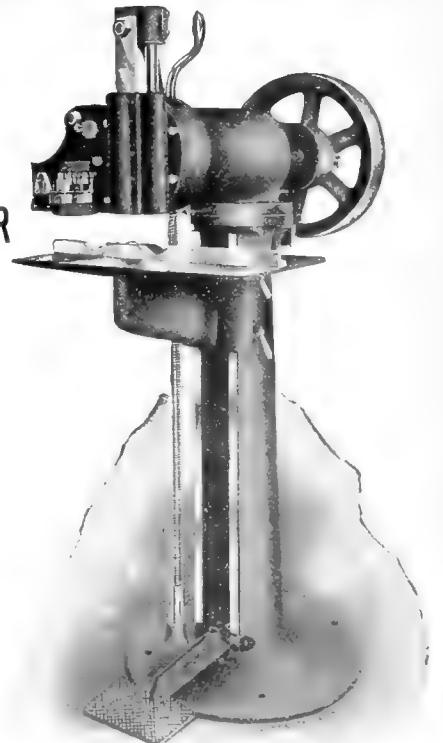
**"ADVANCE"  
CORRUGATED  
JOINTFASTENER  
MACHINE**

Made in Different  
Types to Meet  
All Conditions

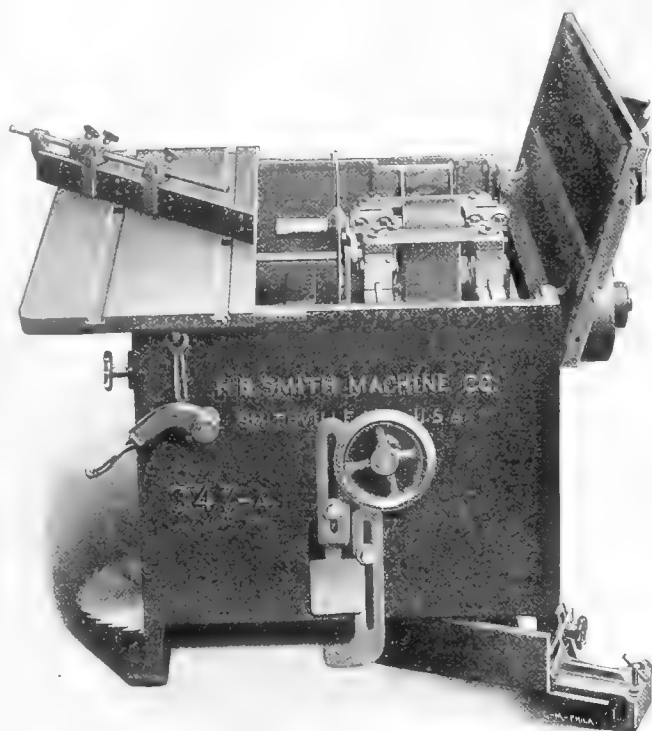
Specially suitable for  
manufacturers of  
sash, doors, blinds,  
screens, coffins,  
furniture, plumbers'  
wood-work, porch  
columns, boxes,  
refrigerators, etc.

Write for bulletins  
and prices.

Manufactured only  
by



**Saranac Machine Co., St. Joseph, Michigan**



(No. 347-A Combination Saw and Dado Machine)

## Improved Saw Table and Dado Machine

A COMBINATION MACHINE for operating cross-cut, rip-saw or dado head, in which the saw or cutters are brought into the work by a foot treadle, thus leaving both hands free for handling the material.

FRAME very substantial and of box form.

HEAD-STOCK carrying the saw or dado head is mounted on roller bearings.

Ways adjustable for the depth of cut and COUNTER-SHAFT with tight and loose pulleys attached.

For full particulars address

**H. B. Smith Machine Company**

Smithville, N. J., U. S. A.

New York

Chicago

Atlanta

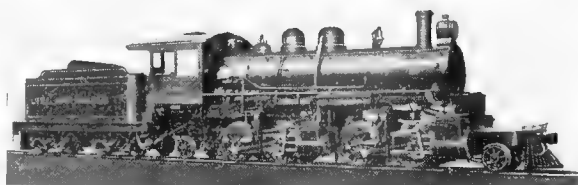
Memphis

## BALDWIN LOCOMOTIVE WORKS

Principal Offices and Works:  
500 North Broad St., PHILADELPHIA, PA., U. S. A.

Manufacturers of

## LOGGING LOCOMOTIVES



**MALLET ARTICULATED LOCOMOTIVE**

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive power and curves of short radius can be readily traversed.

### BRANCH OFFICES

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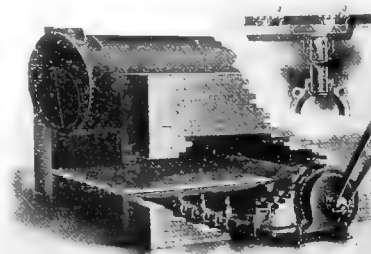
ST. LOUIS, Security Building.

PORTLAND, Couch Building.

Cable Address:—"Baldwin, Philadelphia."

## THE GORDON HOLLOW BLAST GRATE

MAKES TWO BOILERS DO  
THE WORK OF THREE



### Sample Testimonial

"I had **THREE** 300 H. P. boilers in use in my saw mill, burning mostly wet fuel, and **WAS NOT ABLE TO RAISE STEAM ENOUGH TO KEEP RUNNING.**

"Since installing your Hollow Blast Grate I have been using only **TWO** of the boilers, and have **STEAM TO SPARE.**" THEO. KUNDTZ, Cleveland, Ohio.

The Gordon Hollow Blast Grate not only greatly increases the efficiency of a boiler and burns wet, green or frozen sawdust, slabs, etc., readily, either separately or together, but

**IT MAKES FIRING EASY and is  
PRACTICALLY INDESTRUCTIBLE.**

Let us ship you an outfit **on approval.** We will give you thirty days in which to test it, and will pay the freight **both ways** if it proves unsatisfactory.

**Gordon Hollow Blast Grate Co.**

(ESTABLISHED 1889)

**GREENVILLE, MICHIGAN**

ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bldg., NEW ORLEANS  
1215 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

1009 White Building, SEATTLE  
829 Chamber of Com., PORTLAND

## Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

**CADILLAC MACHINE CO.**

Makers of Handle Makers Tools. CADILLAC, MICHIGAN



THE INDEPENDENCE WOOD SPLIT PULLEY was the pioneer and for twenty-seven years has been and is now the standard everywhere.

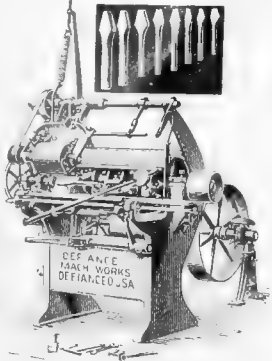
Over 3,000,000 in operation, and a larger output each year demonstrates its quality and merit, for the proof of a pulley is in the running.

Carried in stock by dealers everywhere. Booklet G-77, "From Log to Line Shaft," mailed on request.

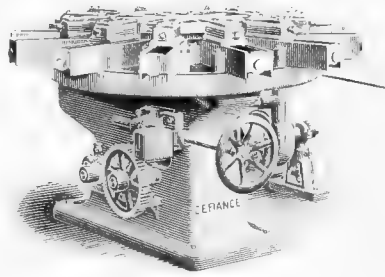
DODGE MFG. CO., Sta G-55, Mishawaka, Ind.

## "DEFIANCE" Wood-Working Machinery

INVENTED AND BUILT BY THE DEFIANCE MACHINE WORKS, DEFIANCE, OHIO



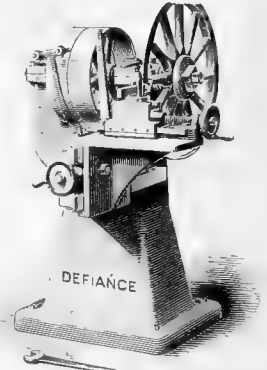
Automobile Spoke Lathe



Automobile Wheel Assembler

For Making  
AUTOMOBILE SPOKES, RIMS,  
WHEELS and BODIES, Carriage  
and Wagon Hubs, Spokes, Rims,  
Wheels, Wagons, Carriages, Shafts,  
Poles, Neck-Yokes, Single Trees,  
Hoops, Handles, Spools, Bobbins,  
Insulator Pins, Table Legs, Balus-  
ters, Oval Wood Dishes and for  
General Woodwork.

Send for Catalogue



Automobile Wheel Sizer

**CHICAGO PULLEY & SHAFTING CO.**  
17-21 No. Canal St., CHICAGO

ENGINEERS - MILLWRIGHTS - MACHINISTS  
DEALERS IN

### Power Transmission Machinery

PULLEYS, HANGERS, SHAFTING  
ROLLER BEARINGS, CLUTCHES, BELTING, ETC.

Send in a trial order and let us do the rest. Catalog on application.

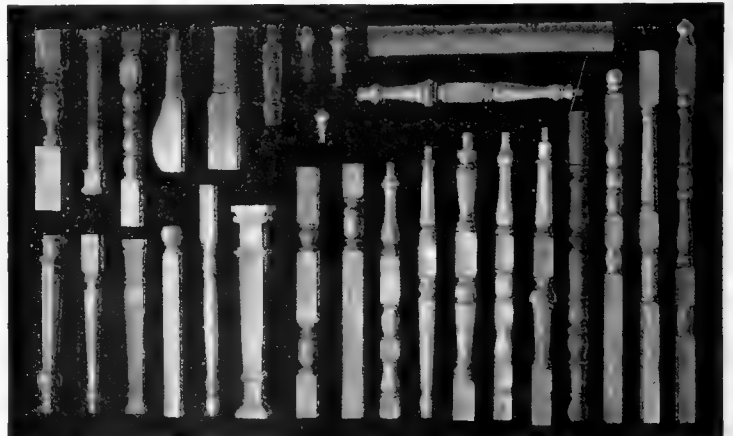
## The Only Reciprocating Belt Sander Built

Reciprocating motion to the belt  
means more and better work at less  
belt expense. That is economy.

Send for Descriptive Circular and FREE Trial Offer

**C. H. DRIVER, Racine Junction, Wis.**

## Flanders Style Turnings, Square Chair Legs, Etc.



Can be made successfully and economically only on the special machine we build for this class of work.

We have the only arrangement that will turn a back post after it is bent—a big advantage over having to use dowels or splicing. Also permits of turned parts being made larger in diameter than the plain square portion.

This machine is not only a wonderful labor-saver, but its unlimited possibilities in the way of styles and shapes of work produced gives you the advantage of working out designs that your competitor, without the same up-to-date tool, cannot follow.

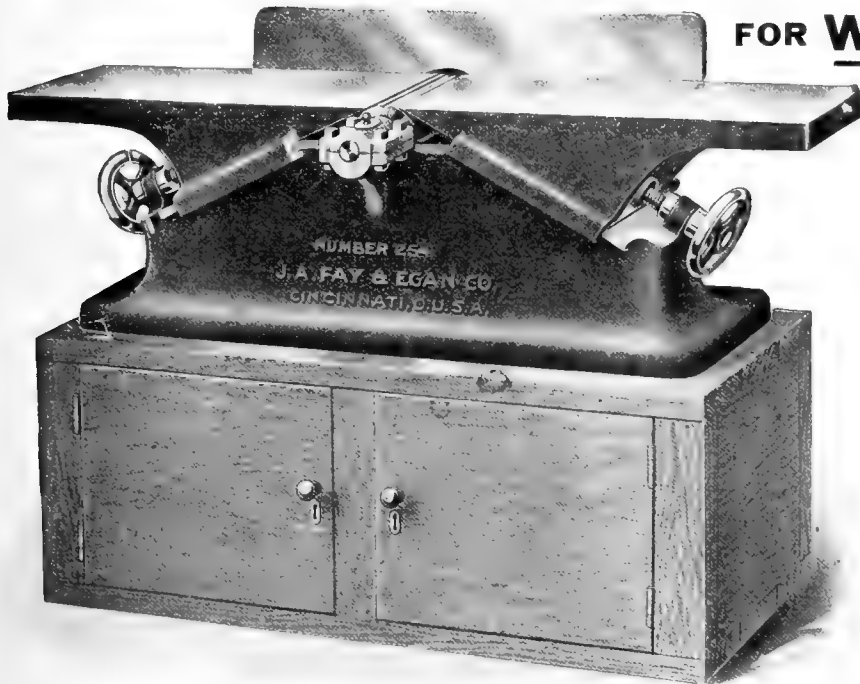
*Let us tell you more about it*

**C. MATTISON MACHINE WORKS**

897 Fifth Street

BELOIT, WISCONSIN

# **A SMALL BENCH HAND PLANER** **FOR WOODWORKERS**



Every woodworker whose shop is equipped with power should not be without one of these BENCH HAND PLANERS.

On it you can do all kinds of surfacing and jointing you will require and in half the time it would take you to do it by hand. With it you can plane out of wind, surface straight or tapering, joint, edge, etc. in the most rapid and perfect manner.

OUR

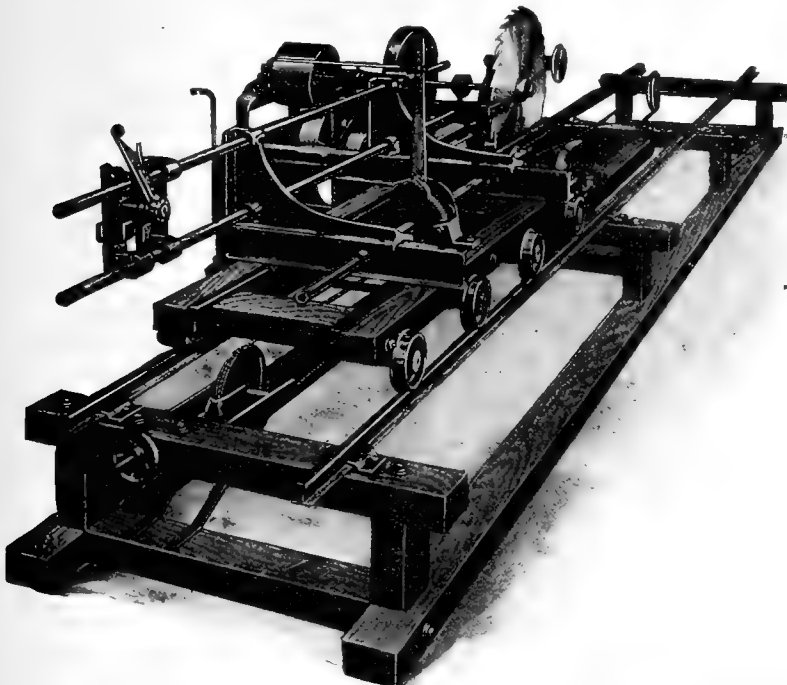
## **NO. 254 BENCH HAND PLANER**

is not expensive. The price is within the reach of all.

Write for Large Illustrated Circular

**J. A. FAY & EGAN CO., 414-434 W. Front St., Cincinnati, Ohio**

# **New Hoosier Improved Short Log Sawing Machine**



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address:

**THE SINKER-DAVIS COMPANY, Indianapolis, Indiana**





The Best Skidding Engines are none too good for the service demanded.

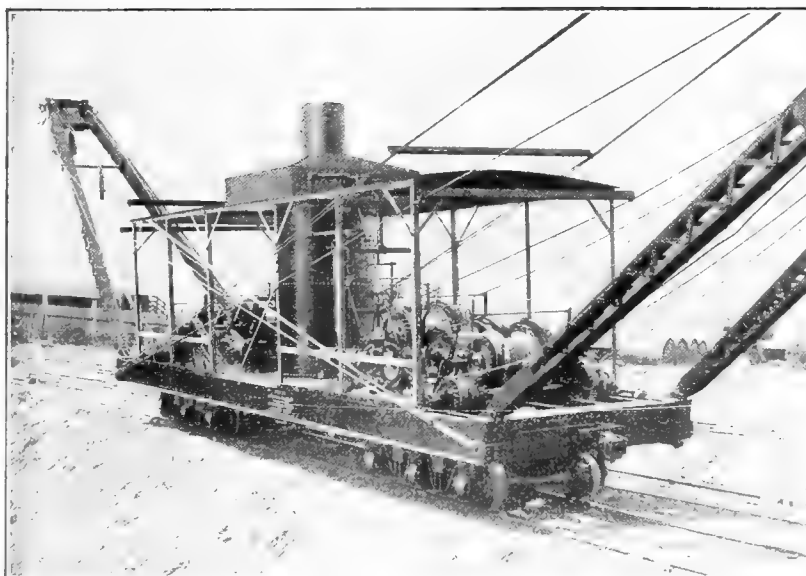
This is the principle that has guided our design and construction.

## **RUSSEL COMBINED Skidders and Loaders**

**LOGGING TOOLS  
LOGGING CARS**

**Catalogs on Request**

**RUSSEL WHEEL & FOUNDRY COMPANY**  
DETROIT, - MICHIGAN



## **RESULTS**

in steam skidding depend largely on keeping the machine busy **at skidding** and in getting the logs up to track at the **nearest** spot.

Frequent moves from one point to another are accomplished quickly by the

### **CLYDE SELF-PROPELLING STEAM SKIDDER**

and require no more time than walking down the track.

The steam guying-drums enable a set to be made while the tongs are being taken out to the first log.

These important features are exclusive in the **Clyde Skidder** and are what determine the **average results** for the month, the year or any other period.

A half million may be skidded with our machine in a single day, with large logs, in thick timber, close to track but the **correct test** of

any machine is the **average** in all kinds of timber, scattered growth and from the long haul as well as the short haul.

It's in the **final results** that the **CLYDE SKIDDER** outclasses them all. Let's send our testimonial booklet giving such results from scores of customers.

## **CLYDE IRON WORKS**

Sole Manufacturers of the

**M'GIFERT AND DECKER PATENT SELF-PROPELLING STEAM LOGGING MACHINERY**  
**DULUTH, MINN.**

Branch Office and  
Warehouse  
421 Carondelet St.,  
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Branch Office  
501 Germania Bank  
Building,  
Savannah, Ga.

# DRY CHESTNUT

We offer the following for immediate shipment:

Three Cars, 4-4, 1s and 2s

Two Cars, 6-4, 1s and 2s

One Car, 8-4, No. 1 Common

Ten Cars, 4-4, No. 1 Common

Three Cars, 5-4, No. 1 Common

We also offer 10,000,000 feet Plain and Quartered Red and White Oak; Poplar, Hickory, Ash, Tennessee Red Cedar, etc. Ask for our complete stock and price list.

**LOVE, BOYD & CO., - NASHVILLE, TENN.**

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECT. AND TREAS.

## JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

### Hardwoods

Poplar, Gum, and Lynn  
Siding. Turned Poplar  
Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points, we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if any one can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

J. B. RANSOM, Pres.

McEWEN RANSOM, Secy.

R. T. WILSON, Treas.

## NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

### "ACORN BRAND"

OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

**Delivered Anywhere**

**NASHVILLE, TENNESSEE**

## CHECKING, SPLITTING, ROTTING POSITIVELY PREVENTED

by LORAC, a thick liquid, to be applied to either timber or lumber at a trifling cost. It will not discolor or injure the wood, neither will it interfere with its subsequent working or painting. It requires no preparation before use, no heating or mixing, and is easily applied by unskilled labor.

Ryan-Stimson Lumber Co., Memphis, Tenn., writes us July 21, 1909: "The Lorac Protector we received seems to be doing pretty well. Piece ship is at once another barrel of 600 lbs."

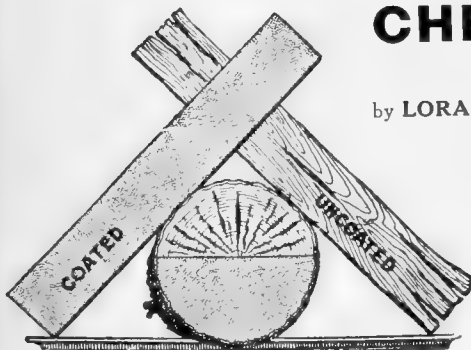
The Florence Pump and Lumber Co., Memphis, Tenn., writes July 6, 1909: "The Lorac Protector we recently had from you was all that could be asked for, and works splendidly, preventing the ends of squares from checking. Send us two barrels of 600 lbs. each."

Dec. 18, 1909: "Please send us two barrels of Lorac, about 600 lbs. each."

L. A. Schwarzwaelder, Chichester, N. Y., Manufacturer of Bank and Office Fixtures, writes us under date of Aug. 9, '09: "I have given your material a trial on some lumber, and find it has fulfilled all that you claim for it. Please ship me a barrel of 600 lbs. at your earliest convenience."

Herr Lange, Chief Forester, The Bismarck Forestry, Friedrichshub, Germany, writes: "As your Lorac Protector has shown excellent results on Beechwood, we request that you send us immediately additional 500 lbs. of the same."

**THE GEORGE HENKE COMPANY** 62 Beekman Street  
NEW YORK



You need not pay for it if it does not do all we say. What better guarantee can we offer?

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## "ROBBINS"

### Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed car-loads a specialty.

**ROBBINS LUMBER COMPANY**  
RHINELANDER, WIS.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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### Wholesale Hardwood Lumber

#### Wants to Sell

100,000 feet 2 inch dry basswood mostly No 1 and 2 Common, sound stock, stained.  
1 1/4 inch birch, on grade.  
1 inch log run hard maple.

#### Wisconsin Products Only

Birch, Basswood, Brown Ash, Soft and Rock Elm, Hard and Soft Maple, Birch and Maple Flooring

**RHINELANDER, WISCONSIN**

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock*, *Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

## ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

*Ingram Lumber Co.*  
WAUSAU, WIS.

ASH

BIRCH

ELM

MAPLE

HEMLOCK PINE

BASSWOOD

WRITE

US

FOR

PRICES

## WE CAN SHIP QUICK

100 M 1 in. No. 3 Common Basswood  
2 Cars 1 in. No. 2 Common Basswood  
2 cars 1 in. No. 1 Common Basswood  
3 cars 4, 5 and 6 in. No. 1 Common Basswood  
3 cars 4, 5 and 6 in. No. 2 Common Basswood  
200 M 1 in. No. 3 Common Birch  
200 M 1 in. and 1 1/4 in. No. 2 Common and Better Birch, on grades  
3 Cars 1 in. No. 3 Common Ash  
2 Cars 1 in. No. 3 Common Soft Elm  
WRITE FOR PRICES

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MILWAUKEE, WIS.

## Bird & Wells Lumber Co.

Manufacturers of

### Wisconsin Hardwoods

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BUYERS OF  
ALL KINDS OF

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LEADING

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OF THE U. S.

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**Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS**

**Plain and Figured Long and Butt Wood**

## Wisconsin Veneer Co.

High Grade Product in

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We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
and Birch in small dimensions

**Rhineland - Wisconsin**

## RICE VENEER & LUMBER CO.

GRAND RAPIDS, MICH.

**Big Stock Ready for Immediate Shipment**

300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
325,000 feet Quartered Oak Veneers  
500,000 feet Mahogany Lumber, all thicknesses

**Large stocks of Crotches, Curly Birch and Figured Walnut**

CAN SHIP IMMEDIATELY

**Rotary Cut Birch, Poplar, Oak, Ash, Etc.**

## YELLOW POPLAR

Our Veneers are

**WELL CUT  
WELL DRIED  
WELL PACKED**

**And from selected logs**

**We are also Manufacturers of High Grade Built-up Work**

**NATIONAL VENEER CO.**

**Charleston, W. Va.**

## Veneers AND Hardwood Lumber

We can furnish anything you  
want in Sawn Veneer, Hardwood  
Lumber or Dimension Stock.

**J. S. Houston & Co., 737-738  
Marquette Bldg., Chicago**

## Henry S. Holden Veneer Company

40 Market St., Grand Rapids, Mich.

Manufacturer and Dealer in Foreign and Domestic

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Our Specialty, Fine Figured Wood

**Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
Bird's Eye Maple—Birch and American Figured Walnut.**

**Prompt shipment guaranteed**

**Let us know your requirements**

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THIN LUMBER  
PANEL STOCK**

LOUISVILLE

KENTUCKY

## Great Lakes Veneer Co.

ROTARY CUT

**VENEERS  
AND THIN LUMBER**

MUNISING

MICHIGAN

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PROMINENT SOUTHERN MANUFACTURERS

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**Everything in Mississippi  
Long Leaf Yellow Pine**

MILLS:  
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SALES OFFICE:  
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## B. C. JARRELL & CO.

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**Rotary-Cut Gum and Poplar  
VENEERS**

Well manufactured, thoroughly  
KILN DRIED and FLAT

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**Cocordrie Bayou Bandsawed**

**White and Red Oak**

**Ash Gum Cypress Hardwoods**

## LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

- 15 cars of 4-4 Log Run Gum
- Plenty cars of 4-4 Graded Red Gum
- 20 cars of 5-4 Yellow Cottonwood, all grades
- 2 cars of 4-4 Panel 18 in. to 22 in. Yellow Cottonwood
- 15 cars of 4-4 to 6-4 Quartered White Oak, all grades
- 6 cars of 8-4 1s and 2s Cottonwood
- 10 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

**THE CARDWELL  
MILL & LUMBER CO.**

Cardwell, Missouri

## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

Quartered White Oak				Also Plain Oak, Poplar, Ash and Other Hardwoods				Quartered Red Oak			
	1-2	No. 1 Com.	No. 2 Com.						1-2	No. 1 Com.	No. 2 Com.
1-2	13,560	.....	.....					3-4	2,400	400	.....
5-8	25,000	.....	.....					4-4	71,750	139,000	8,800
3-4	5,600	1,000	.....					5-4	53,152	21,630	.....
4-4	87,600	196,700	18,200					6-4	42,215	1,430	.....
5-4	36,700	29,600	.....					8-4	9,865	3,500	.....
6-4	23,900	16,400	.....					5-8	Log run	....	25,000
8-4	27,400	8,400	.....								
Large Amount Strips											
1½ to 2¼ and 2½ to 5½											

Send Us  
Your  
Inquiries

MEMPHIS

TENN.

## A. C. WEST LUMBER CO.

Hickory

Plain Oak

Tupelo and

Ash Lumber

MEMPHIS,

TENNESSEE



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PROMINENT SOUTHERN MANUFACTURERS

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All Thicknesses and Grades  
Let us quote you Prices

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Brand

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A GUARANTEE OF PERFECTION

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Herndon, W. Va.

Manufacturers and Wholesalers

## Poplar, Oak, Bass, Hemlock, Chestnut and Lath

Write us for Prices

## We Want to Move AT SEEBERT, W. VA.

145,000 ft. 4-4 No. 2 Common Birch  
435,000 ft. 4-4 No. 2 Common and Better Maple  
75,000 ft. 4-4 Common and Better Ash  
30,000 ft. 8-4 Common and Better Ash  
125,000 ft. 4-4 Log Run Beech, M. C. O.

If you can use any of this stock write for our attractive prices.  
Send us your inquiries for anything that you need in Hardwood  
Lumber.

W. W. DEMPSEY, Manufacturer and Wholesaler  
GENERAL OFFICE, JOHNSTOWN, PA. 18 BROADWAY, NEW YORK CITY

The following is a list of special stock we are anxious to  
move promptly, all band sawed and very dry:

- 2 cars 4-4" No. 1 Common Quartered White Oak Strips 2½" to 5½"
- 1 car 4-4" No. 2 Common Quartered White Oak.
- 1 car 5-4" 1s and 2s Plain Red Oak.
- 1 car 4-4" No. 2 Common and Better Quartered Red Oak.
- 2 cars 4-4" No. 2 Common Plain Red Oak.
- 8 cars 4-4" No. 1 Common White Ash.
- 2 cars 4-4" No. 2 Common White Ash.
- 1 car 5-4" No. 1 Common Sap Gum.

Thistlethwaite Lumber Co., Ltd.  
WASHINGTON, LA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



## Oak Flooring

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2¼" FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

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FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

### Hardwood and Hemlock Lumber, Lath, and Cedar Shingles

**END DRIED WHITE MAPLE A SPECIALTY**

### Dennis Bros. Salt & Lumber Co.

GRAND RAPIDS, MICH.

Manufacturers of

### HARDWOOD LUMBER AND NATIONAL HARDWOOD FLOORING

We offer for quick shipment:

4-4 Log run Basswood	6-4 Log run Hard Maple
8-4 Log run Rock Elm	4-4 Log run Soft Maple
4-4 1s and 2s End Dried White Maple	

### NICHOLS & COX LUMBER COMPANY

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MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

### Manistee Planing Mill Co.

MANISTEE, MICH.

Manufacturers of High-Grade

### Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

### "Chief Brand"

### Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

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GRAYLING, MICHIGAN

### SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

### Briggs & Cooper Co., Ltd.

SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH  
12M FT. 5-4 1'S AND 2'S RED BIRCH  
20M FT. 6-4 1'S AND 2'S RED BIRCH  
15M FT. 7-4 1'S AND 2'S RED BIRCH  
15M FT. 8-4 1'S AND 2'S RED BIRCH  
25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE MAPLE  
30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN. AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
80M FT. 5-4 1'S AND 2'S HARD MAPLE  
70M FT. 6-4 1'S AND 2'S HARD MAPLE  
20M FT. 7-4 1'S AND 2'S HARD MAPLE  
00M FT. 8-4 1'S AND 2'S HARD MAPLE  
20M FT. 9-4 1'S AND 2'S HARD MAPLE  
40M FT. 10-4 1'S AND 2'S HARD MAPLE  
75M FT. 12-4 1'S AND 2'S HARD MAPLE  
60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

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150 M 4-4 No. 2 C. & B. Basswood 200 M 4 & 5-4 Fcty. Cutting Bl. Ash  
25 M 8-4 No. 1. Com. and No. 2. Com. Soft Elm  
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**ALL KINDS OF CRATING STOCK**

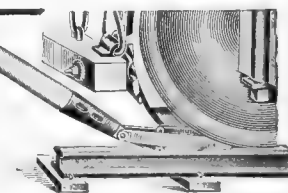
## Michigan Hardwoods and Hemlock

**1,000,000 <sup>4</sup>/<sub>4</sub> No. 1 & No. 2 COMMON HARD MAPLE**

## NORTHERN HARDWOODS AND CRATING STOCK

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**APPLETON CAR-MOVER CO.**  
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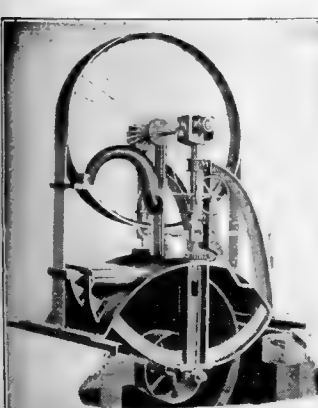
5-4 No. 3 Common Ash, Rough	40,000	5-4 No. 3 Common Ash, Resawed	30,000
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Not only the ONLY HARDWOOD PAPER  
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Wis.





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 Cottonwood, Oak, Ash, Gum,  
 Cypress and other Hardwoods  
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 A Veneer Punch that will chase loose knots out of  
 walnut and plug up the holes, and 'twill knock the  
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**Oak, Ash, Gum, Cottonwood, Wagon  
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In the market for round lots of Hardwood and  
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To close a partnership, I will give a  
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Tabasco, Cuban and East-Indian

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and Glued-Up

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Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.



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possess more patented  
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HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

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AT \$24.00 F. O. B. ASHTOLA, PA.

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## OAK TIES TIMBERS CAR STOCK

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IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM  
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### OAK, GUM, CYPRESS, Etc.

Wagon and Implement Stock  
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Prompt Shipment is more than a trade phrase with us—it is an actual fact. If you use the telegraph (our expense) we can answer your inquiry, quote you, sell you and ship the lumber all in two days' time—sometimes the same day.

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King's Highway and Manchester Ave., St. Louis, Mo.

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### Hardwood Lumber

ST. LOUIS

Write us for prices on Oak, Ash, Poplar and Cypress

## Alf. Bennett Lumber Co.

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1st and 2d—No. 1 Common—No. 2 Common  
Ready for quick shipment  
One-half million feet of 1 inch thick

## DRAKE-CONGER LUMBER CO.

Successors to

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WHOLESALE

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We can quote you prices on anything you use and will furnish the grades bought. Good woods and prompt shipment.

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Mills at  
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Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

## Finely Figured Quartered Oak

Evansville, Indiana

## MALEY & WERTZ

Manufacturers of Famous

## Indiana Hardwoods

Five Band Mills

Evansville, Indiana

Board of Trade Building

Indianapolis, Ind.

## S. BURKHOLDER LUMBER CO.

CRAWFORDSVILLE, IND.

We want to move the following stock quick:

2 cars 4-4 No. 2 Common Quartered White Oak

2 cars 4-4 No. 2 Common Walnut

1 car 4-4 No. 1 Common Walnut

1 car 6-4 No. 1 Common and 1s and 2s Plain White Oak

1 car 5 4 1s and 2s Plain Red Oak

## INDIANA HARDWOODS

The old-fashioned kind you used to get.

## TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

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## EZRA RHODES

NORTHERN and SOUTHERN

## HARDWOODS

South Bend, - - - - - Indiana

## CRAIG-VERNON LUMBER CO.

Manufacturers and Wholesale Dealers

POPLAR, OAK, CHESTNUT, WALNUT, ASH

Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

## C. A. SCHENCK & COMPANY

PISGAH FOREST, BILTMORE, N. C.

## Timber Cruisers

Write for Catalogue, please.

## STEPHENSON-SAYRE LUMBER CO. WEST VIRGINIA HARDWOODS

WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY  
CHARLESTON :: :: :: :: :: WEST VIRGINIA

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

THE PRATT-WORTHINGTON CO.

Crofton, Ky.

# Linderman Automatic Dovetail Glue Jointer

To the woodworker who weighs the cost of Jointing Lumber and the value of his finished product the LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER offers a method that eliminates the operations necessary to complete a glue joint as jointing, glueing, clamping, unclamping and edging the jointed panel to width, combining the five hand operations into One Automatic Operation with a

## WEDGE DOVETAIL JOINT

which has proven by practical tests to be stronger than a flat joint because it allows the glue to stay in the joint until the tapering wedge Dovetails draw the lumber together which forces the glue into the pores of the wood welding it with a permanent clamp.

**LINDERMAN MACHINE CO.**

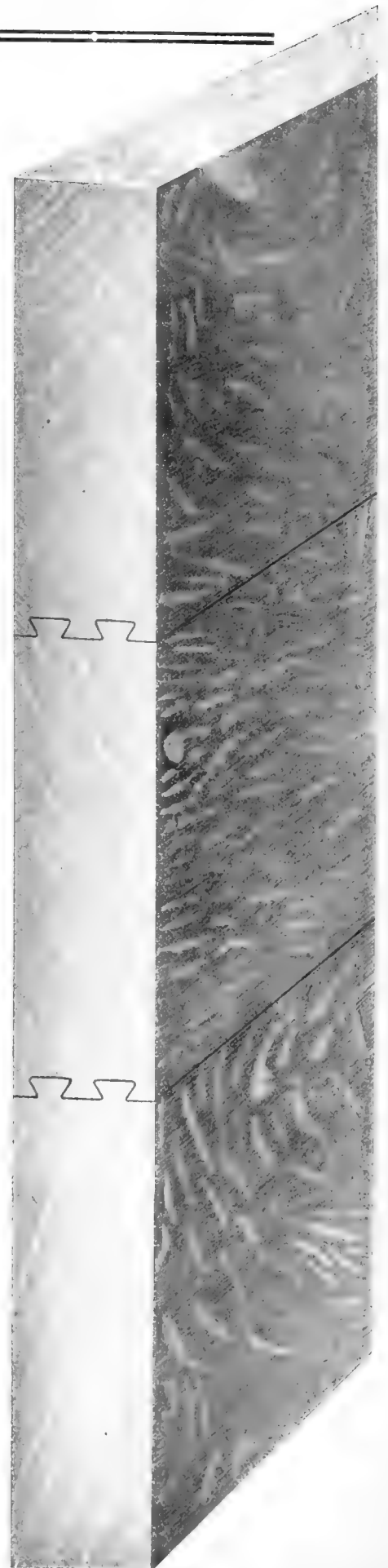
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EASTERN SALES REPRESENTATIVE

**J. M. GILMOUR,**

1872 Hudson Terminal Bldg.

New York City



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK.  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## THE W. M. RITTER LUMBER COMPANY

COLUMBUS, OHIO

Carries 50,000,000 Feet Band Sawed

YELLOW POPLAR    WHITE PINE    WHITE OAK    RED OAK  
HICKORY    ASH    BASSWOOD    CHESTNUT    HEMLOCK  
SOUTH CAROLINA YELLOW CYPRESS  
And Other Kinds of Lumber

If you want GOOD stock, WELL MANUFACTURED and GRADED, place your order NOW.  
Prices never go high enough to cause us to fail to fill our contracts to the letter.

WESTERN OFFICE

919 Fisher Bldg., Chicago, Ill.

EASTERN OFFICE

1402 Land Title Bldg., Philadelphia, Pa.

DRY KILNS

PLANING MILLS

## W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

# Old Fashioned Soft Yellow Poplar

ASHLAND, KENTUCKY

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
5-8, 4-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.



# Aardwood Record

Fifteenth Year, }  
Semi-Monthly. }

CHICAGO, FEBRUARY 25, 1910

{ Subscription \$2.  
{ Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

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MANUFACTURER OF

**MAHOGANY, VENEER**

**HARDWOOD LUMBER**

OFFICE, FACTORY AND YARDS:

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CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

**W A N T E D**

All Kinds of High-Grade

**HARDWOODS**

**S. E. SLAYMAKER & CO.**

Representing  
WEST VIRGINIA SPRUCE LUMBER CO.,  
Cass, West Virginia.

Fifth Ave. Bldg.,  
NEW YORK

**The Atlantic Lumber Co.**

2 Kilby Street, BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

**WHITE OAK**

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

**ASK US WHAT WE CAN DO FOR YOU**

**The Davidson, Hicks &  
Greene Co.**

**NASHVILLE, - - - - - TENNESSEE**

SOUTHERN HARDWOODS, POPLAR, OAK, ASH AND CHESTNUT

Dry stock, standard widths and lengths and straight grades.  
We furnish what we sell in every case. Correspondence  
solicited. Delivered prices any railway point in the United  
States or Canada.

**CHERRY RIVER BOOM & LUMBER CO.**

SCRANTON, PA.

MANUFACTURERS AND LEADING DISTRIBUTORS

**West Virginia Hardwoods**

*"The Best Lumber"*

**LUMBER INSURERS' GENERAL AGENCY**

Managers of the Leading Stock Fire In-  
urance Companies making a specialty  
of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

**VENEER DRYERS**

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.  
Dept. H., Hancock and Somerset Sts.  
Philadelphia, Pennsylvania

# McILVAIN'S BARGAINS

## Are you in the market for **BIRCH**

There are 150,000 feet 4-4 No. 2 Common and Better at one of our outside yards. Very fine stock, containing good percentage of red.

## How are you fixed on **MAPLE**

We can quote interesting figures on 6-4, 8-4, 10-4, 12-4 and 16-4 Log Run Railroad.

## We can make prompt shipment on **HICKORY**

Two cars 5-4 Common and Better.

## You can get a good price on this **Q'T'D WHITE OAK**

3 cars 4-4, 10 inches and over, No. 1 and No. 2.  
3 cars 4-4, 12 inches and over, No. 1 and No. 2.  
2 cars 4-4 Common Strips.  
4 cars 4-4 No. 1 and No. 2.  
3 cars 4-4 Common.  
1 car 4-4 No. 2 Common.  
3 cars 4-4 No. 1 Common.  
1 car 5-4 Common and Better, bone dry.  
2,000 feet 5-4, 12 inches and over.

## Get your order in early for this Common and Better

### **ASH**

20,000 feet 4-4 to 5.  
8,000 feet 8-4 Common and Better.  
18,000 feet 10-4 Common and Better.  
5,000 feet 12-4 Common and Better.

## What about **WALNUT**

2 cars 4-4 Log Run M. C. O. Very fine.

## Here are some mighty good bargains in **POPLAR**

1 car 4-4 No. 1 and No. 2.  
1 car 8-4 No. 1 and No. 2.  
1/2 car 6-4 No. 1 and No. 2.  
1/2 car 6-4 No. 1 Common.  
1 car 5-4 No. 1 and No. 2.  
1 car 5-4 No. 1 Common.  
2 cars 4-4 No. 1 and No. 2.  
1 car 4-4 Common.  
1 car 21 to 23 inches.  
1 car 4-4 Common and Better.  
1 car 4-4, 18 inches and over, No. 1 and No. 2.  
2 cars 5-8 No. 1 and No. 2.  
3 cars 5-8 clear Sap.  
4 cars 5-8 No. 1 Common.  
1 car 5-8 No. 2 Common.  
Soft Yellow Poplar. 225,000 feet 4-4 No. 1 Common and Better.

## Get prices on these **POP. WAGON BOARDS**

1 car 4-4, 8 to 12 inches.  
1 car 8 to 12 inches.  
7,000 feet 13 to 17 inches.

## We have an especially choice lot of **RED GUM**

200,000 feet 5-8 No. 1 Common and Better.  
1/2 car 4-4 No. 1 Common.  
1/2 car 4-4 No. 1 and No. 2.

## You can't beat our figures on this **CHERRY**

1 car 4-4 Common and Better.

## You'll be interested in our figures on **BASSWOOD**

8 cars 4-4 M. C.  
4 cars 6-4 and 8 M. C.

## We have a large stock of **WHITE PINE, SUGAR PINE, GULF CYPRESS** The latter in all grades and thicknesses

Subject to Prior Sale

*"We Have It If It's Hardwood"*

# J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

## The Kneeland-Bigelow Co.

Bay City, Michigan

### OFFER FOR SALE

60,000 ft. 4-4 No. 2 Common and Better Birch.  
100,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
500,000 " 8x4 No. 1 Common Hemlock.  
250,000 " 8-4 " 2 " "  
500,000 " 8-4 " 3 " "  
20,000 " 12-4 1st and 2ds Grey Elm.

We make a specialty of furnishing promptly bill stuff and timbers,  
20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

## W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY

::

MICHIGAN



# CADILLAC



CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

☐ For more than thirty years the manufacturers of lumber at Cadillac have conducted business on one definite policy.

☐ In brief, that policy has embraced a source of timber supply of the best in the state of Michigan; the employment of the highest class of workmen and best machinery in the manufacture of their lumber and flooring; the exercise of exceptional care in the seasoning of stock, infinite pains in grading and painstaking attention to the requirements of every customer.

☐ The result of this policy has been Cadillac Quality and Cadillac Reputation for Satisfactory Dealing.

☐ If you are not a Cadillac partisan, it will be to your interest to get in line. Be friendly—write us.

## Michigan Hard Maple

### Cadillac Quality

1 x 9	1s and 2s	4M
10-4	1s and 2s	6M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	20M
4-4	No. 3 Common	100M

Order Now while we have dry stock.  
No additional stock will be dry until next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

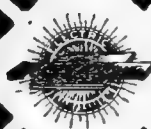
## CADILLAC QUALITY

WHEN YOU WANT

### LUMBER OF CADILLAC QUALITY,

Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition,

SEND US YOUR INQUIRIES



**COBBS & MITCHELL**  
(INCORPORATED)  
CADILLAC, MICHIGAN



## The Cadillac Handle Co.

### Lumber and Broom Handles

#### Cadillac, Michigan

Have the following dry, band sawn stock for sale:

- 3 cars 4-4 No. 3 Hardwood all 14 foot lengths
- 3 cars 5-8 Beech No. 2 Com. and Bet.
- 5 cars 4-4 Beech, No. 2 Com. and Bet.
- 1 car 6-4 Beech No. 2 Com. and Bet.
- 3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.
- 1 car 4-4, 5-4, & 8-4 (largely 5-4) Rock Elm No. 2 & Bet.
- 3 cars 4-4 Ash, White and Black mixed No. 2 Com. & Bet.
- 2 cars 4-4 Ash No. 3 Com.
- 1 car 4-4 Cherry No. 3 Com. and Bet.

All the foregoing are dry, band sawn stock.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

PLAIN RED OAK		COTTONWOOD		SAP GUM		TUPELO GUM	
3/8 Nos. 1 & 2	30,000	4/4 x6 to 12" Nos. 1 & 2	288,000	3/8x 6 & up Nos. 1 & 2	20,000	5/4 Nos. 1 & 2	9,700
1/2 Nos. 1 & 2	107,000	4/4x13 to 17" Nos. 1 & 2	52,300	1/2x 6 & up Nos. 1 & 2	35,700	<b>RED GUM</b>	
3/4 Nos. 1 & 2	63,700	4/4x18 to 21" Nos. 1 & 2	95,600	5/8x 6 & up Nos. 1 & 2	72,500	3/4x 6 & up Nos. 1 & 2	27,800
6/4 Nos. 1 & 2	42,000	4/4x22 & up Nos. 1 & 2	74,100	5/8x15 & up Nos. 1 & 2	27,000	1/2x 6 & up Nos. 1 & 2	7,500
8/4 Nos. 1 & 2	32,000	5/4x 6 to 12" Nos. 1 & 2	135,200	4/4x 6 & up Nos. 1 & 2	158,800	5/8x 6 & up Nos. 1 & 2	50,000
3/8 No. 1 Com.	14,800	6/4x 6 & up Nos. 1 & 2	11,800	4/4x13 to 15" Nos. 1 & 2	102,100	4/4x 6 & up Nos. 1 & 2	71,000
1/2 No. 1 Com.	30,000	8/4x 6 & up Nos. 1 & 2	22,100	4/4x13 to 16" Nos. 1 & 2	13,100	5/4x 6 & up Nos. 1 & 2	30,300
3/4 No. 1 Com.	9,200	4/4x 4 & up No. 1 Com.	518,000	4/4x17 to 21" Nos. 1 & 2	49,000	6/4x 6 & up Nos. 1 & 2	21,100
4/4 No. 1 Com.	94,000	5/4x 4 & up No. 1 Com.	70,800	5/4x 6 & up Nos. 1 & 2	131,700	8/4x 6 & up Nos. 1 & 2	11,300
6/4 No. 1 Com.	73,500	6/4x 4 & up No. 1 Com.	52,400	6/4x 6 & up Nos. 1 & 2	25,100	4/4 No. 1 Com.	98,000
8/4 No. 1 Com.	59,700	4/4x 3 & up No. 3 Com.	156,000	4/4x13 to 17" B-B Nos. 1 & 2	53,400		
12/4 No. 1 Com.	3,000						
4/4 No. 2 Com.	143,000						
4/4 No. 3 Com.	122,000						

## STOCK AT VICKSBURG YARDS:

SOUND WORMY		QUARTERED WHITE OAK		COTTONWOOD		COTTONWOOD B-B.	
4/4	97,000	6/4 Nos. 1 & 2	18,000	4/4x 6 to 12" Nos. 1 & 2	247,000	4/4x 8 to 12"	71,000
<b>ASH</b>		6/4 No. 1 Com.	9,800	4/4x13 & up Nos. 1 & 2	119,000	4/4x13 to 17"	48,300
4/4 Nos. 1 & 2	22,000	5/4 Nos. 1 & 2 Sycamore	17,000	5/4 x6 to 12" Nos. 1 & 2	434,000		
5/4 Nos. 1 & 2	19,200	5/4 L-R Maple	37,400	5/4x13 & up Nos. 1 & 2	121,000		
6/4 Nos. 1 & 2	43,000			6/4x 6 & up Nos. 1 & 2	93,000		
8/4 Nos. 1 & 2	36,000			4/4x 8 to 12" B-B Nos. 1 & 2	42,000		
5/8 No. 1 Com.	30,000			4/4x13 to 17" B-B Nos. 1 & 2	63,000		
4/4 No. 1 Com.	140,000			4/4 x4 & up No. 1 Com.	192,000		
5/4 No. 1 Com.	11,200			4/4x13 & up No. 1 Com.	98,000		
6/4 No. 1 Com.	26,000			4/4 No. 3 Com.	117,000		
8/4 No. 1 Com.	13,400						
12/4 No. 1 Com.	1,200						
4/4 No. 2 Com.	48,900						
<b>CYPRESS</b>		5/8 Nos. 1 & 2	26,000				
4/4 Shop	74,000	4/4 Nos. 1 & 2	37,900				
		3/8 No. 1 Com.	40,300				
		3/4 No. 1 Com.	6,300				
		4/4 No. 1 Com.	76,000				
		6/4 No. 1 Com.	65,000				
		8/4 No. 1 Com.	4,800				

Let us quote you prices on anything you may want in the above list.

We'll make it worth your while.

# PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum

Red Gum



White Oak

Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

CHICAGO, ILL.

CAR MATERIAL

DIMENSION STOCK

We are Manufacturers of BAND SAWN

**RED GUM**

THIN STOCK A SPECIALTY

All Gum Dipped in a Special Solution to Prevent Stain  
Also**PLAIN AND QUARTERED OAK, ASH AND CYPRESS**

Capacity 100,000 feet per day.

TALLAHATCHIE LUMBER CO.

- - -

PHILIPP, MISS.

**R.E. Wood Lumber Company**

☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☞ We own our own stumpage and operate our own mills.

☞ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:**  
**CONTINENTAL BUILDING.**

**Baltimore, Maryland****Ahnapee Veneer & Seating Co.**

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

**HAYDEN & WESTCOTT LUMBER COMPANY**

Railway Exchange, CHICAGO Phone Harrison 6440

**HARDWOODS**

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

**WHITE PINE****WE WANT TO BUY**

50 M. ft. 1 x 10 inches—14 feet 1s and 2s Red Gum, No Sap.

50 M. ft. 1 x 12 inches—14 feet 1s and 2s Red Gum, No Sap.

Would like a car or two of the above dry for immediate shipment. Balance to be placed on sticks.

50 M. ft. 2 x 6 inches and wider, 10 feet and longer, 1s and 2s White Oak, dry.

50 M. ft. 1½ inches and 2 inches White Ash, No. 1 and No. 2 Common, dry.

1 carload 5-4 x 6 inches and wider, 14 feet, dry White Oak, 1s and 2s.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

50 M. ft. Rock Elm, No. 1 Common and Better, to be sawn to dimension.

**WE WANT TO SELL**

35 M. ft. 5 4 inches

35 M. ft. 6 4 inches

50 M. ft. 8 4 inches

No. 1 Common and Better Hard Maple will saw to order.

50 M. ft. 4 4 inches No. Common Poplar, dry.

50 M. ft. 4-4 inches 1s and 2s Poplar, dry.

**YELLOW PINE**

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

**CAR STOCK**



# Results Are What Count



'09 Special All-Steel Combined Skidder and Loader

**A Combined Skidding and Loading Machine that will clear up the largest area at a setting** and can be moved and set up ready for business in the shortest possible time, will get the best results.

The latest Russel Machine has some distinct improvements that save time and trouble, consequently money.

Note the new method of suspending skidding sheaves. They

are hung from a vertically hinged jib or triangle, the outer end of which is guyed by two lines, one on each side, which are power-tightened and can be set while skidding lines are going out. The guy lines lead back so they do not interfere with either skidding or loading. The uppermost leg of jib has a spring connection to tower reducing shocks. All strains due to skidding are absorbed by the guy lines. The swinging boom is operated by wire ropes passing through sheaves suspended from a steel frame projecting from tower and leading to two drums on loading engine, controlled by one lever.

Machine is raised and lowered by hydraulic or patented geared jacks.

Built for 2 or 4 lines, with stiff or swinging boom.

Constructed entirely of steel, except loading boom.

Is without question the strongest and fastest machine of the day.



A Russel Donkey Skidder

**RUSSEL WHEEL AND FOUNDRY CO.**  
DETROIT, MICHIGAN

# LOUISVILLE THE HARDWOOD GATEWAY



**PLAIN OAK, QUARTERED OAK,  
CHESTNUT, WALNUT, HICKORY,  
POPLAR, ASH, MAHOGANY.**

## **BIG DRY STOCKS**

**We want a share of your business and will treat you right.**

Write to one of us or all of us to-day.

**NORMAN LUMBER CO.**

**LOUISVILLE POINT LBR. CO.**

**E. B. NORMAN & CO.**

**W. P. BROWN & SONS LBR. CO.**

**EDW. L. DAVIS LBR. CO.**

**OHIO RIVER SAW MILL CO.**

**C. C. MENGEL & BRO. CO.**

Have the largest stock of **Mahogany** in the United States right in Louisville.

# PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES:

218 FRANKLIN BANK BUILDING, PHILADELPHIA

Band Mills, Complete Planing Mills and Dry Kilns  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.

Daily Capacity, 150,000

### No. 1 Common Oak Flooring

We also have several cars of

### No. 2 Common Oak Flooring

that we want to move. Write for special price.

MIXED CAR SHIPMENTS OUR SPECIALTY.

Address all Correspondence

## WHITING LUMBER CO.

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

Mills:

Fenwick, W. Va. Edgewood, N. Y.  
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## Fenwick Lumber Company

Manufacturers

### Hemlock, Spruce, Hardwoods

General Offices:

Bennett Building  
Wilkesbarre, Pa.

Sales Offices:

Real Estate Trust Bldg.  
Philadelphia, Pa.

## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White  
Oak and All Grades of Poplar and Other Hardwoods.

S. B. VROOMAN CO., Ltd.

## Mahogany, Teak and Domestic Hardwoods

1135 Beach St., Philadelphia, Pa.

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

### QUARTERED WHITE OAK

NICE FLAKY STUFF

## THE EARLY BIRD CATCHES THE WORM

FOR SALE—600,000 Feet 4-4, 5-4, 6-4 and 8-4  
SOUND WORMY CHESTNUT, at Glenray, W. Va., Band Mill.  
DANIEL B. CURLL, Real Estate Trust Bldg., Philadelphia, Pa.

## JOHN W. COLES

WHOLESALE

### HARDWOODS

Hemlock  
White Pine  
Spruce

Yellow Pine  
North Carolina Pine

Real Estate Trust Building

Philadelphia

## WRITE RIGHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum 4-4 to 12-4 Log Run Maple  
4-4 Com. and Better Red Gum 5-4 Nos. 1 and 2 Com. Mountain Oak

### RIGHTER LUMBER CO.

Sole Agents Seminole Brand Cypress Shingles Land Title Bldg., PHILADELPHIA

## WM. A. REED, WHOLESALE LUMBER

HARDWOODS, CYPRESS AND OTHER WOODS

1115 Stephen Girard Bldg.

PHILADELPHIA, PA.

## TOMB LUMBER COMPANY

Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

# THE EAST

LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

**SALES OFFICES:**

**1019-20 PENNSYLVANIA BUILDING, PHILA.**

**74 CORTLANDT STREET, NEW YORK**

### ELY BROTHERS, Inc.

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

Address, 210 Beacon St., Hartford, Conn. 120 West Silver St., Westfield, Mass.

### CHARLES HOLYOKE

**141 MILK STREET, BOSTON, MASS.**

### HARDWOODS

## The Webster Lumber Co.

SWANTON, VT.

### NORTHERN AND SOUTHERN HARDWOODS

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
and Malone and Newton Falls, N. Y.

New York Office:

**1 MADISON AVENUE**

## R.S. CORYELL LUMBER CO.

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

## H. D. WIGGIN

89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

## ROBERT W. HIGBIE COMPANY HARDWOODS—BIRCH, MAPLE, BEECH

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

**INDIANA QUARTERED OAK CO., 7 East 42d St., New York**

## CHAS. K. PARRY &

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

**WE WANT:**

Quartered Red and White Oak, all grades,  
4-4, 5-4, 6-4 common and better plain white a  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cyp  
Log Run Basswood

## PALMER & PARKER CO.

TEAK  
ENGLISH OAK  
CIRCISSIAN WALNUT

**MAHOGANY  
VENEERS**

EBONY  
DOMESTIC  
HARDWOODS

**103 Medford Street, Charlestown Dist.  
BOSTON, MASS.**

## JOHN L. ALCOCK & CO.

BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of  
shipment. Spot cash.

**Baltimore, Md.**



## Brand Flooring is made on Berlin Hardwood Matchers

A trademark means something.

With us it means a whole lot. If you do good work you aren't ashamed to sign your name.

The trademark above is from the advertising of a big flooring factory.

It signifies that the people behind it make a good product and stamp their name on that product.

It signifies that their product must be well manufactured or else they wouldn't be proud of it.

It signifies that the machines in their plant are of the latest type and produce a product they aren't ashamed to advertise.

These people use "Berlin Hardwood Matchers", not because they like the sound of our name, but because they investigated before buying.

They bought the best.

## Berlin Hardwood Matchers

We give a few details of construction here because we are selling our output on quality.

The other fellow may claim age, distinction and anything else you please, but we prove construction. That's what the buyer is interested in.

The cylinder heads are our new six-bitted round type with no part to wear out or be ruined.

Our cylinder head is the stiffest ever designed for wood-working use.

There is no place for pitch or slivers to wedge in.

It is impossible to drive the knives back at any speed of feed.

We provide MATCHER LEGS of a type never introduced before. Over a hundred machines are out and never once has there been a complaint of box troubles.

The side-heads are our 12-bitted type and are the only 12-bitted side-heads ever built. These are the simplest, most compact on the market.

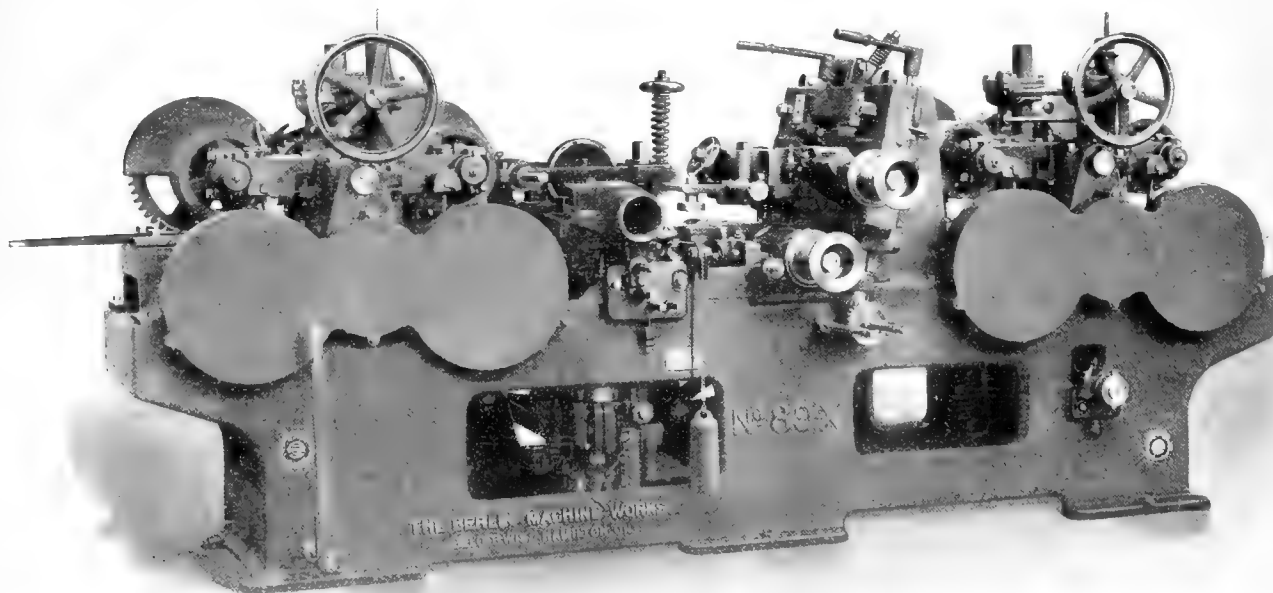
There is not a bolt or screw used in holding the knives in. Think this over. You have an expansion head also.

Jointers and grinders are provided and remember, we introduced the thin knife idea in this country.

Our Automobile Feed Drive does away with the gear train usually found. It transmits the full load every minute.

Details of the 89-X are sent at YOUR REQUEST. You certainly want a machine that the other fellow is making money with.

Such concerns as The Nashville Hardwood Flooring Co., Licking River Lumber Co., Foster-Latimer Lumber Co., who manufacture hardwood flooring almost exclusively, use the 89-X.



# THE BERLIN MACHINE WORKS, BELOIT, WIS.

NEW YORK CHICAGO BOSTON SEATTLE SPOKANE COLUMBIA SAN FRANCISCO LOS ANGELES





## “Welcome to Our City”

- ★ ★ ★ Just come across the bridge, or any other way to get here.
- ★ ★ ★ All roads lead to this, the Great Lumber Market.
- ★ ★ ★ We will give you the “Glad Hand” and a “Square Deal.”
- ★ ★ ★ Call on us; write us; wire us; or telephone us.
- ★ ★ ★ Be friendly.
- ★ ★ ★ It's worth your while to get acquainted.
- ★ ★ ★ Kindly review the advertising announcements of the “Live Wires” among Cincinnati Lumbermen on following pages; and let us do some business with you.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber

Ties, Staves and Box Shooks

OUR SPECIALTIES:

### POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO  
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

# BANNING

for dry stock  
for quality  
for low prices

Inquiries for HARDWOODS

ADDRESS

LELAND G. BANNING, 5th and Main Sts., Cincinnati, O.

## BENNETT & WITTE MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who inspect and Measure  
their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport  
of the world. Cable address Bennett

Wire or Write to either  
Branch Main Office  
Memphis, Tenn. Cincinnati, Ohio  
222 W. 4th St.

## GALLOWAY-PEASE COMPANY, CINCINNATI, OHIO

809-10 Second National Bank Building

Mills:—Johnson City, Tennessee Poplar Bluff, Missouri

TENNESSEE MOUNTAIN OAK  
ST. FRANCIS BASIN RED OAK

We offer the following thoroughly dry stock ready for  
immediate shipment:

8000 feet 4-4 " and 2s Mountain Oak	50000 feet 5-4 No. 1 Com. Mountain Oak
9000 feet 5-4 1s " 2s " "	50000 feet 6-4 " " " "
10000 feet 6-4 1s " 2s " "	15000 feet 8-4 " " " "
15000 feet 8-4 1s " 2s " "	40000 feet 4-4 " " White Oak
55000 feet 4-4 No. 1 Com. " "	14000 feet 4-4 Log Run Cherry Choice stock.

At Poplar Bluff, Mo.  
200,000 feet No. 1 Common St. Francis Basin Red Oak  
70,000 feet No. 2

At Johnson City,  
A full stock of Sound Wormy Chestnut in 4-4, 5-4, 6-4 and 8-4.

## C. C. BOYD & CO.

Manufacturers of

### Hardwood Lumber and Veneers

MILLS: { North Bend, O.  
Lambert, Miss.  
OFFICES:  
40 Glenn Building  
CINCINNATI, OHIO

## RICHEY, HALSTED & QUICK CINCINNATI, OHIO

SOUTHERN LUMBER  
PLAIN and QUARTERED OAK  
YELLOW POPLAR  
CHESTNUT MAPLE  
BASSWOOD

BAND SAWED, WIDE AND GOOD LENGTHS  
OLD FASHIONED GRADES OUR SPECIALTY

## L. W. RADINA & CO.

DEALERS IN

### POPLAR AND HARDWOODS

CINCINNATI : : OHIO



# CINCINNATI



THE GATEWAY OF THE SOUTH

**WE MUST MOVE THE FOLLOWING AT ONCE**

Write for prices on anything you can use and we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
 250 M feet 5-4 Sound Wormy Chestnut  
 250 M feet 6-4 Sound Wormy Chestnut  
 200 M feet 8-4 Sound Wormy Chestnut  
 60 M feet 4-4 No. 1 Com. and Selects Poplar  
 200 M feet 4-4 No. 2 Com. and Selects Poplar  
 300 M feet 4-4 No. 3 Com. and Selects Poplar  
 2 cars 4-4 1 and 2 Quartered White Oak  
 2 cars 4-4 No. 1 Common Quartered White Oak  
 1 car 4-4 No. 2 Common Quartered White Oak  
 1 car 4-4 C. and B. Basswood  
 60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
 100 M feet 4-4 No. 1 Com. Pl. White Oak

**THE HARDWOOD LUMBER CO. CINCINNATI, OHIO**  
 1411 to 1413 UNION TRUST BUILDING

**MOWBRAY & ROBINSON**

SPECIALISTS IN

**OAK--ASH--POPLAR**

ALWAYS IN THE MARKET FOR  
 ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
 SIXTH ST., BELOW HARRIET

CINCINNATI

**The Asher Lumber Company**

Manufacturers and Wholesalers

**HARDWOODS**

POPLAR A SPECIALTY

Bank and McLean, CINCINNATI, O.

## B. A. KIPP & CO.

### HARDWOOD LUMBER

CINCINNATI, OHIO

**WRITE US FOR PRICES****RIEMEIER LUMBER CO.**

Plain and Quartered

**Oak, Ash and Chestnut**

Mixed Cars a Specialty

OFFICE AND YARDS:

Summer and Gest Streets,  
 Cincinnati, Ohio

EASTERN BRANCH:

Buffalo, N. Y.

**SHAWNEE LUMBER CO.**

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

### HARDWOODS and YELLOW PINE

### RAILROAD TIES

Also Manufacture White Pine and Hemlock  
 Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
 UNIFORM GRADES — PROMPT SHIPMENTS

**DUHLMEIER BROS.**

### SOUTHERN

### HARDWOODS

CINCINNATI, OHIO

**THE FREIBERG LUMBER COMPANY**

MANUFACTURERS OF

TABASCO and AFRICAN MAHOGANY  
 QUARTERED OAK and WALNUT

LUMBER SLICED AND SAWN VENEERS

# CINCINNATI

THE GATEWAY OF THE SOUTH

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN  
CINCINNATI

Annual Capacity, **100,000,000 Ft.**

## OHIO VENEER CO.

Manufacturers of  
**VENEERS** and thin lumber of  
every description

Importers of **MAHOGANY** and  
**FOREIGN WOODS**

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: **2624-34 Colerain Ave., Cincinnati, O.**

## MIDLAND LUMBER COMPANY

**HARDWOOD  
LUMBER**

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards	Cottonwood, 18 to 21 inches wide
5 "—4-4 1s and 2s	" 13 to 17 " "
3 "—5-4 1s and 2s	" 6 to 12 " "
5 "—4-4 No. 1 Common	" 13 inches and up "
1 car—4-4 Clear One Face	" 4 inches to 7 inches "

**COTTONWOOD AND RED GUM OUR SPECIALTY**

Write us for any items YOU NEED

WE HANDLE DRY

**HARDWOODS**

For

Domestic and Foreign Markets

Correspondence Solicited

**FERD BRENNER LUMBER COMPANY**

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## St. James Cedar Company

HARDWOOD DEPARTMENT

**Wholesale Lumber and Ties**

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

**WE HAVE FOR SALE,**

10 cars 5-4 Firsts and Seconds Red Oak  
5 cars 5-4 No. 1 Common Red Oak  
2 cars 4-4 1s and 2s Red Oak  
5 cars 4-4 No. 1 Common Red Oak  
5 cars 4-4 No. 2 Common Poplar  
2 cars 4-4 Clear Sap Poplar

## The New River Lumber Co.

Producers of

**HARDWOOD LUMBER AND TIMBERS**

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

Norma, Tenn.

New River, Tenn.

GENERAL OFFICE:

1109 Union Trust Bldg.

CINCINNATI

## OAK-CYPRESS-GUM

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

**THE FARRIN-KORN LUMBER CO.**

PLANING MILLS AND  
GENERAL OFFICES:



**CINCINNATI**

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART RED GUM } 13-16  
PARQUETRY OAK—5-16

# CINCINNATI

THE GATEWAY OF THE SOUTH

## SPECIAL STOCK AT SPECIAL PRICES

4-4 1s and 2s Sap Gum  
 4-4 No. 1 Com. Sap Gum  
 4-4 No. 2 Com. Gum  
 6-4 1s and 2s Sap Gum  
 6-4 No. 1 Com. Sap Gum  
 4-4 No. 1 Com. Red Gum  
 4-4 No. 1 Com. Ash  
 6-4 No. 1 Com. Ash  
 4-4 No. 2 and No. 3 Com. Ash  
 6-4 No. 2 and No. 3 Com. Ash  
 4-4 L. R. Hemlock  
 4-4 L. R. W. Pine  
 4-4 No. 1 Com. Pl. Oak  
 4-4 No. 2 Com. Pl. Oak  
 Oak Timbers  
 4-4 No. 2 and No. 3 Com. Poplar

**KENTUCKY LUMBER CO.**  
 CINCINNATI, OHIO

**The M. B. Farrin Lumber Co.**  
 Manufacturers

**POPLAR  
 OAK  
 ASH  
 CHESTNUT**

Distributing Yards: CINCINNATI  
 Saw Mills: VALLEY VIEW, KY.

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

**THE GRAHAM LUMBER CO., LTD.**  
 41 East Fourth Street

Manufacturers and Dealers in General Hardwood Lumber, especially Poplar, Basswood, Oak, Chestnut

Now have several cars extra good Sycamore  
 Let us have your inquiries

## John Dulweber & Co.

HARDWOOD LUMBER

Mills  
 In Ohio, Kentucky, Missis-  
 sippi, Tennessee

Office S. W. Cor. Findlay & McLean Sts.  
**Cincinnati**

Distributing Yards  
 McLean Ave., from Findlay  
 to Poplar Streets

Following is list of special stock which we are anxious  
 to move promptly.

2 cars 2½ in., 3 in. and 4 in. Ash  
 1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in.  
 to 5½ in.  
 ½ car 10-4 in., 1s and 2s Quartered White Oak  
 1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up



**THE MALEY, THOMPSON  
 & MOFFETT CO.**

**Veneers, Mahogany and  
 Hardwood Lumber**

Largest Stocks

Best Selections

**CINCINNATI, OHIO**

We are Specialists in

# RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI



# CINCINNATI

THE GATEWAY OF THE SOUTH

## FRANCKE LUMBER COMPANY

WE SELL THIN WALNUT WE BUY  
ASH and WALNUT  
OAK QUARTERED OAK EXPORT  
CHERRY a SPECIALTY LOGS  
STATION P. CINCINNATI, OHIO BAND MILL AT ST. BERNARD, OHIO

## McLaughlin-Hoffman Lumber Co.

WHOLESALE HARDWOODS  
Pine Hemlock Cypress

Will contract mill cuts for cash  
206-207 Shultz Building COLUMBUS, OHIO

## THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR  
COTTONWOOD AND GUM**

Direct Shipment from our yards at Memphis, Tenn. Office, 56-7 Smith & Baker Bldg.  
TOLEDO, OHIO



## FOR SALE CIRCISSIAN WALNUT LOGS

12 Feet and Longer

Also 1-28 inch Sliced Circassian Walnut and Mexican Veneer  
and Lumber in every thickness

**Lewis Thompson & Co., Inc.**

Office: Philadelphia, Pa.  
Yards: Astoria, L. I.

## The Whisler & Searcy Co.

IRONTON, OHIO

Manufacturers of

**W. Va. White Oak**  
**LONG BILL OAK A SPECIALTY**

FINE STOCK OF

**Bone Dry Band Sawed Material**

## The A. C. Davis Lumber Company

Manufacturers and Wholesalers of

**Hardwoods and Cypress**

IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS & TRUST BLDG., COLUMBUS, OHIO

## Thomas Forman Company

DETROIT

MANUFACTURERS OF HIGH GRADE

**MAPLE AND OAK FLOORING**

We are making a specialty of

**CLEAR OAK FLOORING**

Plain White and Red, and Quartered White in 1½, 2, 2¼ and 2½ inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

## Wisconsin Land & Lumber Co.

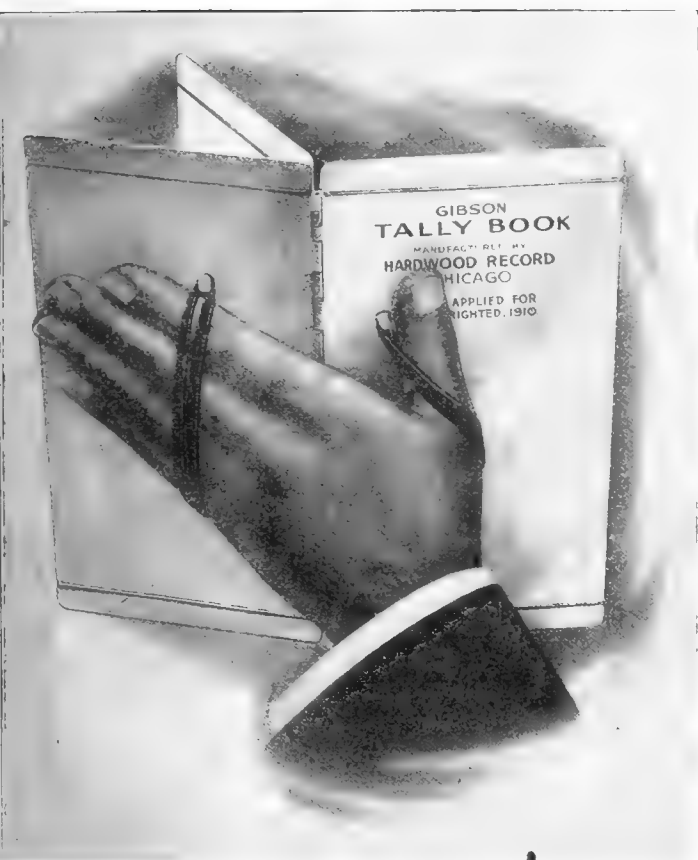
HERMANVILLE, MICH.

POLISHED  ROCK MAPLE

**FLOORING**

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.  
Write today for prices and booklet.

# GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets— $4\frac{1}{8} \times 8\frac{5}{8}$  inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

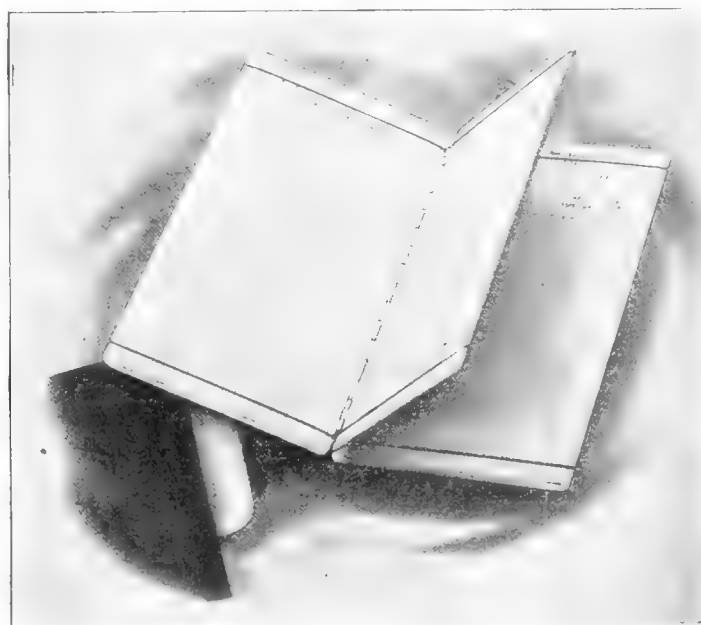
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproofed paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



## PRICE LIST

Aluminum Tally Covers, each.....	\$ 1.00
Aluminum Tally Covers, per dozen.....	10.00
Patented triplicate Tally Tickets (stock form) per 1,000.....	10 00
Single sheet manila (stock form) Tally Tickets, per 1,000.....	4.00
Special forms of Tally Tickets \$1.00 extra.	

Specimen forms of Tally Tickets mailed on application.

Covers sold on approval to responsible concerns.

*Manufactured by*

# HARDWOOD RECORD

355 Dearborn Street,

CHICAGO

F. G. EBERHART, Pres.

Incorporated, 1902

Capital Stock, \$120,000

R. G. PAGE, Sec'y &amp; Treas.

"FROM TREE TO CUSTOMER"



# LICKING RIVER LUMBER COMPANY.

MANUFACTURERS  
COLONIAL BRAND OAK FLOORING

HUNTINGTON, W. VA

## HEADQUARTERS

FOR

## Lumber Fire Insurance

66 BROADWAY, NEW YORK

*Reduced Rates  
Standard Policy*

## LUMBER UNDERWRITERS

FOR LUMBERMEN

BY LUMBERMEN

## WARD BROTHERS

BIG RAPIDS, MICH.

## MAPLE FLOORING

WE GUARANTEE OUR GRADES AND  
MANUFACTURE ARE UNEXCELLED

## OAK FLOORING

Kiln-  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## SAP GUM

1 1/2" x 6" & up wide	27,000'	1sts & 2nds	4-4" x 20" & up wide	12,000'	1sts & 2nds
5/8" x 6"	40,000'	" " "	5-4" x 6"	95,000'	" " "
3/4" x 15"	112,000'	" " "	5-4" x 14"	5,000'	" " "
3/4" x 15"	14,000'	" " "	6-4" x 6"	14,000'	" " "
4-4" x 6"	50,000'	" " "	8-4" x 6"	20,000'	" " "
4-4" x 14"	100,000'	" " "			

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED  
Memphis, Tennessee

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

The I. Stephenson Company  
WELLS, MICHIGAN

## CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

50,000 Feet	1 inch	C-2 Red Gum
100,000 Feet	1 1/4 inch	"
25,000 Feet	1 1/2 inch	"
25,000 Feet	2 inch	"
20,000 Feet	2 1/2 inch	"
30,000 Feet	3 inch	"

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

CHICAGO, FEBRUARY 25, 1910.

No. 9.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

LOUIS L. JACQUES, Sec'y and Treas.

Sixth Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.  
Telephones Harrison 8086-8087-8088

### REPRESENTATIVES

Eastern Territory - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.  
Northern Territory - C. F. Dedekam, 355 Dearborn St., Chicago  
Southern Territory - E. W. Meeker, 355 Dearborn St., Chicago

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In the United States, Canada, Philippine Islands and Mexico . . . \$2.00  
In all other countries in Universal Postal Union . . . 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

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Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings

#### NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The next annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Wednesday and Thursday, March 2 and 3, 1910.

E. F. PERRY,  
Secretary.

GEORGE F. CRAIG,  
President.

#### NATIONAL LUMBER MANUFACTURERS' ASS'N.

The Board of Governors of the above association have fixed the dates for the 1910 annual meeting for April 19 and 20 at New Orleans, La.

GEORGE K. SMITH,  
Secretary.

EDWARD HINES,  
President.

#### NATIONAL HARDWOOD LUMBER ASSOCIATION.

The next annual meeting of this organization will be held at the Seelbach Hotel, Louisville, Ky., Thursday and Friday, June 9 and 10, 1910.

F. F. FISH, Secretary.

O. O. AGLER, President.

### General Market Conditions

General commercial conditions, including the marketing of hardwood lumber, are not yet exactly roseate. This fact is disappointing but true. Undeniably the business public has had faith in improved trade that has proved unwarranted by conditions that have manifested themselves during the last two months.

There was every prospect at the commencement of winter that there would be an immediate and forceful revival of business, with all woodworking factories on the verge of a business boom, and that things would move up to a high plane of activity.

However, the country has experienced the most rigorous weather that has been encountered for years. Out-of-door employment has

been practically impossible in many sections by reason of the inclemency of the winter, involving as it has heavy snow and sleet storms and blizzards. The railroads have been in a state of blockade for months. Freight yards were congested and there has been no certainty of the movement of freight.

The uncertainty of current legislation by congress has been another serious handicap to business, and the result of the tariff legislation of the last congress has been disastrous to many commercial interests. The cost of living has increased to such an extent that it has menaced good business relations between employers and employes on the present wage scale. This is not only true of railroads and corporations in general, but also of the lumber trade.

Generally, furniture sales, which are regarded as a barometer of hardwood consumption to a considerable extent, were disappointing, and a good many manufacturers report a cancellation or suspension of orders of a good many sales made during that period.

Anticipated building of freight cars by the railroads has not materialized. As a matter of fact, the railroads are hedging and generally their finances are in such shape that they have not dared to forward any investments that were not absolutely necessary for the carrying on of their present business.

Of all lines of lumber production, hardwoods are in far better shape than any other. Stocks are short in all kinds of lumber from No. 1 common and better, and there is no marked surplus in No. 2 and culls. The sales of the early winter have cleaned up practically all the dry good stock in hardwoods that there was in the country, either directly to the consuming trade or to jobbers. Therefore there is very little hardwood stock of any kind in first hands in shipping condition. Prices remain firm, and in some items have an advancing tendency, but actual sales and shipments are not keeping up with any regularity. The hardwood business the country over is very "spotted" in character.

The hardwood flooring people in both oak and maple are generally only fairly busy, although some of them report a slackening in trade, while a few have a good deal of business in sight. The interior finish contingent is also fairly well supplied with orders, with comparatively little in sight for the remote future. The veneer trade shows improvement in spots, and is dragging in others.

In connection with this analysis of the rather peculiar conditions prevailing, it should be said that there are a good many bright spots on the commercial map. Bank clearings in Chicago during the past week were close to high record, the total checks exchanged being \$307,103,744. This is an increase of \$47,000,000, or eighteen per cent over the clearings of the corresponding week of last year. This would indicate a liberal gain, and shows more activity in general business than prevailed early in the month.

The New York bank statement of last week showed an increase of \$1,500,000 in the excess reserves, raising the total held by the banks over the legal reserve required to \$26,103,000. This compares with a surplus of \$14,272,000 a year ago and \$32,468,550 two years ago. Changes in the deposit and loan items during the week were insignificant as compared with the totals.

The hardwood situation is well in hand, and if manufacturers hold their output down to normal, there is every reason to believe that lumber will be closely bought up at current or even a higher scale of values than prevails today.

## The Security of Timber Investments and Timber Bonds

There is a belief among a good many people who have no specific knowledge of lumber affairs that all lumbermen are either rich or on the immediate road to that alluring condition. There seems to be an idea prevalent that all any man has to do to acquire wealth is to buy timber land, erect a sawmill and go to sawing wood.

Unfortunately all lumbermen are not rich, and equally unfortunate is it that all lumbermen are not on the road to vast fortunes. Still the legend exists, and is being employed as a stock in trade by either the unscrupulous or the ignorant to foist on the investing public numerous and sundry land and timber schemes. These vary from eucalyptus-growing to opportunities to get into timber investments in the Pacific Northwest on the basis of \$100 a throw, down to timber bond investments of varying sizes and allurements.

Secretary Wilson has recently backed HARDWOOD RECORD in its analysis of the schemes of the eucalyptus pirates. Last Sunday's Chicago Record-Herald had a flamboyant advertisement in which the name of Gifford Pinchot was employed, and in which Mr. Pinchot's picture was used in the effort to foist a timber deal on small investors.

This deal may be all right and may be all wrong.

The editor's desk is loaded down with the announcements of various schemes of a similar nature. One highly colored pamphlet, with Seattle as its source, announces that the chief forester of the United States states that a continuance of the present rate of timber cutting in this country will completely exhaust the supply in twenty years. This statement is used in argument that great fortunes are to be made from timber investments at the present time and holds out allurements to the "moderate investor" that he may have the same opportunity to reap profits from the "timber industry" as does the large investor. This is "The Menz System of Timber, Gold Bonds, Profit Sharing, Deed Protected."

This scheme may be all right and it may be all wrong.

Mr. Menz's picture is reproduced from the Mississippi Valley Lumberman with a page of glowing tribute, and his picture is again produced with a facsimile from the Lumbermen's Review, and interspersed in the booklet are wonderful pictures of big trees and lots of figures indicative of the vast profits made in Pacific coast timber transactions, all centering about the Menz system.

As a general proposition the RECORD does not like to see this system of mining exploitation fastened on to the lumber trade. Heretofore the lumber business has been conducted on a business basis and on the level. Individuals or corporations have purchased large or small blocks of timber, have erected sawmills with their own money and have manufactured and sold lumber. Some have been successful and others have not. The greatest factor in commercial success in timber and lumber operations is a specific knowledge of the business. It is not within the realm of lumber history that any man ever made a success of lumber operations

vicariously. The successful man has always been on the job himself, and has had previous experience and lots of it.

The foregoing observations are made simply to call the investing public's attention to commercial history in lumber affairs, and to warn them against making timber investments through strangers simply on bare representations of glowing financial results. The RECORD would say: Carefully investigate before putting up a dollar.

Now there is another form of investment which at first was based on absolute legitimacy. This was the timber bond. These timber bonds were originally placed by large and going lumber corporations, who desired to supplement their timber holdings and perpetuate their business for a long period of time by increasing their timber holdings. These bonds were serial in character and usually carried 6 per cent semi-annual interest, and were paid off at regular periods in proportion as the timber, the basis of the security, was cut. Concerns seeking this form of loans were large, conservative and successful ones, people who by years of experience had demonstrated that they knew how to estimate and analyze timber properties and how to manufacture and market lumber successfully. The value of these bonds was recognized by the investing public and they have been easy sellers in both good and bad times. The profits of the bond companies handling

this class of securities, and the fact that they have become a standard in the market, have induced sundry pikers of late to spring on the public bond issues that do not constitute high-class security for the money proposed to be invested. These bond exploiters in their overanxiety to get rich quick have taken desperate chances on the character of the properties bonded, and at the present time there is offered for sale sundry timber bonds on a representation that the security is two, three or four for one, that will not bear scrutiny, and the statements made cannot be warranted by experts in timber values. The result of this flood of questionable securities being placed on the market will be that the legitimacy of the many first-class securities of this sort that are out will very soon be questioned and the legitimate timber bond will go begging.

There are certain basic principles which should be considered in the purchase of timber bonds. These may be enumerated as follows:

First: Are the titles of the timber lands involved perfect beyond peradventure?

Second: What is the quantity of the timber stand and the kinds of timber?

Third: What are the physics of the wood and what will the timber develop in dollars and cents in the form of lumber at shipping point?

Fourth: What is the legitimate cost of placing this timber in the form of lumber ready for shipment at shipping point?

Fifth: What is the fire risk involved in this timber; what is the flood risk and what is the agricultural or mineral value of the land when the timber is removed?

Sixth: Are the individuals seeking this loan men of wide experience in lumber affairs; is their commercial history good; and are they competent to carry on the lumber operation on a basis of

### TO THINK ABOUT

- ¶ **The science of stopping in time has never received the consideration its importance warrants.**
- ¶ **Genius consists in doing the right thing without being told more than seven times.**
- ¶ **Don't be afraid to blow your own horn.**
- ¶ **Inspire respect for yourself and confidence in the goods you sell, if you would be successful.**
- ¶ **A customer neglected is a customer lost.**
- ¶ **If you don't believe in yourself, how do you expect others to believe in you?**
- ¶ **Think twice before you speak and when you speak talk to yourself.**
- ¶ **Never lose a customer. If you have an undesirable one quit him—don't let him leave you.**
- ¶ **Make good—or make way for someone who can.**



economy and conservatism to a success that would warrant the assumption that the bonds and the interest thereon will be met promptly at maturity?

It may be said in conclusion that no one individual is competent to pass on all these propositions. It requires, first, the opinion of an expert attorney; second, the verified opinion of expert cruisers; third, the expert opinion of a competent judge of wood physics; fourth, the expert advice of a competent lumber operator familiar with the engineering difficulties and cost of lumber operations in the section involved.

Therefore, the RECORD wishes to issue another warning to investors, that they thoroughly acquaint themselves with all these facts, and be sure that the proposed investment is a worthy one before they turn loose their money.

## Hardwood Manufacture in Michigan

In the state of Michigan there are approximately one hundred manufacturers of hardwood lumber, both big and little. As a general proposition the hardwoods of Michigan in comparison with the general run of hardwoods are a low-grade product. While poplar, oak, cottonwood, ash and hickory attain an average value that is profitable and satisfactory, even at the present and reasonably increased price of maple and birch, the northern manufacturer is not getting nearly as high an average price per thousand for his stock as the producer of the leading southern woods.

Hardwood manufacture in Michigan at the present price at which hardwood stumpage is changing hands is not a remarkably profitable undertaking. As a matter of fact, if it were not for the close utilization of Michigan forests and the ingenuity and thoroughness with which a large portion of the forest and sawmill waste is utilized, there would be mighty little money today in manufacturing hardwood in that state. The only reason that Michigan and the northern country generally are on the hardwood commercial map at all is from the fact that they have a market for their product very close to points of production. The average freight rate on Michigan lumber runs very little above ten cents a hundred, which enables manufacturers to sell at a price that nets a little profit even on shipping culls.

What the future holds for northern hardwood production is somewhat conjectural. In Michigan, owing to the exhaustion of stumpage owned by small operators, probably at least half of the hundred present operators will be out of business within six years, which will reduce the total output of the state within that time at least twenty-five per cent. The remaining larger operators are generally equipped with a source of timber supply to last them for an average of from ten to fifteen years. With the comparatively recent awakening to the intrinsic merit and value of standard northern hardwoods, notably maple and birch, it may be that a sufficiently high range of prices may be attained for these woods to cover the carrying charges on five-dollar stumpage, but an increased price will be necessary if much profit is to be secured from manufacturing these woods in that locality during the remaining period of their existence.

The prices on grey elm, black ash, rock elm and basswood in the northern country are still ridiculously low as compared with the prices obtained for southern woods of similar character. To the wonderful development of the maple flooring business may be attributed the present and prospective advance in maple lumber to a considerable extent, and to the high price of oak and the substitution of birch in furniture making may be attributed the increasing price obtained for birch. It seems singular that the splendid basswood of Michigan and Wisconsin does not bring more money. As a matter of fact a higher price is being secured for the lower quality basswood of the Appalachian country than for that of the North. The grey elm of the North is one of the truly splendid hardwoods of the country, and still it is not receiving the attention from buyers that it should, and is way below its intrinsic worth at the present price schedule. The same observations can be made concerning black ash and rock elm. These

four woods named are of inferior quality and importance to maple and birch in the general aggregate, but still their low price is worthy of comment.

## A Suggestion

In the light of recent events the RECORD would respectfully suggest to the National Hardwood Lumber Association the consideration of the following preamble and resolutions at its next meeting:

Whereas, The National Hardwood Lumber Association was organized with singleness of purpose to further the best interests of all branches of the hardwood industry; and

Whereas, This organization has always maintained this tenet without rings, bossism or ward politics in methods; and

Whereas, All members are in true harmony on the subject of its inspection rules and methods of their application; that they are thoroughly convinced that these rules are the only just and logical ones that should or could be used by the hardwood trade, as within this organization lies all the brains and talent that are competent to make and interpret inspection rules; and

Whereas, This organization is and always has been open and above board in all its transactions between buyers and sellers; it never has permitted an issuance of certified certificates of inspection before the lumber was inspected; that all its meetings have been open to free discussion on the floor on the part of all hardwood lumbermen; that they have been open to free and untrammelled report of affairs as they actually transpired; and that the public has been supplied with a complete and unexpurgated report of all such transactions; and

Whereas, One Lucius E. Fuller has become a self-appointed mouthpiece of this organization, and that by reason of his perversion of facts and awkward handling of the truth, his utterances have led the association into manifest and unmistakable difficulties; and

Whereas, The said Lucius Fuller has recently broken his left leg; therefore be it

Resolved, That, without in any wise wishing to disparage the wisdom of Divine Providence, to the minds of the members of this organization it would have been much better if the said Lucius Fuller's right arm had been broken rather than his left leg; and furthermore be it

Resolved, That the said Lucius Fuller be requested to "beat it."

## The Pinchot-Ballinger Case

The committee appointed from the two houses of Congress to investigate Secretary Ballinger and to clear him as they go of the charges promulgated by Glavis is going on its merry way. Undenially the effort was originally intended as a whitewashing enterprise on behalf of Secretary Ballinger, but unfortunately sundry buckets of tar have been dropped into the whitewash, with the result that the secretary's escape with an immaculate coat is somewhat conjectural at the present time. The public is pretty well convinced that ex-Chief Forester Pinchot is all right, also Glavis, but they have another guess coming on Ballinger.

## The Wholesalers' Annual

Present indications are for a splendid attendance at the eighteenth annual of the National Wholesale Lumber Dealers' Association to be held at the Sinton Hotel, Cincinnati, on Wednesday and Thursday, March 2 and 3. At the regular sessions various reports will be presented and important matters discussed. Elaborate entertainment features have been planned and, altogether, this will undoubtedly be one of the most successful annuals ever held by the organization.

At this convention HARDWOOD RECORD will have an office, where the Selling Lumber by Mail System and the Gibson Tally Books will be on exhibition.

## Pert, Pertinent and Impertinent

### What the World Has Done for Me

It has given me winter and summer, and made one too cold, one too hot;  
It has given me sleep for the night time, but no decent place for my cot.

It leased me a beautiful boyhood in which to envy the man,  
Then brought me the coveted wonders to long for my boyhood again.

It assigned me a wonderful stomach and more wondrous appetite,  
Then sold me the food at a profit and reared when I filched a bite.

It sent all my goods from a factory, stamped all my toys with its name,  
Grew rich on my innocent failures, and called its account of it fame.

It wound up its clocks and divided my days and my deeds into hours,  
And paid me a stipend for staying away from the fields and the flowers.

It owned that it owed me a living; but let the debt run so long  
That is seems to have outlawed, and now I can wail or laugh at the wrong.

It called my just criticism libel, declared all my flattery flat,  
While it censured me out of its wisdom and bade me be spellbound for that.

It smiled at the deeds of my heart, and smirked at the words of my brain,  
And grinned at my shanty on Poor-st., and laughed at my castles in Spain.

Yet this world is my object in life, and my life the world's aim soon or late;  
So I'll lead it a wild goose chase, and die game without sorrow or hate.

—Lionel Josaphare.

You may lead a fool to talk but you can't make him think.

All men have follies. Those of the wise man are known only to himself; those of the fool to all men but himself.  
—The Smart Set.

The fellow who runs into debt doesn't try to get out faster than a walk.

There are two kinds of information—one to which everybody's entitled, and that is taught at school; and one which nobody ought to know except yourself, and that is what you think of Bill Jones.

A good salesman is like a good cook he can create an appetite when the buyer isn't hungry.

Some men never worry because they are made of wood.

The empty head is always eloquent on the subject of a full heart.

Much preaching is attempting to get water by polishing the faucet.

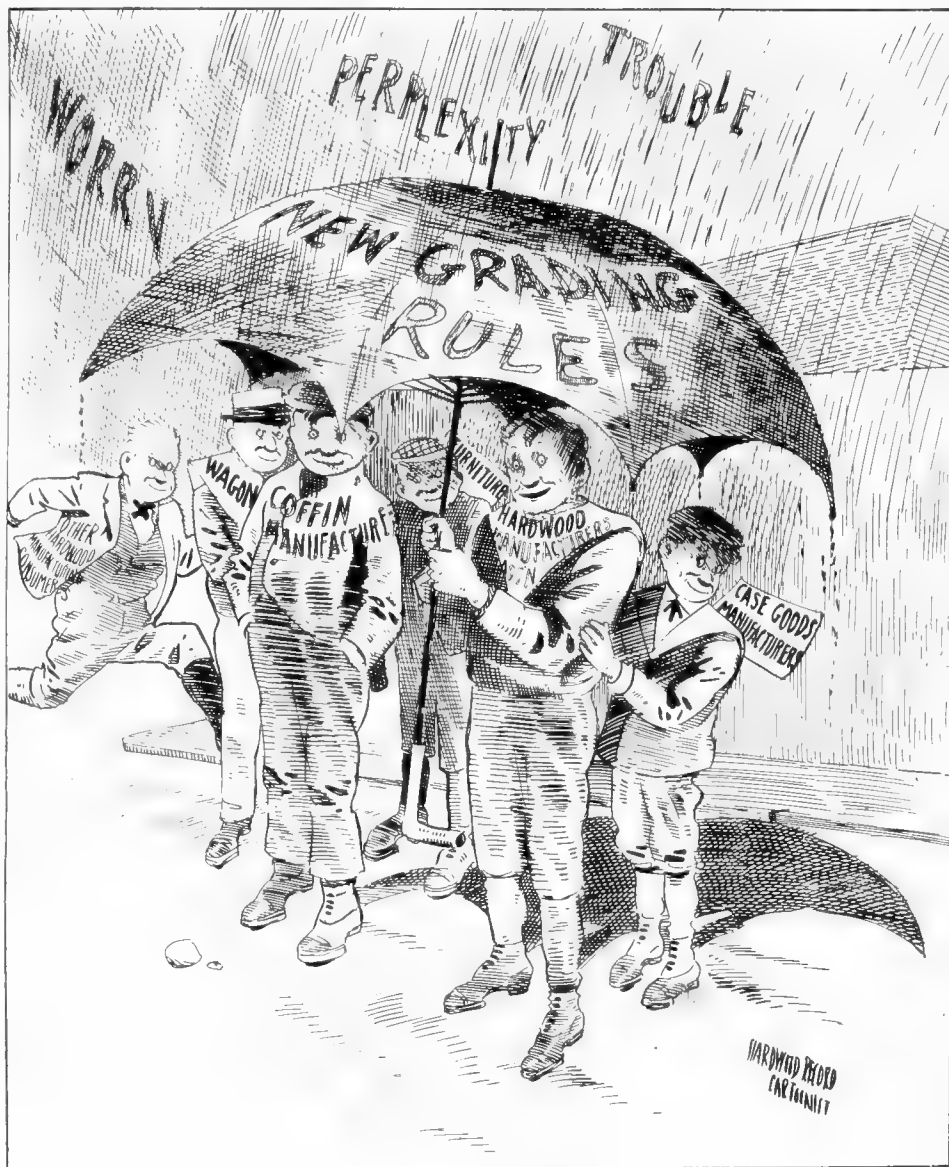
One form of pious gymnastics is to walk one way and point the other.

They who are candid over little faults often have big ones in the closet.

The more a man can pardon in himself the less he will forgive in others.

People who are afflicted with kleptomania always feel that they should take something for it.

## Holding the Umbrella



Getting in out of the Rain

Do everything reason tells you to do—unless conscience vetoes it.

If you are in a small place it may be because you won't fit in a big place.

All the world may be a stage, but just the same stage money does not pass.

The optimist expects to get a good hand even when the other fellow shuffles and deals.

The way to make a woman happy is to make her believe that she is making you unhappy.

The man who believes that two can live as cheaply as one never had to reckon with milliners and dressmakers.

And a man's idea of his own importance decreases as the gray in his hair increases.

Occasionally a girl is both pretty and intelligent—just to prove the exception to the rule.

Many a man who thinks he is honest because he pays back borrowed money wouldn't think of returning a borrowed umbrella.

The best thing to do when you catch a cold is to let go of it.

One way to remove paint is to sit down on it before it is dry.

Samson was the first actor on record to bring down the house.

From the black-mailer's viewpoint, keeping secrets is a paying business.

### Same Old Story

"Don't you believe," queried the fair advocate of woman's rights, "that men live faster than women?"

"I sure do," replied the mere man. "I was just ten months older than my wife when we married; now I am 42 and she was 30 last week."

### By Proxy

"Where is my wife, Miss Lowe?" he asked of the new governess.

"She has just gone upstairs, sir."

"Well, will you kindly give her this kiss for me? I've got to catch a train, and haven't time to take it to her myself."

### She Made a Name for Him

Mrs. Benham—Many a man owes his success in life to his wife.

Benham—Yes, Adam would never have been heard from if Eve hadn't given him the apple.—The Smart Set.

People who speak volumes seldom talk like a book.

# AMERICAN FOREST TREES

EIGHTY-SECOND PAPER

## Scarlet Oak

*Quercus coccinea* Moench

Scarlet oak is so called because of the brilliant coloring which its foliage attains in the fall. Like those of some of the white oaks, the leaves of scarlet oak are rather persistent, and late in the season, when most of its associates have yielded to the demands of winter, the brilliancy of this tree is rendered doubly conspicuous, contrasted with the surrounding sombre, winter colors. Scarlet oak is botanically of the red oak group and its wood is not distinguished from red oak in trade or usage.

Its range comprises the northeastern quarter of the United States. Beginning in southern Maine, New Hampshire and Vermont, it grows through middle New York, Michigan, Wisconsin and Iowa to eastern Nebraska. Southward it extends along the coast through Virginia and inland along the mountains to South Carolina and Georgia. The growth is abundant over most of the range, the favorite habitat being dry, gravelly uplands, with similar oaks, birch and hickory. It seems to be most abundant coastwise through the range.

According to Sudworth, the name of scarlet oak is in use in Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, North Carolina, Missouri, Illinois, Indiana, Wisconsin, Minnesota, Michigan, Nebraska, Iowa and Ontario; red oak is the name in North Carolina, Alabama, Wisconsin, Nebraska and Minnesota; black oak in Nebraska, Illinois, Iowa and Wisconsin, and Spanish oak in North Carolina.

In appearance the tree is striking for its delicacy of foliage and twigs. The crown is always narrow and open, and in forest growth is compressed, not intruding on the bole for any distance. The height, in good specimens, is about one hundred feet, but it often exceeds that size considerably. In diameter it grows as large as four feet. The mature bark is dark in color and broken into broad, smooth ridges and plates, edged with red. It shows a reddish inner bark when cut. The leaves are on long, delicate petioles; are 4 to 5 inches long; deeply sinused, three to four on a side; long, bristle-toothed lobes, broad at the base; flowers, staminate aments slender, glabrous, delicate, recurved styles; acorns bitter, mature in two years; sessile, brown; cup closely drawn in at the edge.

The wood is applied similarly to red oak

and has the same qualities of strength, hardness, etc., but is probably a little more durable and faster growing. It has a pinkish, brown heart and thin lighter sapwood. The rings of growth are made conspicuous by the wide bands of large spring pores. In a radial section the rays appear long and low, the rest of the surface being dull

value. As a fuel wood it is of inferior quality. The lumber finds use in cooperage, for furniture and, to a small extent, as interior finish.

Of the differences between black and scarlet oak Alice Lounsberry in her Guide to the Trees says:

"Between the black oak and the scarlet oak there are certain differences in color which may aid many to distinguish them. It is true that at times they are dissimilar in leafage, but again the black oak is so very variable that some of its forms are nearly identical with those of *Quercus coccinea*.

"The kernel of its nut is bright yellow and smaller than that of the scarlet oak, which is white. But unfortunately the acorns mature in September and October only, so during the early part of the summer we must seek out some other unchanging difference between them. Again we are aided by color. The bark of the black oak is a dark brown, or nearly black, and it is broken into close scales. A still more poignant difference is that its inner bark is deep orange, never reddish or grey. In the spring its leaves are red, and they turn when the tree blooms to a silvery green. They are rich red or russet in hue in the autumn and quite without the vivid touch of color which is the chief charm of the scarlet oak."

The accompanying illustration shows an especially good scarlet oak forest tree pictured in West Virginia by the editor of HARDWOOD RECORD.



TYPICAL FOREST GROWTH SCARLET OAK, WEST VIRGINIA

and coarse. The weight per cubic foot is forty-six pounds and the specific gravity .7405; the coefficient of elasticity is 108,507; modulus of rupture .1054; longitudinal resistance .504.

Scarlet oak bark is reported to contain sufficient tannic acid to give it commercial

**Cow Trees**  
Groves of cow trees, such as are to be found in hilly districts in certain parts of South America, are said to be a wonderful sight. These trees, which, it need scarcely be said, do not actually resemble cows, grow to great height, yet for lengths of perhaps fifty feet they are quite without branches. Near the top they expand into thick heads of foliage, however, and display a matted texture of leaves and branches. The leaves are thick and ribbed, and often grow to be a foot long.

The natives milk these trees. A hole is bored into the heart of the trunk. From this hole there pours a milky fluid much esteemed as a drink. The fruit of the tree is also esteemed as food. A kind of bread is made from the bark, almost as nourishing as wheat bread.

# Makers of Machinery History

NUMBER XI

MELVILLE W. MIX

(See Portrait Supplement.)

In the phenomenal success of Melville W. Mix, the industrial world today recognizes the result of a sterling character and business ability of the highest order.

With the motto, "We can and we will," Mr. Mix has built up at Mishawaka, Ind., the largest plant of its kind in the world, devoted to the manufacture of power transmission machinery, elevating and conveying equipment and water softeners. Through his efforts largely the Dodge Manufacturing Company has become a substantial success, well and favorably known throughout the engineering and manufacturing world.

Melville W. Mix was born at Atlanta, Ill. As a boy he worked there in a hardware store while attending high school. In 1886 he went to Mishawaka, taking a position as clerk in the shipping department at the Dodge factory, then struggling for recognition. His work consisted of addressing envelopes for the house organ, "Power and Transmission."

Following his first employment with this concern, Mr. Mix advanced steadily and, not satisfied with merely doing his work, by diligent application outside of business hours, secured a thorough technical knowledge of transmission in all its phases. In the manufacturing and selling end of the business he became more and more proficient, and before long his abilities were recognized by the then head of the enterprise, W. H. Dodge, and he was given a responsible position in the sales department.

On opening a branch in Chicago in 1890 the company appointed Mr. Mix manager, and in this position he made such a good record that he was shortly after returned to the home office as sales manager. Other branches were opened, new products added to the line and the plant capacities increased, under his able administration.

In September, 1894, Wallace H. Dodge, founder of the company, died. All business at that time was in a very depressed state, which made the choice of a new president a most important matter. The directors, however, at once recognized in the sales manager a man with the ability to bring the business safely through the trying times, and Mr. Mix was duly elected president. At the time of his death Mr. Dodge was working on a plan to produce pulleys with a standard bore and interchangeable bushings to fit all shaftings. He hoped to have stocks in all manufacturing centers, and an immense factory to produce his goods.

On his advent into his new position Mr. Mix started with zeal and energy to put these ideas into execution.

As this story is written, the Dodge plant at Mishawaka covers sixty acres of ground, has a floor space of twenty-five acres, is oper-

ating on a capital of \$1,000,000, with a large surplus, and gives employment to more than twelve hundred persons. Branches are conducted at Chicago, Minneapolis, Pittsburg, Philadelphia, Boston, New York, Cincinnati, Atlanta, Ga., and St. Louis. A mammoth warehouse is maintained in Brooklyn for supplying foreign and eastern demands, two hundred agents carry complete stocks and innumerable dealers insure a world-wide distribution of the Dodge line.

Eager to do still greater things than this to make the name Dodge and the quality and service of Dodge goods so well known in manufacturing America that Dodge alone would come to the minds of every man considering power transmission machinery or supplies, Mr. Mix inaugurated immense advertising and publicity campaigns. The expenditures in this direction in 1909 amounted to over \$50,000, and the results have been highly gratifying.

Outside of his connection with the Dodge company, Mr. Mix is president of the National Veneer Products Company, Mishawaka, manufacturers of "Indestructo" trunks; president of the Mishawaka Trust & Savings Company, and president of the Mishawaka Public Improvement Corporation, own-

ers and operators of the Hotel Mishawaka, a \$100,000 hostelry, all of which show his indomitable energy. He is a member of the American Society of Mechanical Engineers, the Indiana Society of Engineers, and treasurer of the Manufacturers' Bureau of Indiana. In 1907 he was president of the American Supply & Machinery Manufacturers' Association. From 1902 until 1906 he served as mayor of Mishawaka, elevating that locality to a beautiful, prosperous city.

As a magazine writer recently put it, "Mr. Mix is one of the really remarkable successes in manufacturing. He seems to have been built for victories. Possessing the faculty of holding the details of a big business in his mind so closely and knowing so well how to draw conclusions from conditions, present and prospective, he is able to plan successfully where others would fail. He has a wonderful way of making and holding friends and of stirring up enthusiasm, and a memory that enables him not only to know on second meeting the face of every man whom he has met, but also his name. His abilities lay not only in the direction of developing personal work, but in aiding others. There is reasoning power and persuasiveness in his talk and a personality that inspires confidence."

## Tales About Live Ones and Dead Ones

By the Editor

### Betraying His Confidence

They're telling a story on Billie Greble, sales manager of the Three States Lumber Company, of Memphis, which is not so bad.

It seems that at the recent annual meeting of the Hardwood Manufacturers' Association at Cincinnati the tall and handsome blond gentleman, who does the sales stunts for the big Memphis cottonwood and gum company, encountered his old college chum, "Jack" Estabrook, president of the Estabrook-Skeele Lumber Company, of Chicago, and apparently in the best spirit of fellowship invited him to breakfast in the swellest cafe in Cincinnati the following morning. This looked like a good thing to Estabrook and although he ordinarily only fills dinner engagements, he arose betimes the next morning and joined Greble at the breakfast table.

Now, let Estabrook tell the rest of the story: "My suspicions were aroused when the first thing this bald-headed Indian ordered was a glass of Hunyadi water. It was just as I expected. I hadn't fairly got started on my breakfast when Greble excused himself and ducked, leaving a three-dollar breakfast bill for me to pay. It really isn't the three dollars that worry me, but I did hate to lose confidence in an old friend."

### An Apostle of Discord in Trouble

A newspaper man is prone to get into trouble, but it is rare indeed that calamities have ever fallen so thick and fast on any of them as on my friend Lew Fuller of the Lumber World. For a man who has adopted the motto of "A square deal for every man," Lew is having hard luck.

In the first place, the redoubtable editor of the "Wurruld" was waylaid by highway men week before last and was relieved of his watch, jewelry and the total surplus of his newspaper, some six dollars.

Then, with the chagrin of his misfortune and humiliation staring him in the face and naturally forgetful of his motto, he writes a deprecatory article on the recent annual meeting of the Hardwood Manufacturers' Association, which is false in premise, untruthful in detail and illogical and unfair in deduction. Any right-thinking man, no matter with what association he is affiliated, will recognize that the publication of this article will surely result in more harm to the author than the loss of his six dollars.

Now, on top of both these calamities, Lew slipped on the ice a few days ago and broke his right ankle and is now confined to his bed. His ankle will heal, and he can probably recoup the six dollars, but it will be a great deal more difficult for him to re-



MELVILLE W. MIX  
MISHAWAKA IND





cover from his slanderous talk concerning the greatest meeting ever held in the history of lumber affairs.

### Saved His Life

It may not be generally known that George T. Mickle, head of the big yellow pine concern, the George T. Mickle Lumber Company, Chamber of Commerce building, Chicago, is a reformed newspaper man. When Mr. Mickle was a lad he was employed as a reporter on the old Minneapolis Tribune. Having saved up a few dollars, he spent a vacation in the little country town in northern Illinois from which he had emigrated. He found his old school-girl chums in the town glad to be entertained by the "chap from the city," but his few dollars soon melted away in buggy rides and attending the county fair. He had the misfortune as a wind-up of his visit to collide with a farmer's buggy while driving with a couple of girls and smash two wheels of the agriculturist's wagon.

He acknowledged his fault and promised the farmer he would settle the bill, but the man of the soil wanted his money and wanted it quick, and after the lad had settled he had but very little chicken feed left as his share of the coin of the realm.

Having previously provided himself with a return ticket, Mickle immediately started for Minneapolis. Night overtook him at a

junction point some two hundred miles from the city, and he found himself penniless and with an appetite that is possible only to lads of sixteen. He wandered around the bakery shops and stared wistfully at the buns and pies displayed in the windows. Finally he ventured into the hotel of the town. Every minute his hunger became more and more acute, and the thought of sitting up in a day coach all night with gnawing vitals got on his nerves. Finally he discovered some copies of the paper on which he was engaged as a reporter and scraped up an acquaintance with the news vender. The man was glad to see him, having never before had a visit from anyone connected with the great Minneapolis newspaper for which he was agent. An expedient occurred to the lad, and he incidentally asked the agent how his account stood with the house. The man cheerfully looked it up and confessed that he owed the paper four dollars and thirty cents. Young Mickle asked him if it would be convenient to settle then and there, and the agent said it would.

In relating this incident, Mr. Mickle said that if you ever saw a kid hustle into a dining room and get his money's worth, it was this starved lad from Minneapolis, and in all his travels since that time he has never enjoyed a Pullman berth as he did that night.

## Mill Cost System

G. O. WORLAND

The matter of cost accounting has long occupied the minds of the most successful manufacturers in all lines, but it is a lamentable fact that in the lumber business, particularly in the manufacture of hardwoods, there is but little thought given to the cost of production.

It is a fact, however, that the conditions under which hardwood sawmills operate vary to such an extent that the methods of one plant might not prove of value to another, but there is no reason why each plant cannot figure the absolute cost of its lumber in each state of its manufacture and marketing, from the stump to the final closing of the customer's account.

That there might be developed a general uniform method of figuring these costs, with sufficient elasticity to fit the individual conditions as they may exist, a general comprehensive discussion of the matter at the recent annual meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis was hoped for. It was believed that such a discussion would bring out much information that would be of benefit to every member and that, as a result, much of the unintelligent competition in the lumber trade might be eliminated, and each operator made to realize the advisability of running his business only along those lines which show a profit. It is to be regretted that there was not more

interest manifested in this discussion; whether it was from lack of knowledge of what was expected and unpreparedness of statistics for the purpose, or whether it was due to unnecessary unwillingness to publish such figures, it is difficult to ascertain.

Speaking of this hesitancy to give out information, it is advisedly quoted: "Your good competitor is the intelligent one and he is not going to harm you, and the sooner you educate the unintelligent competitor who is mistaken in figuring his costs, the sooner he is going to stop his unwise competition, either in the purchasing of raw material or the selling of the finished product." If he doesn't stop he is a fool and as a fool he cannot last long in any business.

The majority of mill men who have no cost accounting system neglect this branch of the business probably because they think it complicated and expensive, when, as a matter of fact, it can be made extremely simple and the time and expense reduced to such a small item as to be negligible, while endless ways of utilizing the knowledge acquired, for the benefit of the business, soon make themselves evident. Many successful operators let the matter of profit and loss go until the annual or semi-annual inventory, and convince themselves that the profit is satisfactory or if a loss occurs wonder where their money went to. They do not know what

items were profitable and what were not and oftentimes use the profits on one item to cover the loss of another.

The method used by our concern, making a specialty of quartered oak, which buys its logs from producers on the open market and ships them by rail to the mill, is herewith given, and may possibly be of interest to some operators.

The management of the business is divided between three men. One looks after the log-purchasing end; one selling and shipping, and the other the operations and general management. The general expense, which consists of salaries, office and traveling expenses, is charged one-third each to logs, manufacture and selling. The one-third general expense of the logging department is pro-rated per thousand feet at intervals, and added to the purchase price to which is also added freight charges, and thus the log cost delivered on track at the mill is arrived at.

The cost of manufacture is figured out each week. First the overhead expense is estimated as follows:

One-third general expense...	\$ 65.00
Interest .....	15.00
Taxes .....	8.00
Insurance .....	10.00
Depreciation .....	40.00
Maintenance and repairs.....	12.00

Total .....\$150.00

To this is added the payroll which, divided by the number of feet sawn, gives the cost of sawing that week, paying the whole cost from the time the logs are delivered or put on the track until the lumber is distributed in the yards for sticking.

Record of the daily cut is made on a chart which is herewith shown, at the end of the week. The weekly average is calculated, and recorded on the same chart, and at the end of thirteen weeks or one quarter the average for that time is taken and record made, illustrating at a glance the variation in the day's cut.

The cost of manufacture at this plant for the last six months of 1909, sixty per cent of the cut being quartered oak, is as follows: Taking the logs from the car and distributing the lumber in front of the piles is \$3.94 per thousand, of which labor was \$2.28, distribution 29 cents, and overhead expense \$1.37. Cost of sticking, which is done by contract, is 40 cents per thousand.

The record of the loading expense is kept on the reverse side of the yard order, and runs 15 cents per thousand for 2-inch poplar to \$1 per thousand for mixed orders, strips, etc., that have to be teamed to the car; the average on all is 41 cents per thousand feet.

The actual time of loading is kept by the inspector who counts his time as equivalent to that of two laborers and single horse and wagon as equivalent to one, and reckons the total at 15 cents per hour. Notation is also made, showing any reason for high cost, such as extra amount of degrades, mixing of grades, etc., so that excessive cost in loading can be noted at the time it occurs, and full

investigation made. The cost of rehandling cuts, degrades and cuts from special orders amounts to 7 cents per thousand feet; covering and uncovering piles, ½ cent, making a total expense on the amount of lumber shipped of 88½ cents per thousand.

Now with these facts before us we know what it costs to make lumber, and we credit the mill with five dollars per thousand feet, which allows a fair margin of profit to the manufacturer.

Going further, we have taken a record of the percentage of grades sawn out of the various kinds of logs, and the real object of this discussion and this article is to prove that there is no profit in the manufacture of quartered red oak at the prevailing market prices.

At this sawmill the percentage of grades sawn out of quartered red oak runs as follows:

Fas	42%
No. 1 common	37%
No. 2 common	11%
No. 3 common	5%
Strips	2%
Loss	3%

Total .....100%

This was cut from what was considered a high class of logs, and at the cost of these logs in open market the lumber was delivered on the yards at inventory prices, showing a profit of only three per cent in the manufacture. As to the inventory prices at which the lumber was put on the yards, there is only a yard margin of 10 per cent, out of which must be paid the holding, loading, depreciation, discount and selling expense.

These figures were verified by a number of prominent sawmill men at the Indianapolis meeting, and while the man who owns standing timber may figure that his quartered red oak is giving him a profit, if he does so he is making his profit on the logging end of the business, and not on the manufacture, as his logs are staple articles, and have a

fixed market value in the logs. It is therefore a questionable practice to give up the profit of marketing the logs in order to manufacture, and the mill man who is buying his logs on the market is making his lumber at practically no profit.

This is only one instance of where such figures can be used in solving the knotty problems encountered in the manufacture of hardwood lumber, and once a person gets a taste of such statistical figures it usually leads to further investigation and systematic handling of the various accounts, and enables one to analyze any parts of his business with a feeling of certainty.

This article outlines only a very crude system for arriving at some of the important facts, and is intended merely to stimulate thought on the part of those manufacturers who are not using some similar system. Should it prove of interest, and the reader care to go further, we would advise a careful study of the treatise entitled "The Exact Cost of Lumber—A Problem Solved," by Carl Wedderin, published by the Journal of Commerce Company, St. Louis, Mo. Mr. Wedderin's article goes into the subject from an accountant's standpoint, and with a careful perusal and the encouragement of your bookkeeper a great deal of the information can be put into practical use in most any sawmill business.

[The writer of this article is seeking all the information possible on this subject, and should any reader of the Record have any ideas that would help out or add to what has already been done, the columns of this journal will be open at all times for the publication of such information.—Editor.]

Hardwoods in Ecuador

In reply to an inquiry regarding the prospects of developing an export business in hardwood from Ecuador, Consular Agent George D. Hedian, of Esmeraldas, writes as follows:

The hardwood trees here are widely scattered; there are no forests made up entirely of either one or even several kinds of wood, such

as pine, cedar or oak forests of the United States. There are practically no public roads and absolutely no wagon roads in this province. The districts where the hardwoods are found would require roads made especially to bring out the logs, and the scattered location of the hardwoods would make the length of the roads greater than if all the trees of the forest were to be used.

The only persons regularly engaged in getting out logs are employed on the branches of the Santiago river, in the north of this province, and they bring out cedar, tangare and laurel, chiefly for delivery to the three sawmills located on that river. These logs are cut from lands nearest some tributary to the river, so that there is but a short land haulage, which is accomplished by a "frolic," in which the neighbors of the cutter join in dragging out the logs to the water, the crudest imaginable methods being employed. This has resulted in thinning out the merchantable woods near the streams, and logs are now brought out only during the rainy season, when the small streams have plenty of water to float them. In the lower part of this province, along the coast, the timber has not been touched, except for occasional house frames, but the conditions for getting it out to water transportation are the same.

No one is at present engaged in exporting hardwoods. If the market price of hardwoods in Boston or New York were known here, doubtless some business man would investigate as to the cost of putting the woods on the market, and if it offered a good margin of profit the business would establish itself, just as the export of ivory nuts has been developed. As the business of exporting hardwoods would be new in this port, it would be necessary for anyone desiring a shipment to deposit a fund with the firm or its New York representative to guarantee the expenses to be incurred, or guarantee a minimum price per ton for the wood to be shipped.

Another method by which a satisfactory business might be built up would be to send out a responsible timber expert to make an investigation. Public lands are cheap, title can be obtained, and contracts can be made for timber on private lands on a reasonable basis. Such an expert could doubtless establish a system of getting out and shipping the timber at a cost that would leave a satisfactory profit.

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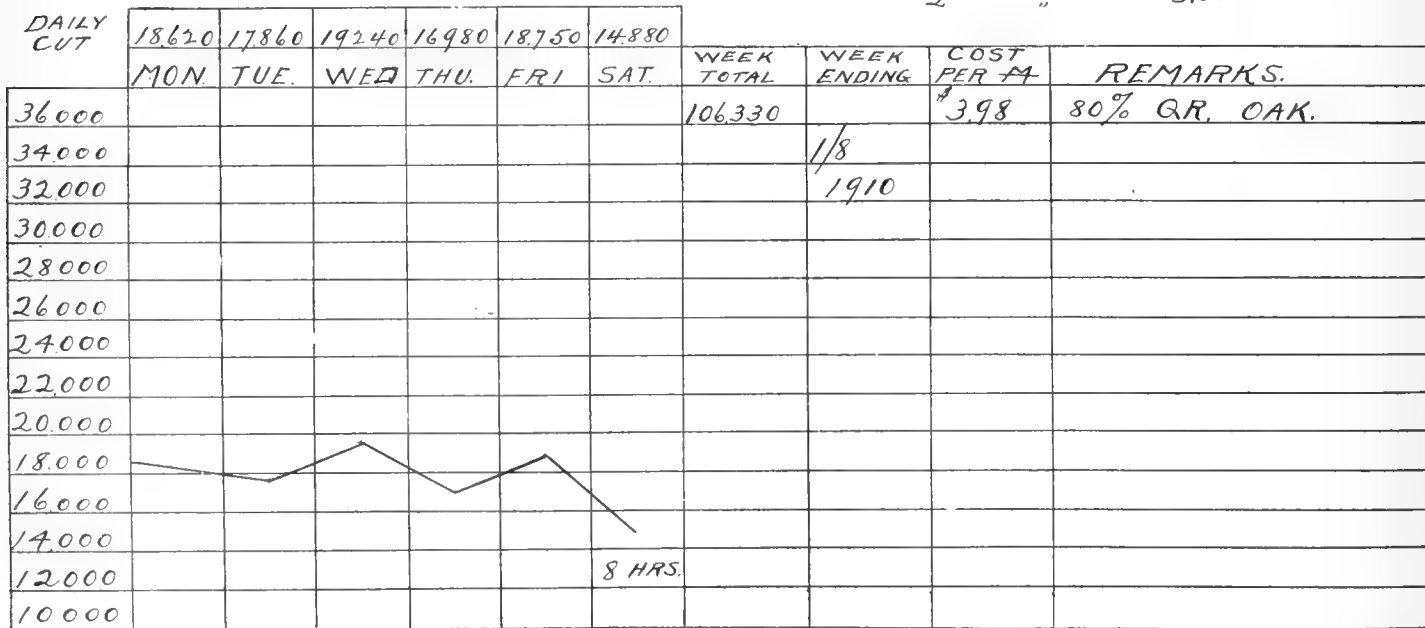


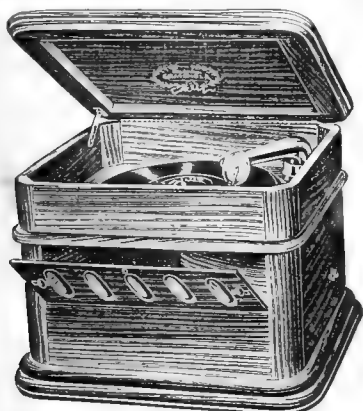
DIAGRAM USED IN CARRYING OUT MILL COSTS SYSTEMS

# Utilization of Hardwoods

ARTICLE XXXVI  
GRAPHOPHONES

Things change and change rapidly. What is regarded as satisfactory at one time is considered less valuable or even worthless at a later period. So in the case of the graphophone, that reproducer of human speech so popular just now, there has recently occurred a change which is almost revolutionary, and hardwood was the means of achieving this result.

Until a year ago metal was used in the construction of the horns used on grapho-



SMALL HORNLESS GRAPHOPHONE

phones. From the start there was evident rather a harsh, rasping sound always unsatisfactory because it failed to produce tones truthfully. Manufacturers, however, continued its use for the very good reason that they knew of nothing better.

The horn of the graphophone is probably the most essential part of the instrument. It is doubtless a wonderful thing to record sounds, but it is equally as important to reproduce them accurately, and the horn is largely responsible for this part of the work.

About a year ago, after some experimentation, it was ascertained that by the use of certain hardwoods a horn could be made that would give the most pleasing tones possible under present conditions. The reason for this is that metal reverberates, each tone making a slight echo, giving an unsteady and harsh sound. With the hardwood horn, tones are reproduced with a mellowness and softness that is a vast improvement over the old metal styles.

In constructing these wooden horns a bell-shaped mold is made twenty-eight inches long, twenty-six inches wide at the widest place and two inches wide at the throat where the finished horn will fit onto the machine proper. These are precisely the dimensions of the old metal horn as first invented—that is, for the average sized graphophone. Into this mold sixteen panels, three inches wide at the broad end and tapering down to nothing at the other end, are dovetailed and then bent until they conform to the shape of the mold. The panels are then grooved and remain in the mold from two to three weeks, or until they are thoroughly bent into

the desired shape. When the horn is finished it is quite impossible to tell that it is pieced, so skillfully and accurately are the segments matched up and the finishing done.

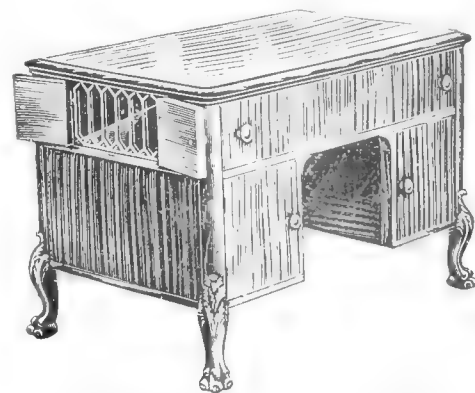
For these horns spruce, oak and mahogany are the woods most used. Spruce gives the best tone, as it is more resonant than the others. Oak and mahogany are used in greater quantities, however; they give satisfaction from the point of view of tone, and besides are more beautiful woods and more popular at present for cabinet purposes. Oak and mahogany match much better than spruce in addition to being of greater strength, which accounts for their being more widely used in this line.

These graphophone horns are made of three-ply veneer, cross-banded, and so constructed that they do not warp or lose their shape. Both the outside and inside layers of veneer are arranged so that the grain runs spirally around the horn. The veneer is usually one-fifth of an inch thick. Manufacturers claim, and it is easily understood, that a veneered horn is not only much more satisfactory than one of solid wood, but is also stronger. Since the grain of the wood runs round the horn, it is much less likely to split than it would be if made of solid wood.

Veneered horns are made in both plain and fancy styles. Some have ribs and carved panels, some are built up with raised effects, but the most popular style is the smooth three ply horn of regulation shape, when

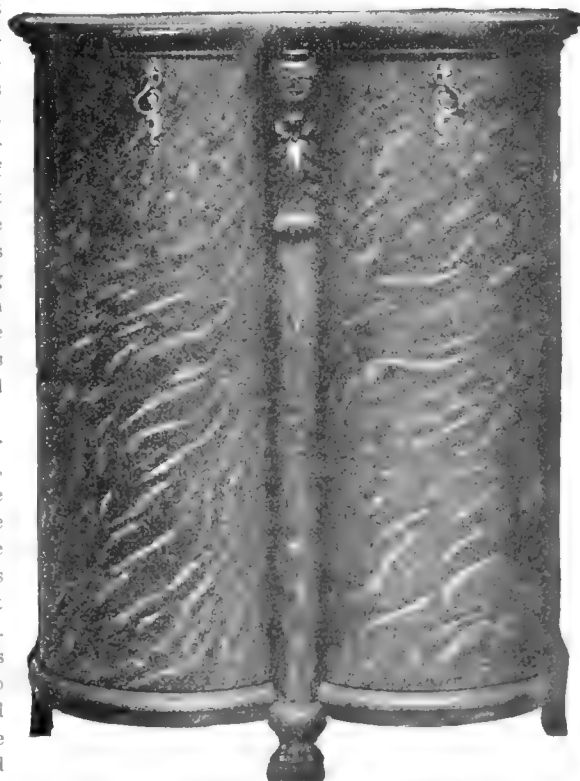
wood of attractive grain is used and the horn well finished. In some cases horns are faced with mahogany and various other woods to take the eye of the buyer seeking something new.

This is one instance where wood has supplanted metal because of the sound feature entirely. It has been thought for a great many years that all kinds of woods were deadening so far as the power to transmit sound



HIGH CLASS CABINET GRAPHOPHONE

is concerned, because of their non-resonant character. This idea is evidently a mistaken one, for although metal more sharply conveys sound, wood conveys it more clearly.



CABINET FOR HOLDING CYLINDER RECORDS



CABINET FOR HOLDING DISC RECORDS



GRAPHOPHONE HORN OF OAK VENEER

Graphophone manufacturers are of the opinion that wood will replace metal in the construction of horns in the near future. Spruce will undoubtedly be a large factor in this line, although oak and mahogany will still continue to be popular because of their beauty and their strength in the bending process.

In the cabinets for graphophones, hardwoods play an important part, and quite a large quantity of the popular cabinet woods are consumed annually by graphophone concerns. There is a wide diversity of styles manifest in this line of manufacture, and some of them are very noteworthy examples of the cabinetmaker's art. Graphophone cabinets are by no means confined to the small wooden box seen on the cheaper types of instruments, the more pretentious styles approximating the piano in quality of workmanship and finish.

As in the furniture trade, oak and mahogany are the most popular woods used. Quartered oak and veneers are used quite extensively and all cabinets having bulged sides

or panels are veneered, as they stand the strain much better than solid wood. Bent panels are subjected to the same treatment as the horns, being placed in a mold and kept there until the wood is thoroughly dry and of the desired shape. The parts are joined together by mortising and glue.

There is a growing popularity for hand-carved cabinets for high-grade graphophones. This demand, manufacturers state, prevails even among people who would not generally be considered in a position to buy hand-carved articles.

All stock purchased either for cabinets or horns is carefully selected and thoroughly treated. Mahogany seems to be the favorite among buyers of graphophones, although manufacturers are said to prefer oak for most purposes.



GRAPHOPHONE HORN OF MAHOGANY VENEER

The Columbia Phonograph Company, a large and very successful manufacturer of this class of goods, was the instigator of the wood horn. The illustrations, as well as much of the matter embodied in this story, were supplied by that company.

We are not looking for what the "overzealous" term a "boom," but we are, and always have been, optimistic enough to feel that we are not going to have any trouble in keeping our output sold from both our mills, as well as from our new plant as soon as completed.

WHITING LUMBER COMPANY.  
C. L. Barr, Secretary.

### "Doings" of Biltmore Forest School

The RECORD is in receipt of a letter from Dr. C. A. Schenck, director of the Biltmore Forest School, who is now at Darmstadt, Germany, with his graduating class, from which the following is excerpted:

Many thanks for your good letter of the 21st of January and for your assistance and encouragement. If we succeed in getting an official invitation from the leading lumbermen in Cadillac, the Biltmore Forest School and all the good for which it stands will be placed on a permanent basis.

Incidentally, the friendship of the best lumbermen in the United States is worth more to a school than all endowments possible; and I shall make it a point to deserve that friendship.

We shall sail from Rotterdam on the 8th of April and shall arrive in New York on the 18th, and hope to arrange to meet you at Chicago very soon thereafter. You understand it is our plan to sojourn after May 1 at the operation of the Little River Lumber Company at Townsend, Tenn., for a couple of months; then two months near Tomah, Wis., at the operations of the C. A. Good-year Lumber Company, and then, if matters come around right, to spend September and October at Cadillac, Mich., in the forests of the Cummert-Diggins Company, Cobbs & Mitchell, Inc., and the Mitchell Brothers' Company.

We are having a most interesting and valuable experience in the German forests.—C. A. SCHENCK.

It may be said that plans are practically perfected for the program as above outlined for the location of Dr. Schenck's Biltmore Forest School in the various sections noted during the open season of 1910. The arrangements will probably include a complete military camp to be transported from point to point, located in the very heart of the various forests, from which vantage ground the students will have the advantage of studying the most approved methods of woods work, railroad operations, sawmilling, flooring manufacture and the utilization of forest and sawmill refuse. It is very likely that later in the season the school will be removed to the extreme South, somewhere in the yellow pine regions. Dr. Schenck's students are afforded opportunities for wide experience, and his school has advantages not possessed by any other forest school in the United States.

My understanding is that Dr. Schenck proposes to limit his students to a total number of forty, and that the list of accepted applicants is now well nigh completed. Prompt action should be taken on the part of anyone wishing to be admitted to Dr. Schenck's next classes, by making immediate application to him at his present address, 16 Heidelberger Strasse, Darmstadt, Germany.

The proposed plans of Dr. Schenck in connection with his forest school will make lots of veteran lumbermen wish they were boys again to take advantage of it.—EDITOR.

## Hardwood Record Mail Bag

### Wants Red Cedar Fence Posts

RUSSELLVILLE, KY., Feb. 14. Editor HARDWOOD RECORD: We would like to get in correspondence with anyone handling red cedar fence posts in the square round boards, etc. . . . COMPANY.

The RECORD will be pleased to put any reader in touch with this concern, upon application for address at this office.—EDITOR.

### Hardwood Conditions as Seen by Whiting Lumber Co.

The RECORD is indebted to Chapin L. Barr, secretary of the Whiting Lumber Company, Philadelphia, Pa., for the following analysis of hardwood and oak flooring conditions as viewed by him.—EDITOR.

PHILADELPHIA, PA., Feb. 10. Editor HARDWOOD RECORD: At the request of your Mr. Jacob Holtzman, asking for our opinion on market conditions, we are pleased to report a very satisfactory business in hardwood flooring. We are now manufacturing about three-quarters of a million feet per month, and because of a decided

increase in the demand for oak flooring we have found it necessary to increase our production, and hope within the next ninety days to be showing an output of at least a million feet per month.

We are oversold on hardwood flooring and to day are refusing business because of not having the stock to offer, and we have for the past four months been getting better prices than we did for the same stock the early part of 1909, and we have every reason to believe that there will be further advance, particularly in the select and clear oak flooring, within the next sixty days.

We are also pleased to note a much better condition in the market calling for low-grade hardwoods, and our surplus, which represented several million feet ninety days ago, has all been sold, and some low-grade stock we are shipping green from the saw.

We hardly think it worth while to mention upper grades of hardwood, as this stock has been in very active demand and at exceptionally good prices for the past several months, and we have had no trouble in keeping our entire output in upper grades sold for shipment as fast as we could get it in shipping condition.



### The Grading of Maple Flooring

PHILADELPHIA, PA., Feb. 15. Editor HARDWOOD RECORD: Will you kindly advise us what the rules are for the grading of maple flooring?—LUMBER COMPANY.

The following are the current rules covering the inspection and measurement of maple flooring.—EDITOR.

CLEAR—Shall have one face free of all defects, but the question of color shall not be considered. Standard lengths in all widths in this grade shall be trimmed 2 to 16 feet, inclusive; the proportion of lengths 2 to 3½ feet shall be what the stock will produce up to 10 per cent.

No. 1—Will admit of tight, sound knots and slight imperfections in dressing, but must lay without waste. Standard lengths in all widths in this grade shall be trimmed 1½ to 16 feet, inclusive; the proportion of lengths 1½ to 3½ feet shall be what the stock will produce up to 25 per cent.

FACTORY—Must be of such character as will lay and give a good serviceable floor with some cutting. Standard lengths in all widths in this grade shall be trimmed 1 to 16 feet, inclusive; the proportion of lengths 1 to 3½ feet shall be what the stock will produce up to 50 per cent.

### Liked the Editor's "Rough Country Logging Operations" Picture Show and Dailies

PHILADELPHIA, PA., Feb. 7.—Editor HARDWOOD RECORD: After arriving home and thinking more soberly about the magnificent entertainment you gave your fellow lumbermen at Cincinnati, I desire to repeat what I told you that evening—it was the finest thing I have ever seen of that kind. You deserve great credit, and am sure you will be more than repaid for the trouble you have taken in connection with this matter. I feel sure that everyone enjoyed it and appreciated it, and that you are to be highly congratulated on the great success you have made. HORACE A. REEVES, JR.

CRAWFORDSVILLE, IND., Feb. 8.—Editor HARDWOOD RECORD: I want to congratulate you on your "show" and lecture at Cincinnati. That alone was worth the whole trip.—ROY BURKHOLDER.

BENZONIA, MICH., Feb. 12. Editor HARDWOOD RECORD: Enclosed find check for \$2 as per invoice. After such an exhibition of enterprise as was recently shown in your Cincinnati editions, it would seem mighty mean and unappreciative for any subscribing lumberman to withhold his subscription twenty-four hours after it became due.—CASE BROTHERS' LUMBER COMPANY.

### Electric Drive for Veneer Plants

The RECORD has recently received several communications from veneer manufacturers asking for suggestions concerning the proper method of power transmission for the various machines employed in their line, and especially for a motor drive of variable speed that could be applied to veneer cutters so that the speed could be reduced on bolts of large diameter and increased as the size was reduced, thus accomplishing a uniform speed of cut on logs of varying diameter.

In response to a request for information on this subject, the Allis-Chalmers Company of Milwaukee, Wis., large producer of power plants and electrical appliances, furnishes the following information concerning the equipment this company supplied to the W. D. Reeves Lumber Company of Helena, Ark., for its veneer plant. This equipment includes, as will be noted, the generating equipment of motor-driven machines.—EDITOR.

One 20" x 36" Reliance belted engine operating at a speed of 120 r. p. m.; steam pressure 125 lbs.; engine is arranged with a 12" wheel crowned for two belts, one 11" and the other 22". This engine drives one 250 K. W. A. II., 60-cycle, 3-phase, 220-volt alternator, one 50 K. W., 720 r. p. m., 220-volt generator. With the alternator is supplied one type "K", 9 K. W., 1,650 r. p. m., 120-volt exciter; one two-panel switchboard with A. C. and D. C. instruments.

The motor equipment is as follows:

One 5 H. P., 220-volt, 1,050 r. p. m., type "K" motor belted to line shaft, driving friction drive for hoisting blocks to veneer machine.

One 40 H. P., 220-volt, type "K" variable speed motor, 325 to 800 r. p. m., geared to a White & Blakesley veneer machine. This machine when operating at its full capacity, as it generally is, will supply 31,000 log feet of 5 16" veneer in eight hours. This veneering is made mostly from gum timber, and the gum logs vary in diameter from 24" to 41" and when cut for the veneer machine are 28" long.

One 7½ H. P., 220-volt, induction motor, 3-phase, 1,130 r. p. m., belted to line shaft, driving friction drive for operating log skid and bull chain for shifting logs.

One 60 H. P., 220-volt induction motor, speed 850 r. p. m., belted to a 60" Sturtevant double exhaust fan, operating at the speed of 1,000 r. p. m.

One 30 H. P., 220-volt, induction motor, speed 1,130 r. p. m., belted to a 30" Manistee, Michigan "hog" for tearing up slabs, operating at a speed of 1,200 r. p. m.

One 2 H. P., 220-volt, induction motor, 1,700 r. p. m., belted to a Whitney hardwood flooring scraper.

One 7½ H. P., 220-volt induction motor, 1,130 r. p. m., belted to end matcher for hardwood flooring made by A. J. Schindler Company.

One 20 H. P., 220-volt induction motor, 1,130 r. p. m., belted to Hoyt & Brother No. 27, 15" flooring machine.

One 10 H. P., 220-volt induction motor, 1,130 r. p. m., belted to a Houston 12" outside moulding machine.

One 7½ H. P., 220-volt induction motor, belted to a Hoyt & Brother siding resaw machine.

One 20 H. P., 220-volt induction motor, 1,130 r. p. m., belted to a Hoyt & Brother No. 14, 30" surfacer.

One 10 H. P., 220-volt induction motor, speed 1,130 r. p. m., belted to line shaft, driving one Williamsport spang edger and one Hoyt & Brother gang edger.

One 40 H. P., 220-volt induction motor, 1,130 r. p. m., geared to one Fisher band resaw machine, wheels 56" diameter.

One 3 H. P., 220-volt induction motor, 1,700 r. p. m., belted to box cutoff saw.

One 5 H. P., 220-volt induction motor, 1,700 r. p. m., belted to line shaft driving one Fisher box matcher and one box rip saw.

One 5 H. P., 220-volt induction motor, 1,700 r. p. m., belted to line shaft driving three box rip saws.

One 3 H. P., 220-volt induction motor, 1,700 r. p. m., belted to one box cut-off saw.

One 10 H. P., 220-volt induction motor, 1,130 r. p. m., belted to line shaft driving three box cut-off saws.

One 7½ H. P., 220-volt induction motor, 1,130 r. p. m., belted to line shaft driving three box rip saws.

One 10 H. P., 220-volt induction motor, 1,130 r. p. m., belted to line shaft driving two double veneer rip saws.

One 3 H. P., 220-volt induction motor, 1,700 r. p. m., belted to one Mershon squeezer.

One 3 H. P. induction motor, 1,700 r. p. m., belted to line shaft, driving one Fisher box matcher.

One 3 H. P. induction motor, 1,700 r. p. m., belted to line shaft, driving a Doig stapling machine.

One 2 H. P., 220-volt induction motor, 1,700 r. p. m., belted to a Clement No. 36 band saw.

### Advice from the Editor

CINCINNATI, O., Feb. 8. Editor HARDWOOD RECORD: Why don't you get in the swim and move your paper to Cincinnati? There is nothing to lose by such a move and everything to gain. I think that a live paper like yours here would be a decided success, and I don't believe you thought of this before or you would have been with us. Think it over and move down.—WILL S. STERRETT.

The following is my answer:

CHICAGO, ILL., Feb. 17.—Dear Sir: You ask why I don't move HARDWOOD RECORD to Cincinnati. Simply because Chicago is a better place in which to publish it, as Chicago is the financial

and general business center of the hardwood industry. Directly and indirectly there is financed and handled through this market over two billion feet of hardwoods annually.

You say you think that a live lumber paper would be a decided success in Cincinnati. How much do you think so? A publication like HARDWOOD RECORD involves an expenditure of approximately \$50,000 a year. Will you be one of fifty Cincinnati concerns to guarantee it one thousand annual revenue? If you will and will get the rest of the "bunch" to do so, you can get Gibson or someone else to publish a paper there. As a matter of fact, Cincinnati is the most prominent feature of the advertising sections of HARDWOOD RECORD today, and it is my advice to you to let well enough alone. You are getting all that you could out of a lumber paper today at a very small cost. Editor.

### Measurement Table for Hardwood Flooring

As is well known, both maple and oak flooring are delivered bundled. The extreme short lengths are bundled twelve pieces to the bundle, and the longer lengths are packed six pieces to the bundle. M. E. Thomas, sales manager of the Mitchell Brothers Company, and Cobbs & Mitchell, Inc., of Cadillac, Mich., has issued to the trade a circular showing how his concerns bundle flooring. The schedule follows:

13 16x1½", all lengths, 12 pieces.  
13 16x2, 21" and 3½", 2 to 5½ ft. lengths, 12 pieces; 6 to 16 ft. lengths, 6 pieces.  
1 1/2x2 and 2½", 2 to 5½ ft. lengths, 24 pieces; 6 to 16 ft. lengths, 12 pieces.  
3 8x1"—All lengths, 24 pieces.  
3 8x1½ and 2", 2 to 5½ ft. lengths, 24 pieces; 6 to 16 ft. lengths, 12 pieces.  
The 13 16x2, 21" and 3½", 2 to 5½ ft.; 1 1/2x2 and 2½", 2 to 5½ ft.; 3 8x1", and 3 8x1½ and 2", 2 to 5½ ft. bundles, are double in size and each one is counted as two bundles on our tally sheets.

On the same circular is involved a measurement table which is as follows:

Multiply the total lineal feet of the bundles by the proper number shown in third column of table and the product will be the total feet flooring, board measure.

Size	Pieces in bundle	Multiply by	Add
13 16x1½	12	21	50%
13 16x2	6	13½	38%
13 16x2½	6	11½	34%
13 16x3½	6	2	24%
1 2x2	12	21½	25%
1 2x2½	12	23½	23%
3 8x1	12	11½	50%
3 8x1½	12	2	34%
3 8x2	12	21½	25%

To estimate the number of feet required to cover a given number of square feet area, add to surface measure the percentages shown in last column of table.

### Not as Serious as First Reported

BALTIMORE, MD., Feb. 14.—Editor HARDWOOD RECORD: We note from the reports of our daily papers and others throughout the states, who published reports of our late fire, the figures given in these reports in some way, unintentionally no doubt, were exaggerated and which we wish to correct through your paper if you will be kind enough to publish same in your next issue.

Some of these papers showed a loss of \$125,000 over and above our actual loss, without insurance to cover same. The fact is our net loss on stock was \$91,755, covered by insurance of \$90,550; the net loss on sheds and office buildings, \$11,673.26, covered by insurance of \$9,700.

This, you will see, makes our loss practically nothing considering the amount above mentioned. Our object in asking you to publish this is to simply place ourselves before the public, and especially manufacturers of lumber, in a correct way.

We will continue in business in same manner as heretofore and at same address.

EISENHARTER MACLEA COMPANY.

## The Hustling Tree Doctor of Glen Ellyn

It was with a feeling of curiosity that the writer recently journeyed to the pretty little rural suburb of Glen Ellyn, situated among most picturesque surroundings, within an hour's ride of the heart of Chicago, to listen to a lecture on "Forestry," delivered by the official forester of the village, Dr. Frank Johnson.

Before going into detail relative to Dr. Johnson as a man, and he is an absorbing subject for anyone interested in his fellow beings, and to the substance of his talk, it might be well to diverge for a minute and give a short sketch of Glen Ellyn as a village.

In this community of 2,500 souls the spirit of good-fellowship abounds; from the small boy who directed me to St. Mark's Church, where the lecture was held, to that hustling and wide-awake gentleman, Byron Williams, president of the village council, and in the daytime editor of the *Woman's World*, the chief aim seemed to be to make a stranger feel at home, and to extend to him the hospitality of the community. The Men's Club, which includes in its membership most of the male population of Glen Ellyn, under whose auspices the lecture was given, was organized principally as a medium through which the men could become acquainted, and judging by the apparent pleasant feelings on all sides, and the familiar way in which each one greeted the other fellow—using the first names in most cases—it has been a decided success. The club meets once a month and an enjoyable evening is always assured.

The village government consists of ten officers besides the president and the various questions of import are taken care of by the usual standing committees. Much progress has already been made under the active leadership of the present administration, and it is a matter of but a short while before Glen Ellyn will be one of the most popular of Chicago's suburbs.

Dr. Johnson has officially taken care of the trees in the village for some time, and has long been a familiar figure to tree lovers in the vicinity of Chicago. Indeed, his work has been so widespread as to have attracted the attention of former Forester Pinchot, who recently wrote him a lengthy letter of commendation. The doctor's intimate and thorough knowledge of the practical side of the care of trees has been ac-

quired entirely from a close study of nature and totally without the aid of text books. To this genial and hard-working man a bug is a bug, regardless of the scientific name, which he says seldom rests heavily enough upon its shoulders to prevent its doing immense damage to his dearly beloved charges.

While not technically a forester, Dr. Johnson has a close knowledge of tree life that would be a valuable asset to many a university-trained man, who knows the woods only from the theoretical point of view. His work is to him all-absorbing; he thinks trees from sunrise till sun-

set, or perhaps longer; for I was told that he is a strict union man, working his full eight hours, every forenoon and every afternoon. According to the doctor's statement there are already growing in his own limited yard more than one hundred trees raised from pits and seeds, planted instead of being thrown away.



CLEANING OUT ROT AND FUNGUS GROWTH

The lecture was illustrated by specimens gathered by the speaker in the course of his work, which, besides their interesting illustrative character, were a mute token of the hard-working zeal of the doctor, for they represented enough cordwood to last an ordinary family half the winter.

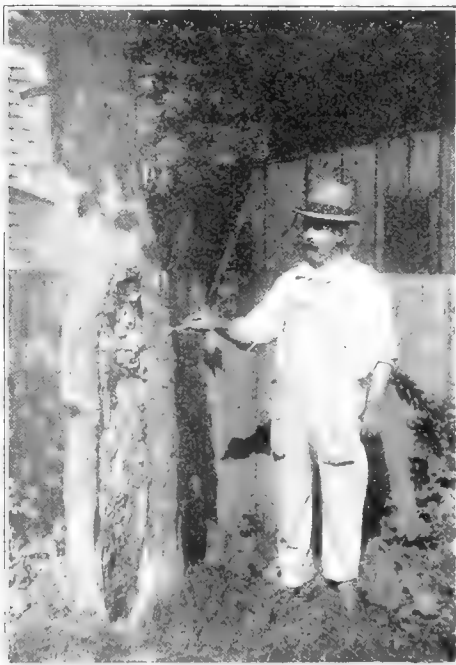
Dr. Johnson does not believe in lengthy introductory remarks, and in this instance plunged directly into a discussion of proper and improper methods of pruning, showing to illustrate his points tree sections about the size of a butcher's block. These had been split, and one instance where the wound left in removing the limb had not been treated the entire heart under the apparently perfect heal was rotted away. The specimen which had been properly dressed was sound and healthy. An outline of proper methods of procedure according to the doctor is as follows: First make your cut properly so as to shed water, not horizontally; then be sure that the stump is trimmed down as closely as possible and that there is nothing in the way of the proper growth of the new bark. A mixture of hot tar and a little beeswax will insure permanent protection against weather and insects. When cutting heavy limbs make a preliminary cut, leaving a short stump, to prevent ragged breaking.

Another topic for discussion was that of properly cleaning and filling with concrete cavities of decay in trunk or limbs. The doctor claims that no hole is too big to treat, providing there is even a small strip of bark remaining by which the vital sap can reach the upper tree. The first step in treatment of this kind is to chisel out thoroughly all decayed wood, making sure that there are no borers left in the tree. This part of the job can be done in winter, if necessary, and with the advent of warm weather, when there is no danger of freezing, the concrete is installed—care being taken to have clean ingredients, and not to make the mixture too wet. A rich mixture is best, owing to its greater density, and hence ability to shed water. Before installation be sure that the cavity created is wider at the back than at the edge, thus insuring the permanence of the filling. It is wise to bore several holes in the back wall as an additional anchor. In exceptionally large fillings iron bars are of advantage in holding the concrete in place.

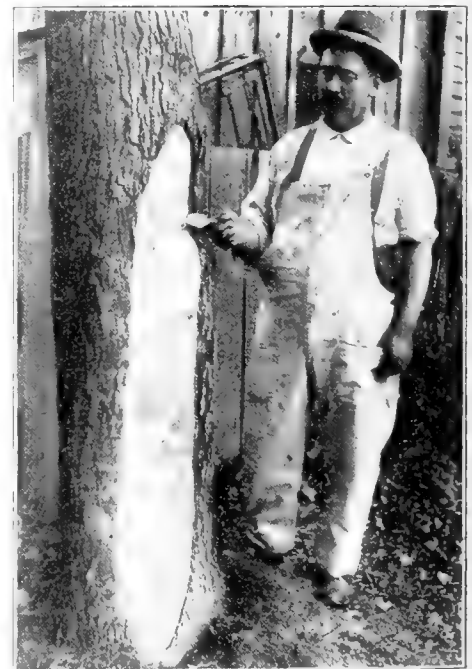
Split crotches are usually rather difficult to treat, but Dr. Johnson showed a simple device, consisting of a turn-buckle with stout ropes attached which, applied 20 to 30 feet up, will pull any tree into place. The two limbs are then bored through and bolts having threads and nuts at one end and hooks, which are locked together at the other, are inserted and drawn up to the proper distance. It is necessary to countersink the bolts and cover the wound with cement to insure against infection.

The numerous sections and portions of trees were all illustrative of the serious depredations that will follow neglect of wounds, just as infection will result from not properly caring for an injury to a human being, and the doctor's listeners were implored by him not to be guilty of negligence of this character. He demonstrated that early attention and proper treatment of wounds is a simple matter, but it is often very expensive and tedious to treat a tree which has suffered for some time.

After witnessing this exhibition of his ability and enthusiasm we feel safe in saying that Dr. Johnson is without a peer in his line of work and well merits the attention of all interested in ornamental trees or trees in general. Our curiosity has turned to admiration. E. W. M.



THE DISEASED TREE



THE OPENING FILLED READY FOR THE BARK TO HEAL THE WOUND

## News Miscellany

### Nashville Lumbermen's Association to Reorganize

Steps were taken a few days ago to reorganize the Nashville Lumbermen's Association, this time placing it on an individual rather than on a firm basis. The move was inaugurated at a gathering of several prominent lumbermen two or three days before the banquet, at which time the banquet was decided upon.

A number of lumbermen were present at the Duncan on February 17 and after enjoying a bountiful repast the meeting was called to order by M. F. Greene of the Davidson, Hicks & Greene Company, who was vice-president of the former organization; the president was the late John B. Ransom. Mr. Greene stated the purpose of the gathering. He then announced the following Committee on Organization: Arthur B. Ransom, W. R. Binkley, and J. R. McIlwaine. While the committee was out formulating its report a number of lumbermen made talks. J. H. Baird spoke of the advantages of an organization based on individual membership rather than on a firm basis. He mentioned as excellent examples of the efficacy of such plan the organizations of lumbermen in the cities of Cincinnati and Memphis. Hamilton Love said Nashville was ready to prove that this city is the principal hardwood market of the world. Harry Bond told some old-time lumbermen's stories. John Denton and A. Loveman spoke in favor of the reorganization.

The report of the Committee on Organization was then received from Arthur B. Ransom, who prefaced the report by declaring that the lumbermen of the city should certainly get together, stand together and let the world know what Nashville is in the hardwood industry. His committee recommended the appointment of committees on organization, nomination of officers, and membership. The committee recommended two tickets to be run for the offices, a "red" and a "blue" ticket, and the officers shall be: president, vice-president and secretary and treasurer. The committee recommended that the membership should be placed on an individual basis and that the annual dues be \$5. Another meeting was recommended for the third Saturday in March at 1 p. m., at which time officers will be elected. The report was adopted unanimously.

An informal discussion on ways and means followed. Talks along this line were made by Arthur Ransom, A. H. Card, Olin White, W. T. Smith, J. H. Baird and others. The Nashville "booster" spirit pervaded each talk. The value of exchange information was dwelt upon and the necessity of broadening the organization. The necessity for securing a return of the full shipping privilege for Nashville was urged. It was shown that Nashville stocks amount to about ten million feet. The need of an executive committee to act between club meetings was urged.

It is probable that under the new regime the local organization will be broad enough in scope to include in membership all those who receive or ship forest products. Lumbermen, wood-working establishments, casket makers, cross tie people, handlers of poles and posts, furniture manufacturers, etc., will be admitted to membership.

Vice-president Greene named the following committees: Organization, Arthur B. Ransom, Charles E. Hunt, Hamilton Love, J. S. Denton, and A. M. Trice; nominations, S. K. Cowan, Henderson Baker, Olin White, H. B. Bond and A. Loveman; membership, A. H. Card, E. W. Pearson, R. T. Wilson, W. A. Binkley and Alfred Faris. The Nominations Committee will report two full tickets to the members in the next two weeks. The Membership Committee was authorized to act on the eligibility of all applications for membership. The Committee on Organization was instructed to draft a plan for re-organization. All the committees ap-

pointed will meet at the rooms of the Board of Trade on the first Saturday in March at 3 p. m.

J. H. Baird, Olin White, A. Loveman and J. S. Denton were appointed delegates to attend the annual meeting of the National Wholesale Lumber Dealers' Association in Cincinnati March 1-3.

Those in attendance at the banquet Thursday night were:

M. F. Greene,  
E. D. Ralston,  
J. W. Britton,  
J. R. McIlwaine,  
E. W. Pearson,  
L. D. Patterson,  
Richard T. Wilson,  
S. B. Ransom,  
E. M. Underhill,  
W. T. Smith,  
J. G. McIlwaine,  
C. E. Hunt,  
J. S. Denton,  
J. H. Wade,  
H. M. Greene,  
E. Bartholomew,  
James Kerr,  
C. E. Dews,  
J. H. Baird,  
A. N. Trice,  
John Eckstein,  
H. C. Card,  
W. A. Binkley,  
C. V. Bryant,  
Henderson Baker,

A. Loveman,  
L. Frank,  
Raymond Thrasher,  
D. S. Hutchison,  
H. P. Patterson,  
P. J. Loevenhart,  
John B. Ransom, Jr.,  
Charles M. Morford,  
Olin White,  
A. H. Card,  
T. A. Washington,  
Hamilton Love,  
C. L. McConnell,  
Joseph G. Scheffer,  
H. K. Wharton,  
H. B. Bond,  
G. H. Cheeky,  
Arthur B. Ransom,  
William Dunlap,  
T. E. Crittenden,  
George W. Gilliland,  
Al C. Faris,  
C. T. Dews,  
M. C. Ewing,  
Samuel K. Cowan.

### Meeting St. Louis Lumbermen's Club

The Lumbermen's Club of St. Louis held its regular monthly meeting and dinner at the Mercantile Club, Tuesday evening, February 8. Dinner was served at 6:30 and a musical programme was given while it was being enjoyed.

President R. J. O'Reilly called the business meeting to order. He said that the regular order of business would be postponed while S. W. Thompson, field secretary of the National Rivers and Harbors Congress, addressed the members on the deep waterway question.

Mr. Thompson stated that his heart was in the waterways movement and that he would do anything honorable to secure deep waterways; he said that there had been a great deal of talk about the tariff bill but the waterways subject was of greater importance. He gave a great many interesting and valuable statistics and figures on the importance of it. He mentioned the fact that the citizens of the United States paid out three times as much for transportation as they did for tariffs and gave details of the saving by waterway transportation over that by railroad and said that waterway and railroad competition increased tonnage; that the profits by the railroads in this country were about a third of those in Germany because waterways improvements are better in that country than in the United States; further that countries getting revenues from their railroads are the countries spending the most money for waterways improvements; that the United States would get left in disposing of its commodities unless it improves its waterways; that the policies pursued by this country in the improvements on the Great Lakes are foolish; that the day will come when it will be possible to send freight in bulk from the headwaters of the rivers emptying into the Mississippi River and to the Gulf; that legislation should be enacted to compel the railroads to cooperate with the waterways; that railroads should be prevented from grabbing waterfronts, as the waterways are the best creators of railroad business.

W. P. Kennett, one of the vice-presidents of the National Rivers and Harbors Congress, then spoke and indorsed what Mr. Thompson had said and mentioned the fact that the congress should have the moral, financial and political support of the Lumbermen's Club.

Paul Brown, an editorial writer on the St. Louis Republic, spoke for a few minutes on the importance of waterway development, especially free waterway terminals.

A resolution was then offered by Julius Seidel, that a vote of thanks be given Mr. Thompson.

George H. Morgan, secretary of the Merchants' Exchange of St. Louis, spoke on what Mr. Thompson had said and mentioned the fact that the importance of the lumber industry was recognized by the Merchants' Exchange.

The regular order of business was then taken up. The minutes of the January meeting were read and approved.

R. F. Krebs, chairman of the Traffic Committee, read a communication from a hardwood lumberman asking that an investigation be made of the railroad rates on cottonwood and gum from points on the West side of the river which are two cents higher than those from points on the East side. Mr. Krebs said that he could get no satisfaction from the railroads. He also stated that he had received a circular letter from a committee of shippers asking that the lumber shippers indorse the bill now before the city council, authorizing additional track construction in certain sections of the city.

R. B. McConnell then announced that a continuation of the Order of Hoo-Hoo would be held on March 12, and stated that he would be glad to show any of the lumbermen, who might wish to join the order, the "dark lights" on that evening.

### New Sales Office

Alf Bennett, president of the Alf Bennett Lumber Company of St. Louis, Mo., with offices on the thirteenth floor of the Wright (Lumbermen's) building, has completed arrangements by which his firm will open a selling office and agency in Houston, Tex., in order to more effectively handle its rapidly increasing sales. The company has recently made several new mill connections, the most recent of which is the acquirement of the mill of the Holliday-Shilkee Lumber Company at Todd, Tex.

The new office at Houston will be in charge of Dwight L. Dickinson, treasurer of the Alf Bennett company and a young lumberman of ability and experience. His position will be an important one, as he will not only handle the output of the newly acquired Todd mill, but also that of the mill of the Dayton Lumber Company at Dayton, Tex., and in addition, his will be the sales office for the entire state of Texas, where he will be in charge of the sales.

The deal for the Todd mill was closed with the Holliday-Shilkee company following a recent trip of Mr. Bennett to the South, in which he conferred with officials of the company on the matter. The details of the deal were later successfully arranged, and the matter was finally closed by wire and correspondence.

### Meeting Wagon Oak Plank Exporters' Association

A meeting of the Wagon Oak Plank Exporters' Association, somewhat preliminary in character, was held February 16 in the office of Secretary E. M. Terry of the National Lumber Exporters' Association. The gathering was called to consider the report of a committee named to draft inspection rules embodying the views of the exporters and governing the business in wagon oak planks. Owing to the brief notice given of the meeting, the out-of-town members were unable to attend, with the exception of H. D. Billmeyer, president of the H. D. Billmeyer Lumber Company of Cumberland, who is acting secretary of the association. President Harvey M. Dickson of the Dickson Lumber Company of Norfolk, the president, was kept away by illness. Among those on hand were Richard W. Price of Price & Heald, who acted as chairman; John L. Alcock of John L. Alcock & Co.; R. P. Baer of R. P. Baer & Co.; Holger A. Koppel, W. O. Price, L. H. Bowman of the R. E. Wood Lumber Company, and others.

Telegrams were received from the W. M.

Ritter Lumber Company of Columbus, O.; J. A. Wilkinson of Bristol, Tenn., and others, expressing sympathy with the movement.

The meeting had before it the rules adopted by the Liverpool Timber Trades Association at a meeting held January 21, which were identical with those adopted by the exporters in 1897. Since then, however, conditions of supply have changed greatly, and oak planks of the quality fixed at that time are not now obtainable in sufficient quantities to supply the demand. A readjustment of grades has become a necessity, and this appears to lie largely at the bottom of the differences between the exporters and the foreign buyers. The rules framed by the committee were tentatively adopted, and will be taken up again at a meeting to be held in Roanoke March 10, when a full attendance of the members is expected. The proposed rules are based upon the prevailing conditions of supply, and their acceptance by the foreign buyers will be insisted upon in order that this division of the business may be established upon a definite basis. They were extensively discussed and seemed to meet with unanimous approval.

#### Galloway-Pease to Move to Saginaw

The Galloway-Pease Company, the well-known wholesale lumber concern of Cincinnati, Ohio, announces that it will remove its general offices to 510 Eddy Building, Saginaw, Mich., to which address all correspondence should be sent after February 26. E. D. Galloway is president of this concern, which handles all kinds of hardwoods and white and yellow pine. The company will be a welcome addition to Saginaw lumber circles.

#### Conditions in the Broom Handle Business

The past few months have shown a greater volume of business among the broom handle manufacturers than any time in recent years. It was thought last fall that the prevailing high prices of broom-corn would effect a material reduction in the factory output, but quite the reverse has been the case, some concerns reporting as much as a fifty per cent. greater volume of business than they ever booked before. One plant in particular, specializing in high-grade brooms, is working three nights a week and is still a couple of weeks behind in its orders.

Until recent years the brokers practically controlled the broom-corn market and manufacturers were always quite content to purchase their stock through this medium; fairly uniform prices prevailed, the broker getting a legitimate profit but not as a rule being extortionate in his demands. Of late, however, broom concerns have been making their own purchases to a constantly increasing extent, and following the competition thus created, prices have shown an upward tendency. Fabulous prices have been realized in certain instances, by farmers who sold their product to a highly competitive market, and unless this new condition of affairs is regulated to a degree, broom prices promise to show a constant advance.

#### Annual Box Manufacturers' Association

The tenth annual meeting of the National Association of Box Manufacturers convened in the Casino at French Lick, Ind., Feb. 23, 1910. There was a large attendance at the opening session, when President Yegge called the meeting to order. Secretary E. H. Difebaugh was at his post. The meeting continues for three days, and there is much important legislation in prospect.

A most entertaining address of welcome was delivered by Col. Thomas Taggart. Wm. Rice

of Philadelphia responded in an appropriate and interesting manner.

President Yegge then delivered his annual address. This was exhaustive in character and touched on all the live issues of the day in the box business. He congratulated the association on its increased membership, and on the excellent condition of its finances; he warned against the substitution of paper packages for the old and reliable wooden ones, urged the use of odd lengths in an effort to decrease to all possible extent the waste of forest products and advocated the adoption of the code of trade ethics.

The treasurer of the association reported that there was a balance on hand of \$3,385, showing the excellent financial condition of the organization at present.

Secretary Difebaugh, in his usual happy style, made an address congratulating the members on the friendly relations that obtain among box manufacturers in contradistinction to the warlike attitude they formerly held toward one another.

Among the prominent hardwood men in attendance were R. M. Carrier of Sardis, Miss., and Lewis Doster of Cincinnati, O., respectively president and secretary of the Hardwood Manufacturers' Association of the United States.

The first night of the convention the members of the association and their guests were entertained by H. H. Gibson, editor HARDWOOD RECORD, with a talk on Rough Country Lumbering illustrated with numerous stereopticon views and moving pictures.

#### Secretary Wilson Establishes Record for Service

On March 7 Secretary Wilson of the Department of Agriculture will have completed thirteen consecutive years of service in that capacity, a record in the ranks of cabinet officers, past and present.

Secretary Wilson emphatically denies the truth of the rumor that he will shortly retire. He declares that he likes the job and that while the people like him, which he believes is the case, he sees no reason for not remaining in office indefinitely.

Mr. Wilson has been active in the interests of forestry and conservation, and has recently been the medium through which representatives of the Forest Service and Interior Department met in consultation, the object being to induce a spirit of harmony between the two departments and insure their working together.

#### Prominent Cleveland Lumberman Organizes New Concern

John H. Jenks, for many years connected with the Robert H. Jenks Lumber Company of Cleveland, has organized for a wholesale business the Alpha Lumber Company, with offices in the Williamson building, that city. Considering the enviable reputation which Mr. Jenks holds as a thorough and competent lumberman, the RECORD confidently predicts that his administration as president will be fruitful of wide and uninterrupted success.

#### Annual Insurance Concerns

The annual meeting of the directors and stockholders of the Lumber Insurance Company of New York and the Adirondack Fire Insurance Company, headquarters 84 William street, New York City, was held at the headquarters February 9, with a majority of the stockholders and directors present. Reports received covering the past year showed a satisfactory gain in business as well as resources. These companies are doing a valuable work for the trade in the saving in rates as well as in fair and prompt settlements in the event of losses, and this fact is best appreciated when it is considered that the Lum-

ber Insurance Company is now enjoying an annual premium of \$305,000 and the Adirondack company \$280,000. The underwriting for these companies is managed by the Lumber Insurers' General Agency, which has branches in all the principal cities and on the coast.

The following officers were reelected:

President—G. A. Mitchell.

Vice-president—W. H. Gratwick.

Treasurer—Guy White.

Secretary—R. H. McKelvey.

The following directors were also reelected by the respective companies:

LUMBER INSURANCE COMPANY OF NEW YORK.

##### DIRECTORS.

R. H. Albright, Buffalo, N. Y.; B. W. Arnold, Albany, N. Y.; S. M. Clement, Buffalo, N. Y.; W. H. Gratwick, Buffalo, N. Y.; William Hamlin, Buffalo, N. Y.; Elias M. Johnson, New York City; John D. Larkin, Buffalo, N. Y.; J. J. McKelvey, New York City; R. H. McKelvey, New York City; F. W. Mattocks, New York City; G. A. Mitchell, Buffalo, N. Y.; John Mitchell, Cleveland, Ohio; Guy H. Moulthrop, Bay City, Mich.; Robert W. Pomeroy, Buffalo, N. Y.; Clark L. Ring, Saginaw, Mich.; Dwight J. Turner, Toronto, Ont.; Guy White, North Tonawanda, N. Y.

ADIRONDACK FIRE INSURANCE COMPANY.

##### DIRECTORS.

R. K. Albright, Buffalo, N. Y.; S. M. Clement, Buffalo, N. Y.; W. G. Frost, New York City; F. C. Gratwick, Buffalo, N. Y.; W. H. Gratwick, Buffalo, N. Y.; William Hamlin, Buffalo, N. Y.; Elias M. Johnson, New York City; John D. Larkin, Buffalo, N. Y.; E. A. Lightner, New York City; J. J. McKelvey, New York City; F. W. Mattocks, New York City; G. A. Mitchell, Buffalo, N. Y.; John Mitchell, Cleveland, Ohio; Guy H. Moulthrop, Bay City, Mich.; Robert W. Pomeroy, Buffalo, N. Y.; Guy White, North Tonawanda, N. Y.

#### FINANCIAL STATEMENTS.

LUMBER INSURANCE COMPANY OF NEW YORK.

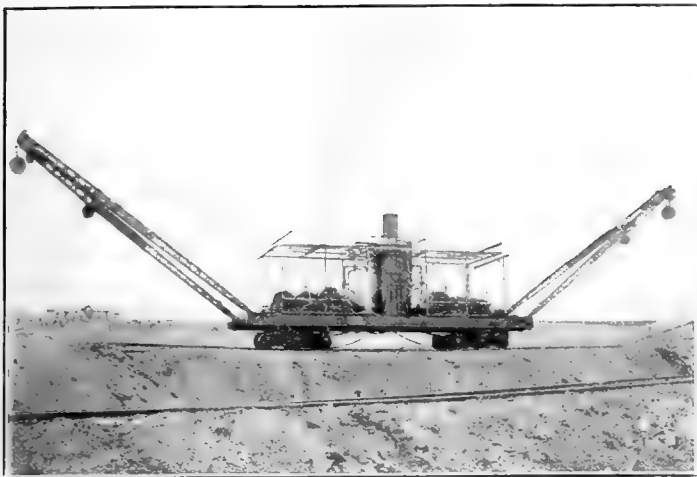
Assets and Liabilities, December 31, 1909.  
(New York Report.)

ASSETS.	
Bank balances .....	\$ 41,155.39
Bonds .....	420,298.13
Accrued interest on bonds .....	4,747.51
Premiums in course of collection .....	71,304.07
Total assets .....	\$537,505.10
LIABILITIES.	
Reinsurance reserve .....	\$190,638.72
Reserve for taxes .....	4,800.00
Reserve for commissions .....	16,449.48
Reported losses .....	14,445.88
Due for expense .....	1,552.53
Total liabilities .....	\$227,886.61
Surplus to policyholders—	
Capital .....	\$200,000.00
Surplus .....	109,618.49
	\$309,618.49
	\$537,505.10

ADIRONDACK FIRE INSURANCE COMPANY.

Assets and Liabilities, December 31, 1909.  
(New York Report.)

ASSETS.	
Bank balances .....	\$ 87,206.65
Bonds .....	316,953.83
Accrued interest on bonds .....	3,125.00
Premiums in course of collection .....	53,683.94
Total assets .....	\$460,969.42
LIABILITIES.	
Reinsurance reserve .....	\$148,469.05
Reserve for taxes .....	3,800.00
Reserve for commissions .....	9,830.93
Reported losses .....	13,379.68
Due for expense .....	253.03
Total liabilities .....	\$175,732.69
Surplus to policyholders—	
Capital .....	\$200,000.00
Surplus .....	85,236.73
	\$285,236.73
	\$460,969.42



CLYDE FOUR-LINE SELF-PROPELLING SKIDDER

### Clyde Logging Equipment

Shown on this page are four views of logging equipment manufactured by the Clyde Iron Works of Duluth, Minn. This concern puts out machines of the highest order which are generally prized among the trade for the efficient and speedy work possible with their use.

The first cut represents the company's famous steel four-line self-propelling skidder, with flexible steel booms for skidding and decking logs at the track. This is a very popular machine in hardwood sections as well as in the pine timber of the South, and is particularly successful on account of the speed with which it may be moved from one point to another and set up ready for operation. This is an essential point where the timber is small and scattered. This machine is extensively used in the hardwood of the North and also throughout the timber sections of the South. The guy lines from the peaks of the booms are tightened by means of friction drums driven by the engines.

The second view represents the above described machine in operation at Ontonagon, Mich., for the Greenwood Lumber Company. In this operation the skidding lines are taken out with horses. The machine is also arranged to use rehaul and do away with horses where desired.

The third picture on this page shows the same operation at Ontonagon after the skidder has gone through, leaving the logs for the loader to put on to cars. This company uses a McGiffert loader, furnished by the Clyde people.

The last halftone is a combination two-line skidder and loader with steel swinging boom, and is built on the Decker type of frame, which provides for spotting the cars through the machine



THE SKIDDER IN OPERATION AT ONTONAGON, MICH.

over the trucks. It is equipped with three engines; two of them are for the skidding lines (each engine having two drums, one for an out-haul line and the other for the spotting line), which are taken back to the logs by power instead of horses. The third engine is for loading, equipped with two drums, one for a loading line and the other for a spotting line for spotting the cars through the machine. The swinging boom is operated by steam cylinder, direct connected and under the control of the loading engineer. This machine is self-propelling and the guy lines are tightened by means of steam driven arms so that moving from one point to another and setting ready for work is a matter of but a few moments. The water tanks are located underneath the lower deck between the trucks and are made of steel and of large capacity. The skidding lines lead from the rigid A frame or boom back to the loading boom.

### Preparation for Wholesalers' Annual

Present indications point to a large attendance at the forthcoming annual of the National Wholesale Lumber Dealers' Association to be held at the Hotel Sinton, Cincinnati, on March 1, 2 and 3. This is the first time that this organization has come West for its annual convention since it met in Chicago seven or eight years ago. This innovation is meeting with general favor and there seems to be a determination among a large number of lumbermen to make this such a successful meeting that the organization will in future frequently return to this section of the country for its annuals.

The lumber contingent of Cincinnati, favorably known and justly as royal hosts, are planning

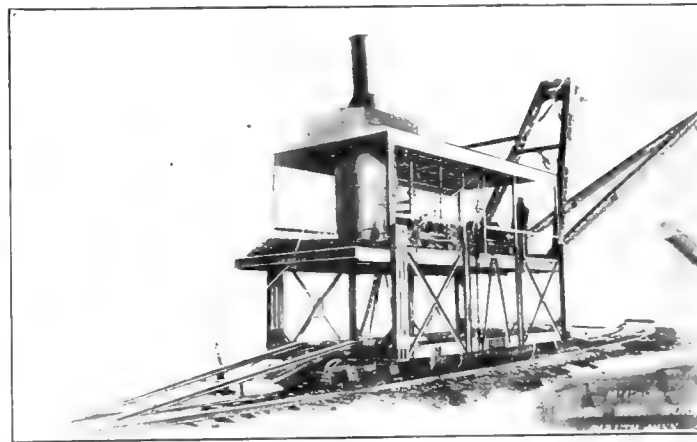
to entertain the convention visitors in a lavish way. Besides this, there will be a delightful formal banquet given by the association on the first evening of the convention. The business to be considered by the association at this time is also of an important and interesting nature, so that visitors to the convention will be doubly repaid for the journey and time and money expended.

W. A. Bennett and T. J. Moffitt, the local members of the committee on arrangements for the convention, have been actively at work securing eminent speakers to address the lumbermen at the banquet on Wednesday evening, March 2. Lieutenant Governor Treadway of Ohio; S. A. ("Deepwater") Thompson, field secretary of the Rivers and Harbors Congress; Thomas C. Powell, vice-president of the Cincinnati, New Orleans & Texas Pacific Railroad; Hon. David B. Foulke, M. C., Richmond, Ind., and Rev. Charles F. Goss of Cincinnati will be in attendance. Esberger's orchestra will furnish the music. The price of admission to the banquet has been set at \$8 per plate, and an invitation has been extended to all members of the Lumbermen's Club of Cincinnati to attend.

Joseph Bolser, chairman of the committee on entertainment of the Cincinnati Lumbermen's Club, has arranged a smoker for the evening of March 3, to which the Lumbermen's Club extend an invitation to all who attend the convention to be present as their guests. An elegant buffet lunch will be set, with perfectos and liquids. A musical entertainment, instrumental and vocal, has been arranged, consisting of numbers by the Haydn Quintet, a ragtime feast of and a monologue by Horace Williamson.



LOGS LEFT BY SKIDDER FOR LOADING ON CARS



CLYDE COMBINATION TWO-LINE SKIDDER AND LOADER



### Pinchot Still in the Fight

President Gifford Pinchot of the National Conservation Association recently issued a circular letter to members of that organization, wherein he discusses and criticizes the merits of conservation legislation now before Congress. He calls for the aid of the association in support of the bills of which he approves, and to defeat those which meet his disfavor. The letter, excerpts from which are herewith produced, signals Pinchot's return to the fight, from a new quarter. The letter:

To the Members of the National Conservation Association:

Nothing is more important to this association than the passage of good laws for the protection of our natural resources at the present session of Congress.

Nine bills relating to conservation were introduced in Congress on January 18 on behalf of the Secretary of the Interior, and are now pending before the Public Lands Committee of the Senate.

The officers of the association have already conferred with this committee on these bills and have met with the hearty cooperation of the committee. The views of the association were presented by the Hon. James R. Garfield, as its representative. The immediate result was an amended bill on withdrawal of public lands (S. 5485). As reported by Senator Nelson, this bill should have the unqualified support of the members of the association. I call upon you to communicate with your representatives and senators in a strong effort to get it enacted into law.

In the same spirit of constructive criticism I ask your attention to the remaining eight bills and to changes which will be required in them in order that this association may advocate their enactment. The passage of sound laws on conservation at this session of Congress is and must remain the first consideration. We must get the best bills we can and then get them passed.

#### GENERAL CHARACTER OF THE BILLS

Some of the eight bills still in committee merely require amendment; others must be recast altogether.

#### WATER POWER BILL

The first principle of water power control is a fixed and definite time limit. All rights granted to water power companies by the government should terminate at a specific time, and there should be no doubt about it. Whether the water power bill (S. 5488) clearly obeys this principle is left uncertain by the vagueness of its terms. Not only so, but it takes away from the Secretary of the Interior the right to decide the conditions on which the people's property may be used by the companies on renewal of the lease, and as to these conditions gives the companies in effect the equivalent of the right of condemnation through the courts. The bill wisely provides for compensation to the government by the companies, in harmony with existing law, and that is good. But it has conclusive defects, whether seen from the point of view of conservation or from that of the water power companies. It imposes upon the latter certain restrictions which are far more burdensome to them than they are valuable to the government. Such is the possible unforeseen increase of charge at every ten-year period, which would seriously hamper the financing of such enterprises. The immediate effect of the passage of this bill would doubtless be to stop the development of water power on government land. The restrictions on rates charged to the public would be easy to evade. The provisions against monopoly are less effective than those now in force under the Secretary of Agriculture, from whom, by a radical departure from existing laws, and at the obvious cost of duplication of work, it takes the control of water power development in national forests.

The water power bill does not follow the results of recent government experience in dealing with similar problems. It repeals in silence the existing water power law, and curtails the already ample power now exercised (with the approval of a former attorney-general) by the Department of Agriculture. In addition to existing law two principal things are needed. Water power sites should be protected from private appropriation under the land laws, and it should be made possible to issue to the companies permits good for and definitely terminating at the end of fifty years. The government should be left as free as the lessee to bargain for a renewal of the permit, or to refuse it. It will then be, in the words of Mr. Justice Holmes, "in possession of what all admit to be a great public good, and what it has it may keep, and give no one a reason for its will."

#### RECLAMATION BILL

The great merit of the Reclamation Act of 1902 is that it compels the making of homes on the land reclaimed. The bill (S. 5491), which

deals with reclamation projects, destroys this vital principle by opening these lands to absentee landlordism and to speculation. The present law provides that no sale of water in any government irrigation project "shall be made to any land owner unless he be an actual bona fide resident of such land, or occupant thereof residing in the neighborhood of said land." This clause the bill repeals. It should not pass.

#### TIMBER BILL

The inducement to speculation in government timber is the worst feature of the Timber and Stone Act, and has led to an insistent demand for its repeal. The bill for the sale of timber and timber lands (S. 5489), repeals this act, but replaces it with provisions which promote speculation and retard the development of agricultural and mineral lands far beyond the act it repeals. On land which it governs this bill allows the purchaser of government timber to let his trees stand uncut for twenty years. Five years is long enough, as experience has abundantly proved. This provision is useless to the small man, who must cut quickly, and of great use to the timber speculator, who can hold his timber for a rise in price. It invites the concentration of government timber in the hands of great companies. It makes the use of "dummy" entrymen easy and profitable, and reduces the public auction for which it provides to a mere form.

The timber bill defers settlement of land under sale until the timber is cut. It still further retards land settlement and prospecting for minerals by compelling the prospector and the homesteader on the land it cover to pay for the timber he needs or must remove at a price fixed by public auction. It imposes more stringent conditions on the small man than on the timber speculator, and fails to provide for reforestation on lands valuable only for the growth of timber.

The bill for the classification of public lands (S. 5484) is inconsistent with the coal bill in failing to separate the surface from the underlying mineral, and it opens to private appropriation at \$2.50 per acre such deposits of iron ore as lie in the national forests of Minnesota.

#### ALASKA SURVEY BILL

The bill for surveys in Alaska requires no comment at this time.

### Annual Banquet Memphis Lumbermen's Club

The Lumbermen's Club of Memphis, far famed for its hospitality, fairly outdid itself in the annual banquet which was given at the Hotel Gayoso February 21. The entertainment committee conceived the happy idea of inviting the ladies and they added so much enjoyment to the occasion that no more annual entertainments will be given without them.

The spacious dining-room of the hotel was beautifully decorated, Washington's birthday furnishing the motif not only for the decorations themselves, but also for the handsome souvenir of the evening, and a part of the menu itself. Covers were laid for about 200 guests, thus making this the most elaborate function ever attempted by the club.

The souvenir was a masterpiece, not only in conception, but in execution. A huge stork, bearing in its bill a cloth from which projected the head and feet of George Washington and from the side of which hung a big sword, adorned the souvenir, while on the cloth was printed "February 22." The "Father of his country" was born shortly after midnight of February 21 and the conception of the entertainment committee showed that he was born with his hat, boots and spurs on, ready for action, a suggestion which, it was pointed out by one of the speakers, may account for the fact that we have such a wonderful country. A big cherry tree appeared on the upper half of the souvenir card while at the bottom lay the logs which constitute the insignia of the lumber fraternity.

A band rendered delightful music throughout the dinner and, while the latter was being dispatched, S. C. Major, president of the club, introduced W. R. Barksdale, chairman of the entertainment committee, who acted as toastmaster.

The ladies not only added to the charm of the occasion by their presence, but several of them participated in the program. Mrs. Marie Greenwood Worden and Mrs. C. P. J. Mooney rendered a number of delightful songs during the evening and were roundly encored. Furthermore, Mrs. Lelia Morgan Murrell, a Tennessee

woman known all over the South for her delightful literary work, responded to the toast delivered by Judge James M. Greer, "The Ladies." She characterized the entertainment as one of the most beautiful she had ever attended and paid a glowing tribute to the lumbermen of Memphis, comparing their hospitality to that of the Arabians and the beauty of the occasion itself to French art.

Max Sondheimer spoke to the toast "Our Guests." He was in delightful mood and entertained the audience with his wit and humor.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, responded to the toast "Our Guests." He expressed the appreciation of himself and the other guests on the splendid hospitality afforded by the club and of the delightful entertainment provided.

Judge James M. Speer spoke to the toast "The Ladies." He reviewed the part that woman has played in all ages, but testified that the idea that man is boss has been exploded and that woman and man stand on a plane of equality. He referred touchingly to the mother who bore him and to the wife who bore with him and declared that every man was blessed if divinely foolish about women and doubly blessed if he were divinely foolish about only one woman.

Harry B. Anderson, son of S. B. Anderson, president of the Anderson-Tully Company, made one of the distinct hits of the evening with his response to the toast "Memphis." He said in part:

Memphis wants to bring the world to her borders and she does not stand on past performances. She stands ready to welcome all who have been successful. She is a commercial city in a commercial country in a commercial age. There have been ages of faith and of chivalry, and the world is all the better that these have existed, but this is an age of commerce, and commerce rests upon the cities, while the commerce of Memphis rests upon your shoulders. There is room for all and Memphis is highly cosmopolitan. It has every facility to offer to those who desire to commit suicide as well as for those who have ambitions and desires they wish to live to realize and it has prohibition for the teetotalers and saloons for the bibulously inclined. The world is bound to come to Memphis and the Memphis of today is to the Memphis of tomorrow as the old abandoned courthouse is to the new temple of justice which has been only recently completed in this city.

You are familiar with your antecedents in the lumber business who laid the foundations for you and you are now enjoying the prosperity which they missed. I call your attention, however, to the fact that you are an evanescent tribe and that you must move on when the forests of this section have been denuded of their timber. But, even though you pass on you have builded so well that, even though you be forgotten, the city you have founded overlooking the mighty Father of Waters will forever stand as a monument to your untiring energy and to your wonderful spirit of progress and commercialism.

C. P. J. Mooney, managing editor of the Commercial Appeal, began his address about the beginning of the morning of February 22, responding in a most able way to the toast "George Washington."

At the conclusion of Mr. Mooney's talk, the band struck up the national anthem "America," and every person in the dining-room rose and joined in singing it. As the strains of this song died away one of the most successful entertainments in the history of the club was brought to a close.

### Grand Rapids Lumbermen Meet

The Lumbermen's Club of Grand Rapids had a dinner and business meeting at Bauman's banquet rooms, Grand Rapids, Mich., Feb. 22, with full attendance. President Fred I. Nichols of the Nichols & Cox Lumber Company presided. It was voted to employ E. L. Ewing of Grand Rapids as traffic manager for a year, Mr. Ewing holding a similar position with local furniture manufacturers. A resolution was adopted endorsing Fred A. Diggins of Cadillac as candidate for president of the National Hardwood Lumber Association at the June convention held in Louisville.

### Experimental Work in the Philippines

Interesting experimental work is now being carried on in the forest lands of northern Negros and Bataan. A sufficient force of foresters and rangers is out of the question for the Philippines, because of the lack of trained men no less than of money, and while there has been felt a decided lack of information and results which only thorough study could furnish, intensive work over the whole forested area is impossible under such circumstances.

The difficulty has been met by the establishment of an efficient service on two permanent tracts of public forests, one in northern Negros and the other in Bataan, opposite Manila. Among the questions to be studied are the seeding conditions of the different forest trees, the best planting methods, protection of the forests from caligin making and indiscriminate cutting, and other important problems. This work will give the student rangers practical experience in the woods, which can be later supplemented by work in the Forest School at the College of Agriculture in Laguna Province, a branch of the new university.

For protecting the forests from fire and misuse trails are constructed or reopened, giving easy and quick access to the different portions of the tracts. Every effort is made to interfere as little as possible with the people who are living in or near the forests. They will not be permitted to destroy unnecessarily the commercial growth, which now has a cash value to the people of more than \$100 per hectare, but instead they will be given agricultural land covered with cogon grass, brush or poor timber. Records of the cost of all the different classes of work will be kept, and it is expected that the results of the work will be such as to warrant its extension to other provinces during the next few years.

### Chicago Concatenation

As the thirteen kittens, who were initiated February 17 in the Ball room on the nineteenth floor of the La Salle Hotel, will testify, ample homage was paid the Great Spirit of the Hoo-Hoo of northern Illinois, notwithstanding the string of unfortunate events which seriously upset the plans of Vicegerent Snark Carl Saye of Chicago.

The notices, though mailed at 1 o'clock on Tuesday, February 15, were held up in the Chicago postoffice with a vast amount of similar matter, and it was only due to the strenuous work of Mr. Saye, who personally dug up a large number of the notices, that the affair was so well attended. Even under these conditions there were seventy-five loyal Hoo-Hoo present at the concatenation, and about forty attended the banquet which preceded it in the East Room on the mezzanine floor.

Another serious misfortune was the failure of the express company to deliver the trunk, and when those present assembled at 9 o'clock for the sacred ceremony, after a pleasant and quiet dinner, the paraphernalia available was only such as had been hastily gotten together from the Chicago stores.

However, as is usually the case with a hastily arranged affair, the program went off smoothly, considering the circumstances, and the thirteen kittens emerged well carried and with a deep reverence for the great Hoo-Hoo, but probably wishing they had been one more or one less in number.

### A Wise Principle

The newly revised constitution which the Lumbermen's Club of Cincinnati has adopted embodies in its improvements features which might well be considered in similar organizations.

Of particular interest to the trade is the principle set forth in the preamble, in which the club pledges itself "by united action to better make the demands of this organization forcible; and, above all, in demanding and maintaining a high standard of commercial honor and in-

tegrity among those engaged in the lumber business in this vicinity."

Section 5 of Article 1 in the body of the constitution states the manner in which this policy is to be carried out. Upon receipt of requests from a responsible person, firm or corporation for investigation of charges of misconduct, or any irregular business practices preferred against local parties, whether members of the club or not, the president shall appoint a commission with power to act, three members being named by him and one by each of the interested parties.

It is further stated that this commission shall be authorized to require both principals in dispute to produce evidence bearing upon the case before that body, which, after deliberation, shall render its finding to the Executive Board, which body will communicate them in writing to both parties.

Another paragraph reads that "Any member of the club refusing to abide by the decision of the commission, or who declines, in case of complaint being lodged against him, to submit his case to the special commission, shall be subject to expulsion from the club by a unanimous vote of the Executive Board; any principal to the dispute not a member of the club who refuses to abide by the decision of the special commission forfeits all right to again call upon the club for arbitration of dispute."

The saving of time and expense in cases which will be affected by this new ruling alone justify its adoption.

### Spring Work of Yale Forest School

Yale Forest School announces the spring plans of the Senior class as follows:

In accordance with the established custom of the Yale Forest School, the spring term of the Senior class will be on the holdings of a southern lumber company. Through the courtesy of J. B. White of Kansas City, the instruction will be given on the lands of the Louisiana Central Lumber Company near Clarks, Caldwell Parish, Louisiana.

The class, numbering about thirty-five students, will reach Clarks, March 7, and the term will close June 11.

The instruction is of a very practical nature. It comprises a study of the logging and manufacturing methods employed by the lumber company, practice in topographic mapping with special reference to logging operations, timber estimating, and a study of the problems concerned in the management of yellow pine timber lands.

Special lectures on different phases of the lumber industry will be given by visiting lumbermen.

The student camp will be located about eight miles from Clarks on a spur of the logging railroad where the company has erected quarters for the accommodation of the men.

The work of instruction in mapping and estimating will be in charge of H. H. Chapman, assistant professor of forestry, and the logging and manufacturing study in charge of R. C. Bryant, assistant professor of lumbering.

### The World's Shipbuilding

The annual shipbuilding report of the Glasgow Herald, covering the period 1908-1909, has been forwarded by Consul J. W. McEum and a brief digest of its contents is given herewith.

While the industry in the United Kingdom has not regained the position it was expected to hold by this time, still it shows gratifying improvement over the depressing figures of 1908. The Clyde is the pulse of the Scottish shipbuilding trade, and by showing a decrease in number of vessels turned out, though an increase in tonnage and horsepower, indicates the general condition throughout the country. Nineteen hundred and nine Clyde figures are 215,000 tons lower than those of 1908.

In the United States the 1909 market shows a decrease from the previous year and there

was one less battleship built. In the Great Lakes region the American Shipbuilding Company continues to do an extensive business in the manufacture of freighters, but is practically limited to that line of work. Government contracts have been let to concerns in Newport News, Camden and Philadelphia for the construction of battleships, destroyers and submarines; those houses now busy on government work are Cramps, the Newport News Company and the Harlan & Hollingsworth Company. A peculiarity of the trade in this country is the falling off in motor boat construction.

The German market is not as brisk in this line as in 1908, though the decrease in tonnage is not alarming. Four large new warships were completed in the past year.

Returns from France indicate an increase in tonnage turned out, there being four battleships completed and a comfortable production of merchant vessels.

Contrary to the usual rule, Holland is reported to have added a battleship and a coast defense cruiser to her naval forces.

The Danish output is the same character as that of Holland, though the tonnage is considerably less.

The industry in Norway is in a healthy condition though, showing a decrease from 1908 figures. This can also be said of shipbuilding conditions in Sweden and Belgium.

### The Dodge Manufacturing Company as a Consumer of Hardwood

Operating the largest factory in the world for the manufacture of power transmission machinery, elevating and conveying machinery and water softeners, the Dodge Manufacturing Co., Mishawaka, Ind., is among the largest users of hardwood lumber in the country.

High grade maple and oak are consumed in enormous quantities by this concern, a large percentage being consumed in making the "Independence" split wood pulley. Considerable is also required for the wood rims of iron center pulleys and flywheels, as also for the hardwood laggings for changing iron belt wheels to rope drivers.

For Dodge wood products there is annually consumed 7,000,000 feet of lumber. The company cuts in its own sawmill which is one of the most complete in the Middle West, the capacity being 15,000 feet per day. More than 6,000,000 feet is carried in the yards and a dry kiln capacity of 500,000 feet maintained at all times. Logs are received constantly by wagon and by rail from the adjacent neighborhood and also from other localities.

The mill is right in the heart of the lumber and log yards and is operated by power independent of the main plant. Recently there was installed a 125 horsepower Corliss engine with two return tubular boilers, 60-inch by 16-foot Dutch oven attachment. Refuse is used for fuel. The cutting is done by band saws with all the essential auxiliaries for convenience, rapidity and efficiency.

In connection with the sawmill there is a box factory equipped with saws, planers and nailing machines, providing all the boxes and crates necessary in shipping certain Dodge goods.

An idea of the importance of the lumber end at Dodge's is gained from the fact that there are annually produced over 250,000 wood pulleys.

### Miscellaneous Notes

The Batesville Lumber & Veneer Company has been incorporated at Lawrenceburg, Ind. Its capital stock is \$20,000. George Bessler is president of the new concern.

The Singer Manufacturing Company is planning to establish a large sawmill and veneer plant at Truman, Ark.

H. L. Mains of Portland, Ore., has just opened a shop where he will manufacture hardwood interior finish, veneered panels, staved turned columns of large dimensions and every

thing in special mill and cabinet work. He reports that he will be in the market soon for hardwood lumber, especially birch.

The Lasswell Land & Lumber Company has been organized at Hollywood, Mo., with \$20,000 capital, by J. P. Lasswell, J. W. Crider and W. A. Post.

A charter has been granted to the Montith Tie & Timber Company at Cherryville, Va. Its capital stock is \$100,000.

The Dunbar Tie Company of Rosenberg, Tex., has been succeeded by the Brazos River Cottonwood Company.

The Guatemalan & Mahogany Company capitalized at \$150,000, has been organized at Jersey City, N. J., by C. O. Schroeter, E. Nelson Tibbals and W. A. Tibbals.

The Griffith Lumber Company of San Antonio, Tex., has been incorporated with a capital stock of \$20,000 by John, Albert and Johnson Griffith.

The Hardwood Lumber Company has been organized at Heber, Ala., with a capital stock of \$25,000. It will establish a plant to manufacture wagon, buggy and implement stock, boxes, crates and handles. R. T. Martin is president of the new company.

The Minchener Hardwood Company of Montgomery, Ala., has been incorporated with a capital stock of \$7,500. J. R. Minchener, Fred S. Ball and W. H. Samford are the incorporators.

The West-Otis Lumber Company is a new concern for Little Rock, Ark. It is capitalized at \$75,000 and M. B. West president; G. E. Otis, A. L. West, Frank Ogden and J. T. Green are the incorporators.

The Moffett-Bowman Lumber Company, manufacturer and wholesaler of hardwood lumber at Madison, Ind., is planning to move its plant to Memphis, Tenn., about March 1.

Another landmark disappeared recently when a large pin oak was cut down at New Britain, Pa. It was hollow inside and a swarm of bees had made their winter nest in it. The tree was about three feet in diameter. One hundred and twenty-five rings had been counted, which with the decayed heart must have made the tree at least one hundred and fifty years old.

The Cotton Brothers Cypress Company, Ltd., whose plant is located at Morgan City, La., on February 13 severed its connection with the Louisiana Red Cypress Company of New Orleans and in the future will sell its output direct. Its plant has a capacity of over 50,000 feet per day of rough lumber, besides shingles and lath.

A. M. Scutt has severed his connection with the J. Walter Wright Lumber Company of Elizabethton, Tenn., and with W. W. Lambert has organized the Scutt-Lambert Lumber Company with head offices at Elizabethton, to conduct a general manufacturing and wholesaling business in hardwoods. The new company has purchased about two million feet of dry stock and has also closed for a tract of timber comprising a choice lot of oak, poplar, and other hardwoods, which it will immediately take steps to develop.

The annual meeting of the Lumber Trade Club of Boston, was held at the Hotel Bellevue, Thursday evening, February 10 at six o'clock. The reports of the various committees were read and approved. The following officers were elected for the coming year:

For president, Walter E. Chamberlain of John M. Woods & Co.; first, vice-president, Edward S. Tenney of the A. T. Stearns Lumber Company; second vice-president, Herbert F. Hunter of the Palmer & Hunter Company; secretary and treasurer, J. E. F. Downes of the Downes Lumber Company; executive committee: E. D. Sawyer, George W. Curtis and J. C. Murphy.

L. F. Grames & Son, saw guard, shaper

guard and saw vise manufacturers, Allentown, Pa., have erected a new factory at Jordan and Union streets, where they will soon move their entire works. This will enable them to considerably increase their output. Mr. Nagle of this house report business in satisfactory shape, and when they are established in their new works, he says they will be amply able to meet all demands.

G. H. Ingram and C. H. Goodwin recently purchased the Taylorsville (N. C.) chair factory. They will continue the manufacture of chairs and will also install machinery for dressing lumber and for making doors, sash and blinds.

L. L. Lampton, E. W. Reid, Wm. Graham and R. B. Lampton are the incorporators of the New Orleans Dry Kiln and Stacker Company, capitalized at \$10,000. The new concern will manufacture horizontal and edge lumber stacking machinery and dry kiln and sawmill equipment. Mississippi capital is behind the new enterprise which has its headquarters in New Orleans.

The South Bend (Ind.) trade has recently lost the Martin Lumber Company, of South Bend, from among its membership, the McErlain & Jackson Company, doing business on East Tutt street, having recently taken over this concern. The Martin Lumber Company has been engaged in the wholesale and retail business for several years, its yards being at 1717 to 1725 South Michigan street. Before the formation of this concern Judson D. Martin was associated with R. G. Page under the style Martin & Page

Lumber Company. Mr. Martin will conduct his affairs at his residence, Elkhart, Ind., where he is a member of the firm of Martin & Amidon.

It has been reported the Armour interests of Chicago have recently purchased a hardwood timber tract covering several thousand acres in the vicinity of Hill City, Minn. They will erect a factory for the manufacture of lard pails and other packages which they require in marketing their product. This new tract will take the place of the tracts formerly owned at Ithaca and Marble, Mich., where the timber is now entirely cut off.

Following the exhaustion of the timber supply in Wise county, Virginia, the Tug River Lumber Company, Rockcastle Lumber Company and the C. L. Ritter Lumber Company, allied corporations, will move their head offices from Bristol, Tenn., to Huntington, W. Va., the change to be effected early in March. The C. L. Ritter Lumber Company will operate lands in southwestern Virginia, having there purchased a large timber tract and sawmill. The Rockcastle concern owns a \$250,000 stand near Meek, Ky., and will continue on that site, while the Tug River Lumber Company will also be located in Virginia.

The Tallahatchie Lumber Company, the hardwood manufacturer of Philipp, Miss., expects to have its new mill in operation about March 15. This equipment will be one of the model plants of the Mississippi delta hardwood region.

A new concern to enter the lumber business at Albany, N. Y., is the F. F. Crannell Lumber Company, capitalized at \$80,000. The directors are Francis F., Charles R., and Wilbur H. Crannell.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

The Entertainment Committee of the Louisville Hardwood Club, after a conference with the Board of Directors of the National Hardwood Lumber Association, has decided upon Thursday and Friday, June 9 and 10, as the dates for the thirteenth annual convention of the National Hardwood Lumber Association, and the headquarters will be the Hotel Seelbach, Louisville. Frank F. Fish, the secretary, reports the committee is actively at work on a very interesting program, details of which will be printed later.

The St. James Cedar Company, wholesalers of lumber and ties, Union Trust building, Cincinnati, O., and Detroit, Mich., announces that it has purchased the interest of Omar Farrell, and that he is no longer connected with the concern.

The Lumbermen's Club of Memphis, Tenn., held its annual banquet at the Hotel Gayoso, February 21, and everyone present had a most enjoyable time.

The Sargent Lumber Company, wholesale lumber dealer, this city, announces that after March 1 its offices will be located in 812 Great Northern building, where it will have even better facilities to take prompt care of all orders than heretofore.

D. C. Thickston, lumber retailer of Cassopolis, Mich., was in town last week for a few days.

The RECORD was favored with a call on February 16 from H. P. Wiborg and W. C. Bartlett of the Wiborg & Hanna Company, the well-known hardwood house of Cincinnati, O.

George T. Mickle of George T. Mickle & Co., city, returned from sojourn at French Lick, Ind., on February 21.

The Northfield Lumber Company is a new concern incorporated under Indiana state laws to engage in the dimension stock and lumber business, with headquarters at Chicago Heights,

Ill. H. C. Snyder, who for some time was with the Flanner-Steger Land & Lumber Company, is president of the institution.

Two welcome Indiana lumbermen callers at the HARDWOOD RECORD office on February 11 were J. V. Stimson of Huntingburg, and James Downs of Rochester.

Gouvenour E. Smith & Co., wholesalers, of New York City, announce that they have just closed a contract with the Craggy Lumber Company of Swannanoa, N. C., to handle its entire output of hardwood lumber, which will consist of ash, oak, basswood and poplar. The lumber the North Carolina concern manufactures is all hand-sawed and it has an output of about five million feet annually.

Prouty & Miller, of Newport, Vt., proprietors of the Taunton Lumber Company of Brockton, Mass., advise that Alfred H. Wilbur has been appointed manager of the latter concern to succeed William H. Lewis, who died on January 23. Mr. Wilbur was associated with Mr. Lewis during his entire term of service for the Taunton Lumber Company, and under his direction the business will undoubtedly be carried on in the same manner as in the past.

John S. Weidman, well-known lumberman of Weidman, Mich., made the RECORD a call on February 15, en route to the South on a timber-purchasing expedition.

Among the welcome RECORD callers on February 14 was J. L. Strickland, of Starnes & Strickland, Greenville, Miss.

The Stone Mountain Lumber Company, Inc., at Keokee, Va., manufacturer and wholesale dealer in poplar and hardwoods, advises that it has a tract of 3,000 acres of hardwood timber, consisting of oak, chestnut, poplar, birch and hemlock, and that it has just commenced operating its circular mill, which has a daily capacity of 20,000 feet. This concern is located ten miles from Appalachia, Va., on the Virginia and Southwestern Railroad.

A. F. Anderson, well-known lumberman of

Cadillac, Mich., spent a few days in town last week.

Lucius Fuller, editor of the Lumber World, has been confined to his bed for some days suffering with a broken ankle.

G. C. Pratt of the G. C. Pratt Tie & Timber Company, Chicago, recently made an extensive trip through southern mill points, and reports placing several large orders.

David W. Walker, who conducts a mahogany business at 133 La Salle street, Chicago, reports that business is at last back to normal and shows good promises for the future. Mr. Walker states that the mahogany trade was heavily hit in the recent depression and that producers were under contract for large orders and had, in some cases, 6,000,000 to 7,000,000 feet of this lumber on sticks. A consequent eruption in prices was inevitable.

Philip J. Attley, manager of the Ross-Attley Lumber Company, Heth, Ark., paid a visit to Chicago last week accompanied by Mrs. Attley. They expected to return to the mill within a few days.

The Landeck Lumber Company of Milwaukee, Wis., has consolidated with the firm of L. J. Pomeroy & Co., Chicago, and hereafter the Chicago branch of the Wisconsin firm, located in the Marquette building, will be conducted under the title of the Landeck Lumber Company.

C. H. Donaldson and George Mason of the Mason & Donaldson Lumber Company, Rhineland, Wis., were in Chicago recently on business visits. They report considerable difficulty in getting cars, but say that business is good.

F. A. Diggins of Murphy & Diggins, and B. C. Kelly of the St. Johns Table Company, Cadillac, Mich., were in Chicago this week on their way South, intending to spend a week or two in hunting game along the Texas gulf coast.

Carroll F. Sweet of the Fuller & Rice Lumber & Manufacturing Company, Grand Rapids, Mich., passed through Chicago late last week on his way to Denver, Col., where he was called by the death of a brother-in-law.

W. J. Vertrees of Bushnell, Ill., who is president of the Bushnell Tank Works, was a recent Chicago visitor.

E. V. Allen, president of the Victor Manufacturing Company of Columbus, O., and Leavenworth, Kan., was in Chicago last week.

Charles H. Barnaby, of Greencastle, Ind., the long-time president of the Indiana Hardwood Lumbermen's Association, was in Chicago last week.

Frank F. Fish, secretary of the National Hardwood Lumber Association, was in Louisville, Ky., this week looking after the arrangements for the coming meeting of the National Hardwood Lumber Association, to be held June 9 and 10, 1910.

H. B. Utley, general purchasing agent of the International Harvester Company, this city, accompanied by Mrs. Utley and their daughter, left two weeks ago for southern California, where they will remain until the middle of March. Mr. Utley is well known in the lumber trade here and his many friends wish him an enjoyable vacation.

Clarence S. Corse, a well-known member of the local traveling lumber salesmen's fraternity, has associated himself in a selling capacity with the A. S. Badger Company, this city. He will represent the concern in northern Illinois and southern Wisconsin territory.

## NEW YORK

Based on a clause of the Interstate Commerce laws, which provides that where a car routed over several different lines is lost in transit the owner of the property may sue any one of the lines over which it comes for the loss accrued, there was heard last week before the Appellate Division in this city a case in point brought by the Welch Lumber Company, large hardwood

producers at Welch, W. Va., against the Norfolk & Western railroad. So far the company has won in two of the lower courts, from which decisions the Norfolk & Western appealed and are putting up a very bitter fight. Decision in the case is expected to be rendered in about two weeks.

The entire business staff of the Stevens-Eaton Company, large wholesale house of 1 Madison avenue, were tendered their usual annual dinner by the principals of the firm at the Hotel Manhattan on the evening of February 10. Covers were laid for twenty, and in addition to an excellent dinner appropriate souvenirs were tendered and a general good time enjoyed. The Stevens-Eaton Company has just closed a contract with the Norwood Manufacturing Company, at Norwood, N. Y., to handle its well-known cut of spruce in the local market for the next year.

Petition in bankruptcy has been filed against Pickling & Co., large manufacturers of automobile bodies and tops, 304-306 West Forty-ninth street, Manhattan. The liabilities are estimated at \$18,000 and assets \$29,000.

President Russel J. Perrine of the New York Lumber Trade Association and head of the large house of Johnson Brothers, Brooklyn, sailed on February 10 with his family for a month's pleasure trip to Bermuda.

The Hoban, Hunter, Feitner Company, large wholesale cypress house of 1 Madison avenue, has, in line with improving its service to the local yard trade, just leased a large amount of water front property on Newtown creek, Brooklyn. Here it will immediately arrange a large wholesale cypress distributing yard, from which it will be able to serve the trade with quick shipments direct from stock.

After two years' attempt on the part of New York lumber merchants to obtain an adjustment of their differences with railroad companies entering the city, the Interstate Commerce Commission has taken up the first for settlement.

Richard J. Donovan, 170 Broadway, appeared for the lumber interests. He alleged that delays in the delivery of lumber extended from four days to thirty-three days, causing much damage to the dealers. He also charged that the railroads required shippers to designate a particular berth in the Wallabout basin at which cars would be delivered, instead of unloading at the nearest empty berth.

Mr. Donovan insisted that where berths and piers were not reserved demurrage of from \$25 to \$10 a day was charged to shippers. In addition it was alleged that by bunching several cars in transit to the consignee the railroads forced the payment of demurrage while the process of unloading one car at a time was in progress.

The hearing developed that nearly all of the freight docks in and near New York are leased by the railroads. Mr. Donovan asked for an order requiring the Pennsylvania to accept freight at one or more piers, instead of a specially designated one. The commission ordered briefs submitted in Washington March 1.

## BUFFALO

O. E. Yeager is about swamped with lumber, so much coming in from the South that he cannot keep up with the unloading. The snow makes it very bad to do anything in yard and he has a large amount sold, waiting to be loaded.

The business of T. Sullivan & Co. is steady and strong, this being one of the most active winters in the record of the firm. The yards were full when the snow came and the handling is easier than in some cases.

Business is strong in the yard of the Standard Hardwood Lumber Company, and as soon as there is any weather suitable there will be an increase of the oak and other stock coming up from the South, but there is enough of that for this weather.

Frank A. Beyer has returned from his visit to the mills at Pascola, Mo. He will now be a

county official until the taxes are collected. He found the situation in the western lumber trade very good.

A. Miller is looking after the interests of the Hardwood Exchange and is now calling it together every week, but the business is still largely of a social nature. His yard activity is good for the time of year.

The Buffalo Hardwood Lumber Company still has an office representative in the Southwest looking over the various sawmills that the firm takes the cut of. Together these mills will turn out a big lot of oak and other hardwoods.

F. W. Vetter has gone to West Virginia to look after some hardwoods he has on his list, including a lot of very fine white ash, some of which is already in yard here. There will be more needed, as the sales are large.

This is a very active winter for I. N. Stewart & Pro., who have taken a slice out of a good many other yards to help them fill their orders, which have been much larger for some time than is common at this time of the year.

Manager Hopkins of Scatcherd & Son has made a trip to the Memphis mills of the firm and will now plan his regular winter visit to his orange trees in the Isle of Pines. Business is very brisk, but stock not at all plenty.

Both Hugh and Angus McLean have been in New York of late looking after the sales end of the business. All the southwestern mills of the McLean interests are doing full time, but the market is likely to take all the stock.

President G. Elias of the Lumber Exchange will try to attend the annual convention of the Wholesale Association in Cincinnati and has named J. N. Scatcherd and Knowlton Mixer to accompany him as delegates.

## PHILADELPHIA

Charles K. Parry recently returned from an extended tour of the southern lumber camps and reports conditions the best ever known there. One of the mills in which he is interested has been changed from a timber to a Georgia flooring mill with a capacity of about 50,000 feet per day. He pronounced favorably upon outlook.

Charles G. Blake, manager, E. V. Babcock & Co., states that business is fairly well sustained, considering the limitations of a severe winter. He believes the first of spring will see a brisk advance in trading.

W. S. W. Kirby of the Kirby & Hawkins Company says orders are coming in liberally, but the severe storms have interfered more or less with the delivery of goods. He anticipates sound trading for 1910.

William H. Shippen of Shippen Brothers' Lumber Company, Ellijay, Ga., was a recent visitor among the local trade.

C. H. Wheeler, manager, Summit Lumber & Milling Company, Shanksville, Pa., recently spent a few days visiting his business friends in Philadelphia.

On account of the National Wholesale Lumber Dealers' Association's convention being held at Cincinnati, O., on March 2 and 3, the Lumbermen's Exchange of Philadelphia will postpone its regular monthly meeting to March 10.

The Philadelphia Veneer & Lumber Company held a special meeting at the office of J. H. Sheip, 2026 Land Title building, on February 11, at which the following officers and directors were elected: Jerome H. Sheip, president; Charles H. Kunkel, vice-president; W. Howard Ramsay, treasurer; Stanley S. Sheip, secretary. S. S. Keller and the above named officers compose the directorate.

S. B. Southgate, chief inspector of the National Hardwood Lumber Association, was a visitor to Philadelphia on February 11. He is making a tour of the eastern cities and was on his way to Baltimore.

D. G. Courtney, the eminent hardwood manufacturer of Charleston, W. Va., was a recent visitor to the local trade.

(Continued on page 40.)





THE BIGGEST "DUMP" OF POPLAR LOG

## THE STORY OF YELLOW POPLAR

Illustrations from Photographs by Editor Hardwood Record

### Chapter IV.

The striking picture across the two pages at the head of this article shows the big log "dump" of the Yellow Poplar Lumber Company in Russell Fork, the main stem of the Big Sandy River, in Dickenson county, Va., as it appeared on November 17 last. This dump of logs was in a gorge of the river; was about two-thirds of a mile in length and five hundred feet in width, and contained at that time thirty-six thousand large virgin forest yellow poplar sticks of timber ranging in length from twelve to thirty-eight feet, with an average of seven hundred and fifty feet to the piece, amounting to 81,000 logs of sawmill length. The average diameter of the logs was twenty-five inches, although many of the sticks were from three to six feet in diameter. The total log scale was 27,000,000 feet. Afterwards about 3,000,000 feet more were added.

This dump is located a short distance above the breaks of the Big Sandy, the formidable cleft in the Cumberland mountains, through which the Russell Fork of the Big Sandy river winds its tortuous and rocky way. One-half mile below this dump is located a concrete splash dam, three hundred and fifty feet in length and twenty-five feet in height, through which these logs have since been driven through the breaks to floating water below Elkhorn City, Ky. From this point the logs are rafted and floated to the mouth of the river at Catlettsburg, Ky., and thence to the company's log harbor, where its sawmill is located, at Coal Grove, on the Ohio river. The picture shows the largest assemblage of yellow poplar logs ever made at one point in the history of poplar manufacture, and is a part of the log crop of 40,000,000 feet that this company will cut into lumber during the sawing season of 1910.

A few logs in the foreground are shown lengthwise of the gorge, but from the bottom up they are piled crosswise of the stream. This result was accomplished by means of a Lidgerwood hoisting engine, which carried an endless steel cable across the river at varying points up and down the

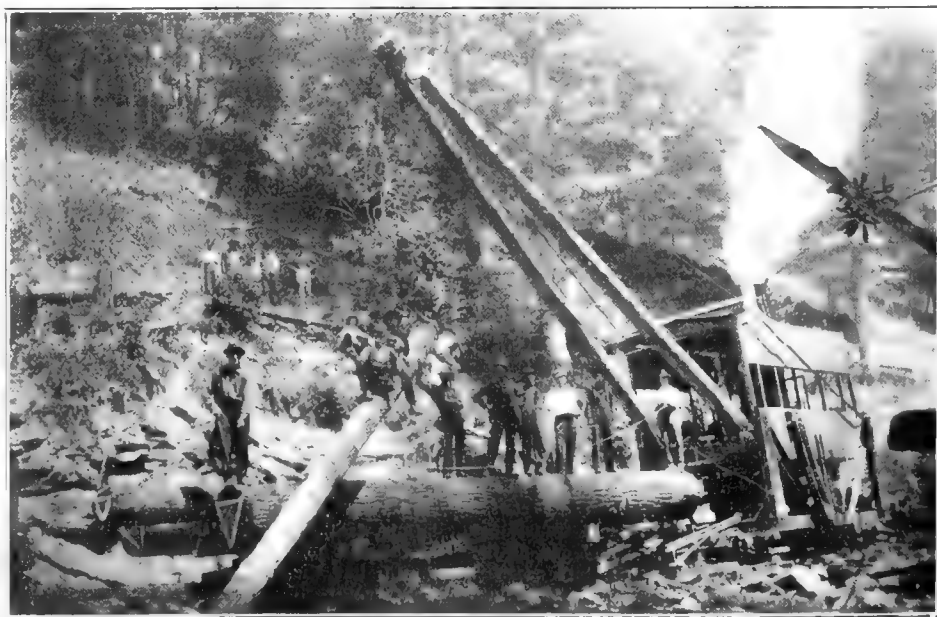
stream. The railroad track from which the logs were dumped is in the immediate foreground. The logs are taken off the cars with tongs attached to the lines running across the river, and packed in the gorge like matches in a box.

Incidentally, this picture was made by the editor of *HARDWOOD RECORD* last November and the Yellow Poplar Lumber Company, believing it to be an object lesson in poplar production, has had made from it a large number of handsome prints, fifty inches in length. The photograph was transformed into an engraving which is notable from the fact that it is the largest single plate half-tone ever produced. The picture is printed in sepia-colored ink on heavy plate paper; it is surrounded with an orange border and is studded in the similitude of a photograph. These pictures are being

distributed in mailing tubes to the Yellow Poplar Lumber Company's patrons, both in the United States and abroad, and will form a fine adornment to thousands of lumber offices the world over.

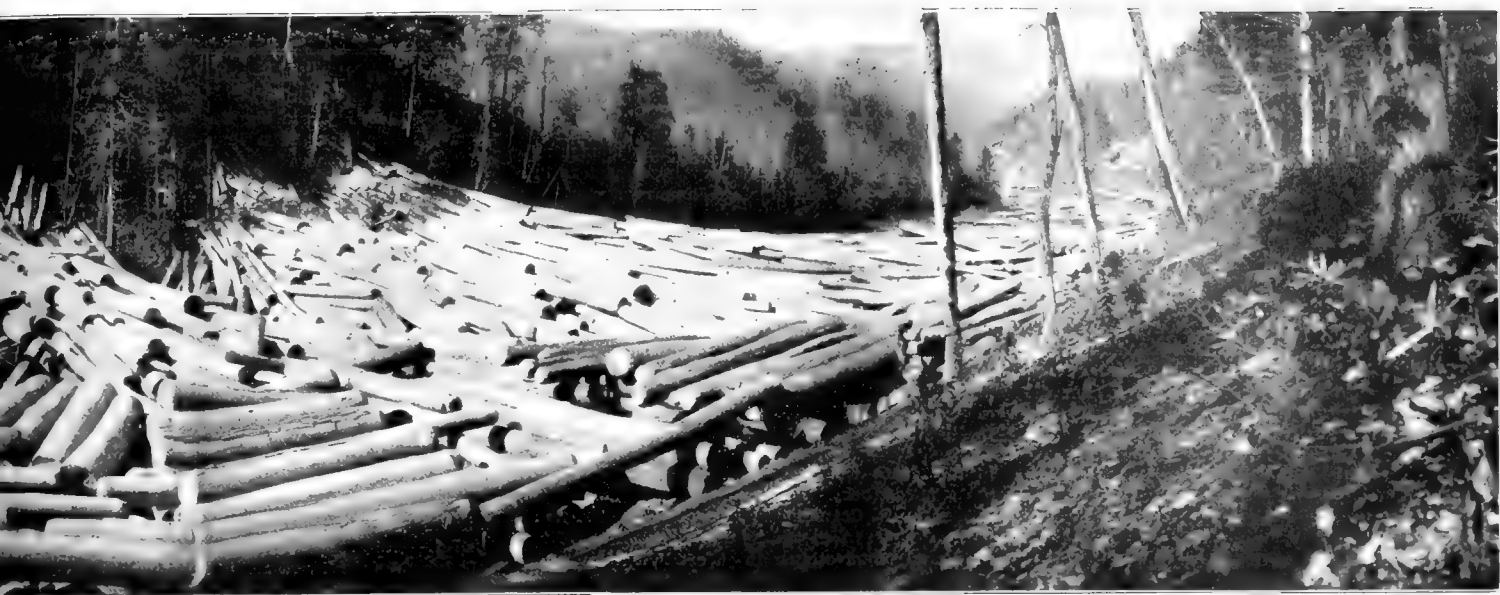
The second illustration accompanying this article shows a Clyde Iron Works Decker loader on the Yellow Poplar Lumber Company's railroad handling the big stock of poplar sticks onto the cars, while the third picture is a trainload of these big yellow poplar timbers being moved down one of the skidways to the log dump.

Cleaning up the poplar timber on an area of 15,000 acres in a single season is no child's play. The company moves its equipment into a virgin forest, establishes camps, commences swamping, erects portable sawmills to cut out materials for the building of its railroads, builds perhaps a half-dozen



LOADING BIG POPLAR TIMBER WITH A DECKER LOG LOADER.





HISTORY OF POPLAR MANUFACTURE.

camp in different parts of its territory, then commences felling, scalping the logs, skidding and transferring the timber to the river. The Yellow Poplar Lumber Company's log crop of 40,000,000 feet, from the very ground up, was accomplished between the tenth of March, 1909, and the first of December of the same year. The work meant, after the woods operations were fairly under way, the loading of logs and the running of trains both night and day for months. The men in the various camps put in long hours. They are called out of bed at 4:30 in the morning, eastern standard time, and are at work felling, scalping and skidding at 5:30, which, during a large portion of the year, means commencing work before daylight, which is continued as long as the light lasts, while the railroad hauling is carried on without interruption. Of course, men working these long hours and at such a furious pace could not stand the labor indefinitely, and therefore most of them get several months lay-off during the year. Again it must be noted that high wages have to be paid to secure men of physical capacity to perform these herculean tasks and work the long hours necessary.

Some of these men have been in the employ 25 cents per man per day; the cost of board

of the Yellow Poplar Lumber Company since they were boys.

This brings up the subject of the cost of poplar production as compared with the cost of an ordinary hardwood or yellow pine timber operation. It must be remembered that nothing but the poplar is taken out of the forest, and this wood constitutes only about twenty-five per cent of the total stand, or perhaps 2,500 feet to the acre.

The Yellow Poplar Lumber Company reports that in 1899 it paid four-mule-team drivers \$20 per month and board; the present season it is paying \$40 a month and board.

During that same year the average tram haul was five miles; last year the average haul was twelve miles.

In 1899 the average price paid per bushel for shelled corn at the nearest railroad point of delivery to the operations in Virginia was 44 cents a bushel; during the past year the cost of corn at Elkhorn City, Ky., the closest railroad station to the company's operations in Virginia, was 90 cents a bushel.

The price of supplies in 1899 enabled the company to board men in its log camps at

the past year was more than 50 cents per man per day.

In 1899 the company bought its mules f. o. b. cars at Lexington, Ky., at \$120 a head; the present equipment of mules cost the company \$240 per head f. o. b. cars St. Louis. As this operation required the use of 128 head of mules, it will be seen that the difference in cost is no insignificant amount. Furthermore, the pay roll of the company's woods crew showed 518 men on the list. Thus it will be seen that the difference in labor cost was no inconsiderable sum.

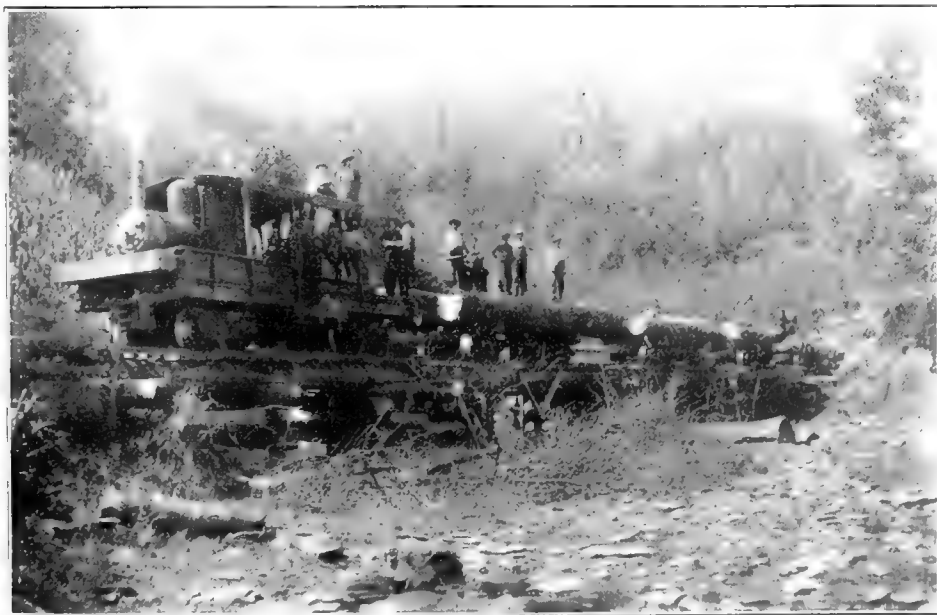
Furthermore, the company's records show that the cost of constructing wooden tram roads in 1899 was \$1,700 per mile; during the past year the cost of construction has gone up to \$2,500 a mile.

Ten years ago the timber of the Yellow Poplar Lumber Company was put into streams that had good driving water; this year the concern has been obliged to spend a monumental sum in the erection of an immense splash dam to get logs out of the minor streams into floating water. This has been brought about by the scarcity of poplar along the lower rivers which compelled the company to go to the headwaters of the streams to secure its log supplies. Beyond this the company has spent a large sum of money during the last year in blowing out the immense rocks that have impeded the driving of logs through the rough channels of the breaks of the Big Sandy and in improving the heads of the streams.

Furthermore, the company has found that while the cost of lumber, grain, provisions, supplies and distance hauled have greatly increased, the efficiency of labor has decreased, making the added cost of production even more pronounced.

Another thing that has contributed largely to the high cost of poplar is the advancing price of stumpage. In 1899 the average price paid for poplar trees, 24 inches and up in diameter at stump height, in the Virginia and Kentucky country, was \$4 per tree; the present price for 20 inch and up timber, in the same locality, is \$10 per tree, and there is no large quantity to be secured even at this price.

Considering the remarkable physical qualities of yellow poplar lumber and the extraordinary sizes in which it can be obtained, the surprising thing is not the high price of the lumber, but the remarkably low price at which it can be produced and sold at the present time.



MOVING A TRAIN OF POPLAR LOGS TO A DUMP

(Continued from page 37.)

Daniel B. Curll, yellow poplar and hardwood lumber, has on hand 4/4 No. 1, or panel chestnut, 18 to 36 inches wide, of which 70 per cent measures 14 and 16 feet long, a most unusual run of this wood. It took two years to gather it.

A large body of eastern lumbermen will attend the next annual convention of the National Wholesale Lumber Dealers' Association, which will be held at the Sinton hotel in Cincinnati, O., on March 2 and 3. Philadelphia is arranging for a special carload; a full car of Baltimoreans is promised, and reports from New York are to the effect that two cars will be needed to transport the Knickerbockers. A great deal of enthusiasm is manifested throughout, and from all indications this will be the biggest meeting ever held by the association.

The small desk calendar in its frame of fine leather, presented as a souvenir to his friends by Daniel B. Curll, Real Estate Trust building, is much appreciated by the recipients for its artistic simplicity and utility.

The annual report of the J. G. Brill Car Company, recently made public, shows the net profits for the year 1909 to have been \$130,784, as compared with \$90,740 in 1908 and \$1,368,949 in 1907. Gross business for the year of \$4,261,204 showed a slight increase over the previous year, but fell more than 50 per cent below the record year of 1907. Orders on hand February 1 amounted to \$2,755,776, an increase of \$1,033,438 as compared with December 31, 1908.

It is stated that orders now on hand at the Baldwin Locomotive Works are sufficient to keep the present force of 11,000 men busy for the next four months. For the last two months the same number of men have been employed.

Fire destroyed the lumber yard and planing mill of Joseph M. Mills on River road, West Manayunk, on February 4. The loss is estimated at \$200,000.

Fire recently burned out the three-story furniture and cabinet factory of the Kaufman Manufacturing Company, 710 Percy street. The loss is estimated at \$10,000.

The large carriage works of Hahn Brothers, Hamburg, Pa., including over 100 vehicles, a large quantity of lumber, office and packing building, was destroyed by fire February 4 at a loss of \$60,000.

Charles B. Sherron, a carriage manufacturer, died February 8 at the age of eighty-one. Mr. Sherron was a member of the National Carriage Builders' Association and the publisher of "American Vehicles," a journal devoted to the carriage business.

Creditors filed a petition in the United States District Court to have the T. De Long Furniture Company, of Topton, adjudged an involuntary bankrupt. The petitioners and their claims are: George M. Spiegle & Co., \$910.14; Vermont Marble Company, \$63.50; Pittsburg Plate Glass Company, \$1,047.80.

The Haddock Lumber Company, Wilmington, Del., obtained a charter under Delaware laws February 2. Its capital stock is \$500,000.

The Atlantic Timberland Cooperation Company, New York, was recently incorporated with a capital stock of \$400,000.

The H. F. Sailor Boat Building Company, Ocean City, N. J., was incorporated February 10 under New Jersey laws, with a capital of \$10,000.

The Dietrich Motor Car Company, Wilkes-Barre, Pa., obtained a charter under Pennsylvania laws February 11; capital, \$10,000.

The West Philadelphia Carriage & Wagon Company, Philadelphia, was incorporated under Pennsylvania laws February 11 with a capital of \$20,000.

The Flat Automobile Company of Pennsylvania, Philadelphia, was recently organized with a capital of \$20,000.

The Corry Timber Company, Corry, Pa., obtained a charter February 15 under Delaware laws; capital, \$1,000,000.

The Silent Motor Car Company, New Kensington, Pa., was incorporated under Delaware laws February 18 with a capital stock of \$300,000.

## PITTSBURG

The Breitweiser & Wilson Company is making rapid headway at its temporary headquarters in the Lewis block and during January showed a fair lot of sales. Its officials are hustlers and its hardwood connections are bound to put it right to the front in a short time.

The Palmer & Semans Lumber Company has decided to remain at Uniontown, Pa., with its headquarters until about April 1. I. F. Balsley, sales manager, is on the road most of the time making new connections.

J. W. Hulse, office man of the McDonald Lumber Company, is away this week on quite an extended trip through the South and Southwest. This concern has moved a large amount of lumber since the first of the year, much of it being lath stock.

William R. Cornelius is lining up the situation with a view to extending his operations. His hardwood connections in West Virginia and other southern states are such as to make him a very successful bidder for high-class hardwood properties.

O. E. and W. P. Booth of Washington, Pa., are extensively engaged this winter in buying walnut timber. Their largest purchases have been near Finleyville, Pa., in the Pan Handle district, west of Pittsburg.

The American Lumber & Manufacturing Company is getting all its forces ready for a big spring's business. President Johnston, who recently returned from a long trip through the South, views the hardwood situation very favorably and looks for some splendid business when the weather permits.

Magnus Cluston of Lock Haven, Pa., has just completed one of the biggest jobs of the season for the Goodyear Lumber Company on Medix Run, Pennsylvania. Since last May he has been working eighty-five men and about forty teams and has cut 8,000,000 feet of logs, 13,000 hardwood ties and has peeled, hauled and piled 3,600 cords of bark.

The J. L. Lytle Lumber Company is getting its full share of business in Ohio and the Middle states. President Lytle reports matters this month pretty dull, which is a common statement with most wholesalers in this city.

The Southern States Lumber Company is the latest corporation to be formed by the Flint, Erving & Stoner interests of Pittsburg. The members are E. H. Stoner, R. H. Erving and W. H. Donner. The concern will have big lumber interests in the South.

The Goodwin Lumber Company, under the management of E. H. Shreiner, made a record-breaking total in its January sales. Its business has been coming up steadily during the past year. Mr. Shreiner has been keeping his eye closely peeled for any good hardwood stocks in West Virginia that would put him into the market at the right time.

J. L. Kendall, president of the Kendall Lumber Company, has gone West to look over the firm's big timber operations there. Secretary J. F. Henderson reports that business is good and that with the exception of deep snows, which have stopped practically all the mill operations, the company has been very busy.

The Fredonia Planing Mill Company, capital \$15,000, is a new concern at Fredonia, forty miles north of Pittsburg. Its members are Jonas A. Baker, W. H. Reisher of Fredonia, and C. C. Conkle of Pittsburg.

The W. P. Craig Lumber Company has taken larger offices on the tenth floor of the Empire building and is branching out in other ways. Its shipments since January 1 have been large and regular and all its mills are pounding away at a brisk rate.

The Linehan Lumber Company is convinced that when lumber business fairly starts this spring it is going to be a "hummer." There is no question in their minds but that choice hardwood will bring a much higher price on an aver-

age this year than last and it is getting its stocks in line accordingly.

W. W. Dempsey, the big wholesaler of Johnstown, Pa., has bought a large interest in the planing mill business of L. C. Purvis & Co. at Butler, Pa. The new company will be known as the Purvis Planing Mill Company and extensive improvements will be made to the plant.

Pittsburg councils have taken up the matter of immediate action on the big municipal improvements provided for in the recent bond issue of \$6,750,000. The first among these will be the removal of the hump. Notices have already been issued to sixty property owners in the hump district to tear down all or such parts of their buildings as are in the way of the proposed improvement. The Pittsburg Civic Commission has appointed an expert engineer to oversee all spending of the city's money on this project, and if a suit recently instituted by an Ohio lady to test the legality of the bond ordinance fails, as it is likely to do, work will be under way by April 1. This means a large amount of lumber to be bought from Pittsburg wholesalers and adds greatly to their feeling of confidence in Pittsburg's ability to buy and consume a record-breaking lot of lumber in 1910.

## BOSTON

Frank W. Lawrence of Lawrence & Wiggin, Boston, has been making an extensive trip through the South and West this month.

Morris A. Hall of the Hall Lumber Company, Boston, and J. M. W. Hall have been on a trip to Vancouver, where they have large timber holdings.

The Lumber Trade Club of Boston held its annual meeting at the Hotel Bellevue, Boston, Thursday evening, February 10. The officers elected for the year were: President, Walter E. Chamberlain of J. M. Woods & Co.; first vice-president, Edward S. Tenney of the A. T. Stearns Lumber Company; second vice-president, Herbert F. Hunter of the Palmer-Hunter Company; secretary and treasurer, J. E. F. Downes of the Downes Lumber Company; executive committee, E. D. Sawyer, George W. Curtis and J. C. Murphy.

William E. Litchfield, the well-known hardwood dealer, returned last week from a western trip. While away he spent a few days at the mill of Litchfield Brothers, North Vernon, Ind.

Harry C. Philbrick, who has been making a trip in the South, returned home about two weeks ago.

The Shepard & Morse Lumber Company of Boston has taken new quarters on the second floor of the new Boston Safe Deposit building, at the corner of Franklin and Devonshire streets.

George E. Stone of the Stone Lumber Company, Boston, is expected home from a trip around the world about March 1. Mr. Stone was accompanied by his family. He arrived in California early in the month and has been spending a few weeks with his brother, whose home is there.

Charles C. Batchelder of the Boston Lumber Company is abroad. He has been away several weeks and it will be several more before he returns to Boston.

Wendell M. Weston of the W. M. Weston Company, hardwood dealers, Boston, returned about the middle of the month from a western and southern trip.

The Massachusetts Wholesale Lumber Dealers' Association held a meeting at Young's hotel, Boston, Wednesday evening, February 9. The chief guest and speaker of the evening was the Rev. Thomas Van Ness, who spoke of trade conditions in Germany and England. Several matters of importance were brought up. Resolutions against the corporation tax were adopted and it was voted to send copies to the Massachusetts members of Congress. A committee on the count and sale of shingles reported and asked for further time, which was granted.

The George W. Gale Lumber Company, Cam-

bridge, Mass., has recently purchased a large automobile truck for the carrying of lumber. The company is planning to purchase two more and do away with the carrying of lumber by horses.

The firm of L. O. & E. S. Davis, Meriden, Conn., is to dissolve partnership. E. S. Davis will dispose of his interests to his brother, Lewis O. Davis.

The W. A. Fuller Lumber Company, Leominster, Mass., has purchased a tract of vacant land near its present yard and will use the new property in connection with its business.

I. P. Fears' Sons have opened an office in the Savage block, Rockport, Miss., for the sale of lumber. The company has a yard in another section of that place.

The Taylor & Goodwin Company, Haverhill, Mass., is building a large shed for the storage of lumber at its yard in that city.

## BALTIMORE

R. E. Wood and H. L. Bowman, of the R. E. Wood Lumber Company, have returned from an extended trip in the South, where they visited a number of mills and made a study of trade conditions at close range. The journey was made in the interests of business as well as for recreation. They found that the mills have had a good run this winter, being very little interfered with by the weather in the South. In spite of this steadiness of operation, however, there were no large accumulations of stocks, and prices, as a rule, were firm. Lots of lumber were taken up here and there, but in numerous instances Messrs. Wood and Bowman concluded that the prevailing hardwood trade conditions hardly justified them in meeting the figures of the producers.

The Eisenhauer-MacLea Company, a large part of whose fine stock of hardwoods and yard was destroyed by fire on February 2, has opened a temporary office on the southeast corner of Central and Eastern avenues, and is going right ahead to assemble a new stock. The wreckage will be cleaned up as soon as the insurance can be adjusted, and the yard buildings will be replaced.

Albert Wagenmann of Luschka & Wagenmann, Ltd., Mannheim, Germany, was a recent visitor here. He was looking for poplar logs and white oak lumber, and called on several of the local exporters.

State Forester F. W. Besley has submitted his report to Governor Crothers. In it he states that the work of surveying Maryland's timber resources has been completed in eighteen out of the twenty-three counties, and that forest conditions in eight counties have been carefully studied, and detailed forest maps and working plans made. Observations as to bettering the methods of forest management are added. Mr. Besley reports: "Under present conditions, through wasteful and injudicious methods, of cutting and as a result of repeated forest fires, our woodlands are deteriorating, so that they are producing but one-third to one-fourth of what they are capable of doing under proper and reasonable management." The state owns four forest reserves aggregating 1,957 acres, which have been placed under systematic management as an object lesson.

E. P. Gill of Wm. D. Gill & Son; Theodore Mottu of Theodore Mottu & Co., and Rufus K. Goodenow of the Canton Box Company, have been appointed delegates to represent the Baltimore Lumber Exchange at the annual meeting of the National Wholesale Lumber Dealers' Association in Cincinnati.

## CLEVELAND

Several Cleveland hardwood lumber dealers take exception to the action of the Hardwood Manufacturers' Association's new rate list, which raises the prices on grades of poplar used in

manufacturing. One of those to criticize the new schedule is E. L. French of W. A. Cool & Son, who says that it does not seem warranted at this time and that the increase will do more to injure business than to improve it.

Henry R. Cool is at present traveling in Mississippi looking over the lumber lands in that state. His father, W. A. Cool, is at Southport, N. C., where the company owns 13,000 acres of timber lands, which are rapidly being developed.

Samuel E. Barr of the Lilly Lumber Company of New York City and B. W. Ackles, secretary of the Alton Lumber Company of Buckhannon, W. Va., were among this week's visitors to Cleveland.

H. A. Hulburt, who has filed a petition in bankruptcy, has been connected with a number of lumber ventures here. He first appeared with a concern known as the Lumber & Timber Manufacturers' Agency and later headed a firm which bore his own name. More recently still he merged with F. W. Wiggins as the Forest City Lumber Company and took over the yards of the Richardson Lumber Company in the East End. Now he is asking to be adjudged a bankrupt by the courts.

George E. Meier, manager of the Interstate Lumber Company, has been named as receiver for the Lakeview Lumber Company, Euclid avenue and East Eleventh street. The liabilities of the concern are about \$6,000. The concern was started about a year ago by E. W. Hatch and has never done a very vigorous business.

The hardwood yard of C. N. Boyce at Somerset, Ky., has been taken over by the C. H. Foote Lumber Company of Cleveland. Mr. Boyce is now engaged in the lumber business at Jefferson, O. The Foote company intends to enlarge the plant and extend the business as rapidly as consistent with the output. The stock which is being carried at present consists of oak, poplar, ash and chestnut.

Officers of the recently organized Putnam Lumber Company have been chosen as follows: J. W. Wagner, president; J. M. Diver, vice-president; S. E. Putnam, manager and treasurer; E. C. Barro, secretary, and P. H. Wagner, assistant secretary. The company has taken over the business of the late firm of Putnam & Savidge.

The Peerless Motor Car Company, one of the biggest manufacturers of automobiles in the county, has announced that it will build a body-shop this summer, thereby increasing its facilities for turning out auto bodies. This will create another depot for wide, clear poplar, which is in such keen demand by the auto manufacturers here.

The Big Four railroad is contemplating the erection of an immense freight depot in the flats this summer, and some of the big lumber yards in the neighborhood are wondering just what the outcome will be. Unsuccessful attempts have been made to buy some of this property, as the lumber concerns do not desire to move. The railroads threaten to condemn, but this is unlikely. If the big freight yards and depots are a reality it will assist materially in the shipment of lumber, much of which is now coming from southern points by rail instead of by the old lake routes.

The hardwood business of the Advance Lumber Company is reported by that concern as being in good shape. The total output of its mills is being marketed with but little trouble. The hardwood business, in fact, shows the best tone of any branch of the market in this territory, according to Manager Christy.

Extensive remodeling is being done at the plant of the Mills-Carleton Company. New machinery, including several new matchers, is being installed and various other changes are being made. E. G. Carleton of the Mills-Carleton Company at present is spending his vacation in Florida.

Clyde Klumph, salesman for the E. T. Peitch Lumber Company, who is a sergeant in the Cleveland Grays, left during the past week with

that organization on its trip to Mexico. He will be off his regular beat for several weeks.

There is at present being waged in Cleveland a campaign to raise \$500,000 for a new Y. M. C. A. building. John D. Rockefeller started the list with \$100,000. Prominent among the members of the committee in charge of the movement are C. H. Prescott of the Saginaw Bay Lumber Company and J. J. Wemple of the Ohio Sash & Door Company. The Saginaw Bay Company contributed \$1,000 to the fund. A similar sum was given by A. and A. R. Teachout, sash and door manufacturers. Little difficulty is expected in raising the entire sum.

K. V. Hobart of the Hobart Lumber Company of Boston, Mass., called on the local trade during the past week. He left here for a trip to Michigan, after which he will tour the South.

## COLUMBUS

Upon the application of the J. J. Newman Lumber Company of St. Louis the Holly-Mathews Manufacturing Company of Sikeston, Mo., and the C. T. Nelson Company of Columbus, Albert H. Collard was appointed a receiver for the Columbus Wire-Bound Box Company. The receiver gave bond and continued to operate the factory.

E. Doddington reports a fair run of orders, in spite of the unfavorable weather conditions, which have prevailed for some time.

A. C. Davis, president of the A. C. Davis Lumber Company, reports a steady market with several lines of hardwoods showing considerable strength. He says that railroads are caring for lumber shipments better and that the movement is freer. He reports a general disposition on the part of factories to buy if they are in need of stock while the yard trade is slow. Prices show a disposition to stiffen.

George B. Jobson, secretary of the A. C. Davis Lumber Company, returned recently from a two weeks' business trip through a number of southern states.

J. G. Hughes of the P. Smith Sons' Lumber Company of Newark, Ohio, was a caller on a number of wholesalers last week.

The executive committee of the Ohio Shippers' Association is fighting to oppose the enactment of the Woods bill, which provides for the merging of the present Ohio Railway Commission with the proposed Public Utilities Commission. Lumbermen of the state which affiliate with the Ohio Shippers' Association believe that the laws governing the Ohio Railway Commission as it is now organized should not be changed. The shippers are supporting the Ervin bill, providing for enlarged powers of the Ohio Railway Commission.

L. B. Schnieder of the John R. Gobeys Lumber Company reports an unchanged market in hardwoods. He says prices are holding their own and that demand is good when the condition of the weather is taken into account.

At the annual meeting of the stockholders of the Acorn Lumber Company, A. B. McKean was elected president and general manager and C. A. Beckett secretary-treasurer. The office of the company was recently moved from East Rich street to Rich street and the Hocking Valley tracks, where two offices were held.

Daniel Snider was elected president of the J. J. Snider Lumber Company at the annual stockholders' meeting held recently. James Detmeyer was elected vice-president and James E. McNally secretary-treasurer. These officers, with J. W. Reynolds and John Sowers, constitute the board of directors.

The General Lumber Company will soon install a 150 horsepower engine and two new boilers at its mill at Ashland, Ky. Formerly the plant was run by four boilers and engines, but now greater economy can be secured by combining several of the engines. The company has been busy during the winter cutting logs on the timber tract on the Big Sandy river and as soon as it is con-

sidered safe the logs will be floated down to the mill.

H. C. Buskirk of the General Lumber Company recently returned from a week's trip through Kentucky and West Virginia. H. W. Putnam, president, reports a steady demand from manufacturing establishments for hardwoods. He says prices are firm. J. C. Burns, superintendent of the mills and timber tracts, together with several of his assistants, have returned to Ashland, Ky., after consulting with the officers of the company in Columbus.

H. W. Collins, manager of the central sales division of the W. M. Ritter Lumber Company, reports a steady market for all varieties of hardwoods. He says orders are coming in satisfactorily and that the month of February to date has been good. Prices remain stiff. F. B. Pryor, manager of the western sales division, and A. L. Gilliam, manager of the eastern sales division, located at Chicago and Philadelphia, respectively, met with H. W. Collins of the Columbus office February 12 in the usual monthly meeting. Both managers reported a nice run of orders with bright prospects for the future.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, reports a satisfactory business, especially from factories. He notes some improvement in the demand from dealers.

Lumbermen in central Ohio, especially those interested in Southern tracts, have received an announcement of the rivers and harbors appropriation in the House of Representatives, which allows \$2,500,000 for the improvement of the Ohio river during the coming year. Many lumbermen are interested in the project to secure a 9-foot stage in the Ohio river from Cairo, Ill., to Pittsburgh all the year around.

The Portage Lumber Company of Akron, O., was incorporated recently with a capital stock of \$20,000 by a number of Akron men. K. H. Hays is one of the backers of the new company.

The firm of H. J. Reinhard & Co., wholesalers of Columbus, has removed to Winton Place, near Cincinnati, where it conducts a wholesale yard. Hardwoods is one of the chief stocks it handles.

W. L. Whitacre of the lumber company bearing his name is on a business trip through Ohio.

The New Ohio Furniture Company of Columbus was incorporated with a capital stock of \$10,000 by George H. Booth, Edgar J. Oberting, J. F. Sullivan, John J. Sullivan and Herbert Rarey.

C. B. Weakley, superintendent of the operating department of the W. M. Ritter Lumber Company, recently attended a meeting of creditors of the Holland Veneer Company at Holland, Mich.

The DuBois & McCoy Lumber Company of Bellaire, O., was incorporated with a capital stock of \$20,000 by W. E. Harvey and others.

The W. M. Ritter Lumber Company has broken ground for the erection of a 100,000-foot capacity mill at Proctor, N. C. It is expected that as soon as the mill is completed the name of the postoffice at that place will be changed. The mill will be of the double-band variety and will be equipped with a planing mill and all other apparatus.

The Imperial Lumber Company of Columbus has been incorporated with a capital stock of \$50,000 to develop certain timber lands in the South. The incorporators are John A. Ford, G. S. Furheson, Robert Brown, M. C. Welsh and N. Snyder. Sherwood D. Morgan of the firm of Kile & Morgan is one of the backers of the concern. The plans of the new company will be announced later.

The Jacoby-Delaney Lumber Company of Hamilton, O., has been incorporated with a capital of \$10,000 by H. C. Jacoby and others.

At the annual meeting of the Portsmouth Veneer & Panel Company the following officers were elected: A. T. Holcomb, president; George Mathews, vice-president; John Lange, secretary, and W. S. Walker, general manager and treasurer. These officers, with U. A. Swisshelm, constitute the board of directors.

The shippers of Ohio and the railroads doing business in the state will get together in their effort to have the Railway Commission approve the new set of car service rules, which will become effective April 1 over intra-state shipments. The rules have been approved by the Interstate Commerce Commission and are satisfactory to shippers and receivers generally. The rules provide for an average plan of demurrage. It is desired by all shippers, including lumber jobbers, to have the same rules apply over interstate and over intra-state shipments.

Col. James Kilbourne, head of the Kilbourne & Jacobs Manufacturing Company, reports a large number of orders and excellent prospects for the future. The company is one of the largest manufacturers in the country of many wooden articles and consumes a large amount of hardwoods. At the annual meeting James Kilbourne was elected president and general manager; Felix A. Jacobs, first vice-president; James R. Kilbourne, second vice-president; Fred W. Hubbard, secretary; Frank C. Eaton, treasurer, and Joseph D. Potter, auditor.

### CINCINNATI

The "Woodpeckers' Table" was inaugurated at the Business Men's Club at the noonday lunch on Saturday, February 19. A large number of the local lumbermen are members of the Business Men's Club, and a special table has been arranged in the large dining hall on the seventh floor, over which is suspended the sign "Woodpeckers' Table." At this table every noon hour will be gathered such of the lumbermen as call for their lunch and all affairs of interest to them can be talked over while enjoying the noon meal. At the inaugural dinner were Cliff S. Walker, Clinton Crane, W. A. Bennett, Lewis Foster, Thomas J. Moffett, John Heberger, Max Kosse, E. M. Sprague, George Littleford, Stuart Menzies, C. M. Clark, B. F. Dulweber, W. S. Sterrett, Dwight Hinckley, E. J. Thoman, W. E. Delaney, W. J. Eckman, Frank L. Scott, H. J. Pfister and G. S. Stewart. Besides these there are a number of lumbermen members who were absent from the city, but who will always be found at the "Woodpeckers' Table" at the noon hour. This opening lunch was a most enjoyable occasion; several informal talks were given by those present and also numerous toasts. Lewis Foster was elected chief game warden, with B. F. Dulweber and Clinton Crane as assistants. Col. S. Stanberry was chosen sergeant-at-arms.

Washington's birthday was observed by nearly all the downtown offices closing at noon. The headquarters of the Hardwood Manufacturers' Association also closed. The mills and the lumbermen in the outskirts put in a full day at hard work, owing to the wretched condition of outside operations caused by the weather.

The heavy weather of the present winter is said to have been without precedent in the history of the valley. More snow has fallen and traffic has been interfered with to a greater extent than ever before recorded.

Cincinnati is to have a new passenger depot in the not very distant future. Council and the business organizations have taken up the union depot project, owing to the fact that the numerous railroads centering here could not get together. Council will pass an ordinance declaring a new depot necessary and will condemn the property necessary for the depot and the right of way, and a company of capitalists stand ready to put up the building and rent the depot to the various steam and electric roads entering the city.

### INDIANAPOLIS

The C. S. Jones Lumber Company has succeeded the Greensburg Lumber Company, an old established concern at Greensburg.

A number of improvements are being made at

the plant of the Indiana Veneer & Lumber Company of this city.

A factory for the manufacture of screens and mission furniture is being established at Marion by James F. Townsend, who will operate under the name of the Marion Furniture & Screen Door Company.

The Webb-Gordon Furniture Company has been incorporated with an authorized capitalization of \$10,000 at Greenfield by J. F. Webb, G. W. Gordon and W. C. Welborn. It will take over the factory of the Comstock-McKee Furniture Company.

A farm of 428 acres near Palmyra has been purchased by the Wood-Mosaic Company of New Albany for the timber it contains. After the timber is removed the farm will be sold. The price paid was \$25,000.

Beech Grove, a new railroad town adjoining Indianapolis on the southeast, is to receive the benefit of the expenditure of \$1,000,000 by the Big Four Railroad Company at that place. Twelve new buildings will be erected, including a coach shop, dry kiln and a two-story planing mill.

The Talge Mahogany Company has just received 100 car loads of mahogany logs from the west coast of Africa via rail from New Orleans. This is the largest shipment of the kind ever received in Indianapolis, and it is estimated that the logs will yield about 1,000,000 feet of mahogany lumber and veneer. W. H. Day and W. E. Van Talge were in Africa for several months buying the logs direct from the natives employed by the king of the Ashantee tribe. The logs were carried overland by natives to ravines, where during the rainy season they were washed to a stream and carried to the seaport, from which they were shipped to this city. By buying from the natives the middle man's profit that would have had to be paid by buying at Liverpool was saved.

### EVANSVILLE

Walter G. Bass of the National Veneer & Lumber Company of Indianapolis was in the city recently on his way South.

C. W. Talge of the Evansville Veneer Company is in Jackson superintending the erection of his new plant. He expects to have it ready for operation soon.

F. M. Cutsinger of Young & Cutsinger returned this week from a trip to Jackson, Tenn., and other southern points.

Mr. Hobart of Hobart & Co., Boston, was in the city last week.

The Mossman Lumber Company of this city is planning to erect a large band mill in Memphis, Tenn. F. G. Smith, the head of the company, will shortly go to Memphis to look after the construction.

Claude Maley of Maley & Wertz has been temporarily confined to his home owing to a slight illness.

The Tell City Furniture Manufacturing Company, Tell City, Ind., has increased the capacity of its plant by the addition of another story to its main building, the new space to be used as a finishing room.

A new brick plant, 150 by 60 feet, two-stories high, is soon to be erected by the P. H. Reddinger Carving Works of this city. The equipment will be of the most improved type. The new plant, it is said, will be one of the largest wood-carving plants in the country. The company manufactures furniture ornaments of all kinds.

The Hercules Buggy Company of this city has filed articles of reincorporation at Indianapolis and will increase its capital stock from \$300,000 to \$1,000,000. This will give Evansville one of the largest buggy manufacturing concerns in the world. On account of the growth of the business, extensive improvements and advances in value, the prior capitalization did not represent the volume of business.



## MEMPHIS

Announcement is made by F. C. Zupke & Co. that they have opened offices at 442-444 Scimitar building, this city, and that they will engage in the wholesale lumber business for both foreign and domestic account. Mr. Zupke will have charge of the business of the firm. He was, until recently, second vice-president of the Darnell-Taenzler Lumber Company. Prior to his connection with this firm he was one of the stockholders in the old firm of E. E. Taenzler & Co., Inc. He has had twenty-four years' experience in the lumber business, both at home and abroad, has traveled extensively and is thoroughly familiar with the requirements of the markets both in America and Europe. The firm has only been recently organized and began business February 15.

The Moffett-Bowman Lumber Company, with headquarters at Madison, Ind., has broken ground for a hardwood mill in this city, which will have a capacity of 40,000 feet per day. The mill is to be located in South Memphis, where a tract of a little more than five acres has been secured. The main buildings will be fireproof and the most improved machinery will be installed. The firm hopes to have this plant in operation within less than ninety days. The headquarters of the company will continue at Madison, but, as in the case of a number of other northern firms, the mill will be located in Memphis in order that it may have its plant closer to the base of timber supply.

The Perkins Lumber Company, which has a capital stock of \$25,000, has been organized here. The company will buy and sell lumber at wholesale, but the management states that later a sawmill may be erected here. H. E. Perkins, Frank Calville, H. F. Harwell, E. C. Perkins and L. E. Brown are the principal incorporators.

The Michigan-Arkansas Lumber Company has received the machinery and equipment for the band mill which is being erected at Nettleton, Ark., and work on the plant is now being rushed. The capacity will be 40,000 feet. The company owns between 4,000 and 5,000 acres of timber land, and in order to prepare facilities for its development it has already built several miles of railroad connecting with the St. Louis, Iron Mountain & Southern. The engine and machinery for the plant are now being placed.

Machinery for the box factory recently located at Hope, Ark., has arrived and it is now being installed. The plant will be used for the manufacture of box shooks and will have a capacity of 15,000 feet.

The Mercantile Lumber Company has purchased a tract of land in one of the suburbs of Jackson, Miss., paying therefor \$6,500. It proposes to erect a lumber plant and ice factory on this property, representing an investment of about \$50,000. It will employ between sixty and seventy-five men.

The Mississippi Valley Transportation Company has had officials here during the past few days investigating a site for adequate dock facilities and river terminals. They have not definitely decided upon any location, but they state that they propose to have everything ready at Memphis, St. Louis and New Orleans before the actual service is inaugurated. They estimate that it will require the expenditure of several hundred thousand dollars to meet the requirements of the situation here, and state that service will begin not later than August or September of this year, as some of the boats are already being constructed. Some of the lumbermen here are stockholders in this company and are very much interested in the movement because they believe that heavy traffic, such as steel, iron and lumber, should be handled by boat instead of by railroad, leaving the lighter and more profitable class of freight to the latter. Lumbermen here have been strong advocates of the deepening of the Mississippi and they believe that the establishment of a successful carrying business on this

stream would do more than anything else to forward this movement. Officials of the company state that they do not expect to monopolize traffic, but they have made it quite clear that they will furnish considerable competition for the north and south lines of railroad.

The New Orleans, Mobile & Chicago Railroad Company, the reorganization of the old Mobile, Jackson & Kansas City railroad, has decided to open offices in this city. John F. Ryan has been appointed traveling freight agent and will make his headquarters here. Mr. Ryan is the right-hand man of President Louis S. Berg of the New Orleans, Mobile & Chicago, and his appointment to this position is regarded as significant. The company has a line in operation from Mobile to Middleton, Tenn., and it is seeking an outlet north. It will have no difficulty whatever in entering Memphis for the reason that the line running up from Mobile crosses both the Frisco System and the Southern railway a short distance east of Memphis. Lumber interests will welcome the opening of freight offices here by this road because it will provide another outlet for their shipments of lumber intended for Europe.

It is probable that Memphis will have another north and south trunk line as a result of the reorganization of the Dyersburg & Northern into the Chicago, Memphis & Gulf, and plans for extending the old road, which ran from Tiptonville to Dyersburg, Tenn., a distance of thirty-one miles, northward to Cairo, Ill., via Hickman, Ky., and southward via Memphis and Yazoo City, Miss., to Jackson, Miss. President Latta of the reorganized company is authority for the statement that surveys will soon be made for the northern extension and that plans have progressed to such an extent that the bonds are soon to be placed on the market. He says that the road is to be a water level line from Cairo to Jackson. It is believed that the Burlington System is back of this movement. It has a line of railway practically into Cairo and this will, if extended to that point, make direct connection with the new road. At Jackson, Miss., connection is made with the New Orleans & Great Northern for New Orleans, and this will give a line of railroad running from the extreme Northwest to New Orleans. The Frisco System is also believed to be interested in the movement to some extent. It is stated that the Frisco and the Chicago, Memphis & Gulf will build terminals jointly on the tract which was purchased some time ago by the Frisco System and now being held in trust by former President A. J. Davidson. Since this announcement was made options have been taken on about \$250,000 worth of property by the Chicago, Memphis & Gulf adjacent to that held by the Frisco. It is also suggested that the Frisco System will use the new line from Memphis to New Orleans instead of the arrangement it now has. Construction work on the new line, according to President Latta, will begin not later than September 1, and the road is to be completed within nine months after grading has been finished.

W. A. Matthews & Co. have purchased 8,882 acres of white oak timber near Pine Bluff, Ark., from the Kendall Lumber Company. This is one of the largest tracts of white oak timber land left in the South, and the purchasing company proposes to develop the timber thereon for use in the manufacture of staves and other tight cooperage stock.

Plans are under way for the reopening of the plant of the New South Plow Works at Columbus, Miss., among the largest of its kind in the South. The plant was recently purchased by Messrs. Lundegren and Craig of Ohio. These gentlemen are engaged in the manufacture of buggies in Ohio, and it is stated that they will probably establish a buggy plant at Columbus also. The plow works have been idle for the greater portion of the past two years.

C. A. Stuck & Sons, Jonesboro, Ark., are enlarging their planing plant and sawmill and will spend a considerable amount in improvements.

The Indiana & Arkansas Lumber & Manufacturing Company is preparing to make extensive improvements at Mariana, Ark. Among the number is the building of concrete foundations for its lumber stacks, covering about twenty-five acres. Concrete foundations are becoming more popular for lumber stacks, while some of the lumber manufacturers here are making use of Kaolin as a covering for their yards. The company held its annual meeting a few days ago and the officers and directors express themselves as very well pleased with the results of the past year. The plant of the company at Mariana is under the management of Capt. M. P. Fulton.

The Franklin Carriage Company, according to dispatches received here from Jackson, Tenn., will be sold at the office of the company to satisfy the creditors. For some years this company was very successful and paid handsome returns on the investment. The management, however, is unable to finance it further and it will be sold in order that the claims of the creditors may be taken care of.

Max Sondheimer, president of the E. Sondheimer Company, has been out of the city for some time. At the offices of the company, however, it is announced that the mills are going on full time and that business is very good.

The J. W. Thompson Lumber Company has sold its Berclair (Miss.) mill and the remainder of its timber holdings at that point to lumbermen at Greenwood, Miss. It is estimated that there is between 600,000 and 700,000 feet of timber still available.

The Laub-Fish Lumber Company is running all of its woodworking plants and its big band mill at Charleston, Miss. It began work on the railroad between Charleston and Chaney some time ago, but will be able to do little on this until the weather is more favorable. The management reports the outlook as quite encouraging, declaring that the demand is much better and that there is considerable scarcity of dry stock.

George C. Ehemann of Bennett & Witte has returned from New Orleans and other southern points. Mr. Ehemann also reports business as better and the outlook as more favorable.

The Central Arkansas & Eastern Railroad Company has been authorized to extend its line for a distance of thirty-five miles. The first fifteen miles will be built in a southeasterly direction from McGregor, its present terminus in Lonoke county, to Stuttgart, in Arkansas county, while the last twenty miles will extend from Stuttgart in a northwesterly direction to a connection with the Rock Island System in Prairie county. Its capital stock will be increased from \$100,000 to \$800,000. There is a large amount of timber in the section through which the extension will be built and the new line will afford facilities for its development.

## NASHVILLE

An interesting business change of the past few days has been the resignation of Thomas L. Leseuer, president and general manager of the Brown Chemical Company, to become secretary to the W. J. Cude Land & Lumber Company. Mr. Leseuer is not without experience in the lumber business, as for a number of years he was with the well-known firm of Love, Boyd & Co. He is an alert and efficient young business man and his friends are confident that he will achieve still greater success in his new position.

Fifteen thousand finished cedar buckets were completely destroyed by fire the other night at Murfreesboro, Tenn., when the Tennessee Red Cedar Woodenware Company's plant was burned. The origin of the fire is a mystery as the plant had not been running for over a week. About \$27,000 insurance was carried. The plant will be replaced in the near future. This plant was the largest of the kind in the world. It was located about three-quarters of a mile from the central part of the city and owing to the slick and sleety condition of the streets the fire department was slow in getting to the fire. The



plant was formerly owned by the Prewitt-Spurr Manufacturing Company, but was recently sold to J. M. Overall, W. W. Vaught and W. L. Patterson, all of Murfreesboro.

Nashville, in the death of W. K. Phillips last week, lost another of its most useful citizens, a man like John B. Ransom who was prominently identified with the most progressive business interests of the city, and one interested in several big lumber concerns here. Mr. Phillips died suddenly in Florida while there for his health. He was vice-president of the Nashville Hardwood Flooring Company, a director in the firm of John B. Ransom & Co., a director in the W. J. Cude Land & Lumber Company, a director in the Fourth National Bank, president of the wholesale grocery firm of Phillips-Trawick Company, a director in the Cumberland Telephone and Telegraph Company, a director in the Carnegie Trust Company, and was interested in other prominent business concerns. His funeral was attended by many prominent lumbermen and other business men and was one of the largest seen in Nashville for many a day.

A committee of stockholders of John B. Ransom & Co., Nashville Hardwood Flooring Company and the W. J. Cude Land & Lumber Company, has adopted strong resolutions on the death of Mr. Phillips. This committee was composed of A. B. Ransom, J. B. Ransom, Jr., Walter Keith, J. W. Love, and R. T. Wilson. The Fourth National Bank also adopted similar resolutions upon his death.

In the removal of George C. Brown & Sons to Memphis, Nashville has lost one of its prominent hardwood concerns. This firm for some time has had a yard in Memphis and now the headquarters of the concern will be located at the Memphis yards. This firm is a manufacturer of all kinds of hardwoods. Lewis E. Brown will be president, Butler Smith of McMinnville will be vice-president, and G. E. Reynolds treasurer. Attendant upon the removal to Memphis is a reorganization of the company with a capital of \$100,000.

Arthur B. Ransom of John B. Ransom & Co. has recently been elected vice-president of the organization that is raising funds for the erection of the Galloway Memorial Hospital in Nashville, to commemorate the late Bishop C. B. Galloway of the Southern Methodist Church. Already between \$40,000 and \$50,000 have been raised.

A bill has been filed in the United States Court at this city by the Lumber Underwriters, the well known lumbermen's mutual fire insurance company of New York seeking to restrain State Insurance Commissioner Reau E. Folk from revoking the license of the company to do business in Tennessee. Judge Sanford has set the hearing on the application for injunction, for February 26 at Knoxville. The license of this company was recently revoked by the Tennessee Commissioner when the Lumber Underwriters, without the consent of a party suing them, transferred the suit to the Federal Court. The Underwriters claim that this Tennessee law is in violation of the Federal constitution.

W. J. Butts, who has been with the W. J. Cude Land & Lumber Company for some time, has accepted a position with John B. Ransom & Co.

W. J. Cude, after an attack of grippe lasting two weeks or more, is out again.

## LOUISVILLE

"Old Kentucky Home" from now until after the convention of the National Hardwood Lumber Association will be the favorite song of lumbermen. Begin to practice now, for it has been decided and the word has gone forth that on June 9 and 10 Louisville—the Seelbach hotel—will be the refuge of at least a thousand of the faithful. Frank F. Fish, secretary of the association, was the guest of the local Hardwood Club at the meeting February 15. The conven-

tion was discussed informally and C. M. Sears, Barry Norman and Mark Brown were authorized to continue the arrangements for entertaining and completing all details.

Railroad men still hold the floor with the club, in spite of the interest that is felt in the work of the convention. C. C. McChord, former member of the Kentucky Railroad Commission, addressed the members regarding reshipping arrangements in effect on lumber in Louisville as compared with like arrangements at other points.

Mr. Wickliffe of the C. C. Mengel & Bro. Company, who was interviewed by the RECORD correspondent, reports business as "just whooping." January was a splendid month for the firm and, though hard to realize, the company has broken all records this month, though not half over and the shortest month of the year.

C. R. Mengel and D. C. Harris of the same company left recently for Pensacola, Fla., where they are to meet one of their ships that is bringing a cargo from British Honduras. They expect to be gone but a few days. Luckily, the company can get all the cars it needs. It is ordering ahead and one day last week had eleven on its siding; all of the eleven were loaded and shipped by the following evening. It is using its entire yard force to load as many cars a day as possible.

Mark Brown of W. P. Brown & Sons' Lumber Company is busy not only at his work in the office, but also in making arrangements for the convention. Heavy ground is hindering them somewhat in handling, especially as orders are coming in steadily. All the traveling men are seeding in good business and inquiries are numerous.

A. E. Norman was very busy with a customer when the RECORD correspondent called, but found time to say that he is well pleased with business and his appearance proved his words. Although it was raining and sleeting, the yard force was busy doing what they could in the weather, as Mr. Norman put it.

C. M. Sears of the E. L. Davis Lumber Company recently returned from a month's business trip. He is highly optimistic over business conditions generally. He will probably stay at home now for a while to help out on the executive committee of the Hardwood Club, of which he is one of the hard-working members.

Barry Norman, president of E. B. Norman & Co., has returned from a week's visit to French Lick. He is looking fine and is very busy at his desk, where a bunch of work piled up for him in his absence. The company is going full speed and expects to do a larger business in February than in the preceding month. Mr. Booker is kept going all the time, as the box factory, his department, is shipping and delivering cases as fast as they are turned out.

D. E. Kline of the Louisville Veneer Mills and his son, Harry, when the RECORD man called were busy in the yard and factory. They had just received notice from the railroad company that there were seventeen cars of logs on the track for them. Mr. Kline, although very near the river, prefers to get his logs by rail; he says he finds the logs in better condition than those that come by water and they have fewer defects.

H. J. Gates of the Louisville Point Lumber Company left February 14 for a week's trip through Ohio. Ed Shippen and his two oldest boys, whom he is breaking into the lumber business, were busy in the yard. They have not removed all of the logs received lately from the river, although they are slightly alarmed at the prospects of a flood resulting from the snow that is now in the mountains, combined with heavy rains. Their stock is somewhat broken as a result of the big business of January, and their shipments East are large. Mr. Shippen enjoyed the Cincinnati convention from a business standpoint as well as for the entertainment features. He took some nice orders and looks for a banner year for his concern. Inquiries are coming in fast and they have a number of orders ahead.

The North Vernon Lumber Company is moving

along with the rest of the hardwood people. Mr. Hess said that the high grades are moving better than ever before at this time of the year, but he complains of a lack of business in the low grades.

Mr. Davis, in charge of the lumber department of the Mengel Box Company, reports a splendid business with quartered oak and poplar moving most freely. January was a good month and both branches of the firm's business are gaining every day over the receipts of last year.

The Ohio River Saw Mill Company has all the work that its force can take care of. Collections are improving and inquiries and orders are coming in fast.

The Wood-Mosaic Company, New Albany, is having a fair business. Mr. McLean recently left on a three weeks' business trip in the East.

It is only a matter of time now before the Kentucky and Indiana Bridge Company will either rebuild or put up an entirely new structure. A consultation with expert engineers was held in this city this week and I. G. Rawn, president of the Monon, and C. C. F. Bent, vice-president of the Baltimore & Ohio, were present. The Southern railroad was represented by General Superintendent C. L. Harris. The above mentioned roads own the bridge, having bought it at the time that it went into the hands of a receiver some years ago.

The shipping interests of Louisville are anxiously awaiting the decision of the Kentucky Railroad Commission in regard to the demurrage rules, that have been proposed for Louisville by the Interstate Commerce Commission. The result of the conference with Louisville business men which was held on February 3rd, was to have been announced the 17th, but it is put off again and is expected during the next ten days. The Hardwood Club in connection with the Commercial Club and all shipping men except the coal people, put themselves on record, as being in favor of the rules, and even went so far as to propose to the state commission that the same rules be adopted throughout the state.

D. C. Harris, traffic manager of the C. C. Mengel & Bro. Company, is a prominent factor in the new movement of the Traffic and Transportation Association of this city. The idea is to promote better feeling and knowledge among the shipping interests and the railroad men of this vicinity, and to accomplish this, a nominating committee has been formed of which Mr. Harris is a member, to secure some leading merchant or railroad man to make an address after luncheon, at noon on Tuesday of each week, to be followed by a general discussion among those present. The plan will be given a trial on next Tuesday and very satisfactory results are looked for.

At last the appropriation for the Ohio River is assured. The river gets for the first year, over \$4,000,000, including cash and amount authorized, with the usual maintenance fund and work in some places has already been begun. Locally, the most important feature will be the work of widening the canal. A year and a greater part of the appropriation will be spent in securing the necessary sites and the completion of the plans. The appropriation will give the Tennessee and the Cumberland all-the-year navigation and will open up a territory that, as far as timber and coal is concerned, is still in its infancy. While we cannot have navigation the year round on the Ohio for the present, the appropriation will give us the assurance that the work for a nine-foot stage is moving at last.

The Salesmen's Protective Association is the name of a new organization formed February 10, but the wholesale lumbermen and salesmen, who attended the recent convention of Kentucky retailers. The following officers were elected: President, W. C. Ballard of Louisville; vice-president, W. G. Loyer, of Cincinnati; secretary, R. McCracken, of Cincinnati; treasurer, E. M. Eastland, of Louisville. The membership is composed of about fifty traveling men and wholesalers in the Ohio Valley and the Middle West.

The Kentucky Hardwood Flooring Company

has filed an amendment in the county clerk's office, changing its name to the Louisville Planing Mill & Hardwood Flooring Company, and increased the capital stock from \$75,000 to \$100,000 in shares of \$100 each. The following signed the articles: Olof Anderson, W. V. Sheperdson and M. C. Imords.

The J. T. Morgan Lumber Company, which does a large business in western Kentucky and southern Illinois, is moving its general offices from Paducah, Ky., to Louisville. The change is made owing to the ill health of J. T. Morgan, who has suffered from malaria, during the three years that the office has been in Paducah.

The Teass and Davis Lumber Company, Paintsville, has filed articles of incorporation, with a capital stock of \$10,000. The incorporators are: John W. Teass, Harry Davis and John E. Buckingham. Buying, selling, manufacturing and handling all kinds of timber will be done.

On February 6th fire destroyed the lumber warehouse of J. L. Hilton with \$4,000 worth of lumber. Mr. Hilton carried about \$1,500 in insurance.

Charles Potter, aged sixty-six years, a lumber dealer of Bowling Green, Ky., died in Louisville in a sanitarium, where he had been for the last six months receiving treatment for organic heart disease.

## ASHLAND

The Wright-Saulsberry Lumber Company has closed its mills for a short time, but expects to begin on the steady run in a few days, as it will receive a large amount of timber on the present tides. Business has been very satisfactory and it has loaded out a large amount of boards the past two weeks and received a nice lot of very desirable orders for car stock.

The Ashland Lumber Company is expecting its new carriage at any date and will also make other repairs on its band mill, getting same in readiness for steady running in a short time. The company has considerable timber in the Big Sandy. It advises business satisfactory in its retail and planing mill business.

J. H. Kester of the Southern Hardwood Company advises business very satisfactory. A nice lot of orders have been received for immediate and future shipments.

E. J. Bush, lumberman of Hamilton, Ont., was in our city recently buying several cars of lumber. He advises that business in Canada is good. Prospects for this year are encouraging.

The Whisler & Searcy Company of Ironton, O., is operating its band mill at Farmers, Ky., and loading large amounts of car stock and construction oak. Mr. Searcy advises business encouraging and the receipt of large orders for car oak and oak boards.

The Clearfield Lumber Company of Clearfield, Ky., is operating its mills steadily and has large amounts of stock on hand. It is receiving desirable orders for car and export stock as well as boards. In addition to its saw and planing mills the company operates thirty miles of standard gauge railroad over which it hauls its timber to the mills. The company expects to begin running its plant night and day March 1 in order to take care of the large business for future shipments.

The Yellow Poplar Lumber Company of Coal Grove is making favorable reports as to the orders received and the amount of shipments it is making at the present time. It is operating its mills full time and is looking forward to one of the best years of business ever experienced.

S. M. Bradley, lumber dealer of Morehead, Ky., was a business visitor in our city, calling on our several lumbermen and buying and selling lumber. Mr. Bradley advises business satisfactory and looks forward to a good year's business in all lines of lumber.

Irvin Earl, lumber dealer of Detroit, was a business visitor in our city this week. Mr. Earl advises that the Detroit markets are becoming

very active and that large amounts of stock are moving into the city.

The Teass & Davis Lumber Company has been organized at Paintsville, Ky., with a capital stock of \$10,000. The incorporators are J. W. Teass, Harry Davis and J. E. Buckingham. The company has been organized for the purpose of buying, selling and manufacturing all kinds of lumber. It owns considerable timber and expects to do a nice business during this year.

## ST. LOUIS

A national association of slack barrel staves, heading and cooperage manufacturers was organized here last week at the Planters hotel. J. T. Wylie of Saginaw, Mich., was elected president, and H. C. Whitney of Detroit secretary. About seventy-five representatives of fifteen states attended the meeting. It is planned to take in several kindred associations.

Miss Gladys Little, daughter of Mrs. P. B. Little and the late P. B. Little, president of the Little Lumber Company, of this city, was married on February 2 to J. Gordon Carew of Cincinnati, O. The wedding took place in the afternoon at the residence of her uncle. After the ceremony the bride and groom left for a wedding trip to Cuba.

At the meeting of the board of directors of the Lumbermen's Club of St. Louis, held recently, A. H. Bush, who has been a most capable and efficient secretary for the past two or three years, was reelected.

W. R. Chivvis says there is a fair demand for cherry and walnut. There has been a better movement during the past few days in these two items of hardwood than for several months past.

C. M. Jennings of the Berthold & Jennings Lumber Company says there has been a nice improvement in hardwood lumber recently. Car material, he says, is in quite good request. G. P. Shehan, who has been on a business trip to Chicago, has returned home with quite a nice batch of orders.

A seasonable number of orders is reported by E. H. Luehrmann of the Chas. F. Luehrmann Hardwood Lumber Company. All items of hardwood show a better movement. Red gum in particular is having a satisfactory sale, and Mr. Luehrmann is anticipating a large business when the weather becomes more seasonable.

R. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, who has been in the South on some deals, has returned. Quite a nice business in hardwood is reported by Mr. Page. The hardwood department of the company is becoming more important and from the amount of business being done will eventually become quite a factor in the hardwood trade of St. Louis.

J. G. Ganahl, president of the Fidel Ganahl Lumber Company, has returned from a business trip to several northern points. The company has recently increased its capital stock from \$50,000 to \$100,000 and is planning to acquire several additional retail yards in the city soon.

The volume of business sent in by L. M. Borgess, secretary of the Steele & Hibbard Lumber Company, is quite satisfactory. He was up in Iowa when last heard from.

S. C. Major, a well-known Memphis, Tenn., hardwood lumberman, was a recent visitor here, as was also W. H. Russe of Russe & Burgess, Inc.

George E. Cottrill, secretary of the American Hardwood Lumber Company, reports quite a brisk business. Nearly all the items on the hardwood list are in demand. Prices are firm.

## MILWAUKEE

R. E. James has been made sales manager for W. E. Cooper, Milwaukee, wholesale lumberman, with offices in the Majestic building. Mr. James reports a steadily increasing volume of business.

C. P. Crosby, wholesale hardwood lumberman of Rhinelander, Wis., was a recent Milwaukee visitor.

J. L. Wells, manager of the Girard Lumber Company at Dunbar, Wis., recently called upon Milwaukee friends.

The Wausau Box & Lumber Company of Wausau has taken up the manufacture of step-ladders. About 1,000 ladders have already been put out, and if these meet with a good sale the company will equip its plant for a large production. The company has recently increased its capital stock from \$25,000 to \$100,000.

The sawmill and planing mill of the N. S. Washburn Lumber Company of Sturgeon Bay will be placed in operation at once. The company has a log supply of 250,000 feet on hand.

The headquarters of the Badger State Lumber Company has been moved from Durand to Menominee, Wis.

The Willow River Lumber Company of New Richmond is erecting a new dry kiln.

According to loggers and lumbermen, the present season has been one of the most successful for the logging industry in Wisconsin in several years. Inadequate car service as a result of snow blockades has caused considerable inconvenience.

The South Side Lumber Company of Milwaukee has increased its capital stock from \$30,000 to \$50,000.

The A. S. Trow Lumber Company of La Crosse has sold its abandoned sawmill to Oscar M. Thomas and Oscar Larson, who will tear down the structure. The disposal of the Trow mill winds up the sawmill industry at La Crosse.

The Iron Range Lumber & Cedar Company, a Michigan corporation with \$34,000 capital and \$22,000 interest in Wisconsin, has filed a statement to transact business in this state.

The new plant of the Monico Excelsior Company at Rhinelander has been placed in operation. Excelsior, shingles and box material will be manufactured.

The Spoke, Stave & Heading Company of Spring Valley, Wis., has placed its plant in operation.

The receipts of logs and the shipments of lumber from the port of Washburn were practically doubled last year, according to the figures of D. W. Corning, port collector.

Charles O'Hara of Marinette, Wis., has been made sales manager for the Brown Lumber Company of Chicago, covering Wisconsin, Michigan and Minnesota. His headquarters will be at Ontonagon, Mich.

The new stave factory of the Michigan Hoop & Stave Company of Marinette has been placed in operation. The company's hoop mill is also in steady operation.

The sawmill of the Fish-Johnson Lumber Company at Elcho, with a daily capacity of 25,000 feet, will be placed in operation at once.

Levi Withee of La Crosse, the last of the western Wisconsin logging kings of the old days, recently passed away at the age of seventy-six years. He was widely known in business and public life of the state.

The Underwood Veneer Company of Wausau has been incorporated with a capital stock of \$20,000 by J. W. Bishop, J. A. Underwood and J. M. Smith.

The Racine Manufacturing Company, manufacturers of piano stools and automobile bodies at Racine, has increased its capital stock to \$400,000 and has decided to remain at Racine. Contracts have already been awarded for the erection of the first of the new buildings which will be built this spring to replace the plant destroyed by fire a few months ago.

The Diamond Lumber Company of Green Bay is now putting the steel work into place in the new sawmill which it is erecting to take the place of the plant destroyed by fire last summer. The mill will be strictly fireproof and a modern plant in every respect.

Robert L. Gates, secretary of the John L. Gates Land Company of Milwaukee and son of the millionaire lumberman, John L. Gates, was married at Chicago recently to Miss Mayme Doyle, a stenographer formerly in the employ of the Gates Land Company.

William Crook of Eureka, Cal., an employment agent, has been in northern Wisconsin recruiting woodsmen for service in the far West.

Various improvements are being made at the sawmill of the M. H. Sprague Lumber Company at Washburn. A new engine and resaw are being installed and the capacity of the plant is being increased.

The H. M. Johnston Lumber Company of Baraboo has increased its capital stock from \$25,000 to \$75,000.

Henry Labrie of Rice Lake has taken a two-year contract for logging with the Arpin Lumber Company.

The Monticello planing mill, owned by Wittwer & Urban at Monticello, has been sold to George Bleiler of Postville.

The plant of the Roddis Veneer & Lumber Company of Marshfield is crowded with orders and is in busy operation.

### WAUSAU

The S. W. Miller Piano Company of Sheboygan, will build a new factory in the spring. Plans have been drawn and several factory sites are being considered. At present it manufactures about sixty-five pianos per month.

Herbert E. Cooley, formerly of Fredonia, has opened a cheese box factory in West Bend, and will consume large quantities of elm.

Plans are well under way for the establishment of a wagon factory in Edgerton, the company to have a capital stock of \$50,000. Nels Halverson, superintendent of the Stoughton Wagon Company and owner of several valuable plants, will be in charge. The manufactory will start with about one hundred hands.

The Underwood Veneer Company of Wausau has increased its capital stock from \$20,000 to \$120,000.

The Central Lumber Company will cut 9,000,000 feet of timber this winter east of Knowlton. This company is provided with all modern logging equipment.

J. H. Schepp, will saw out a stock of 7,000,000 feet of hardwood logs at Pine River this winter. He will then overhaul his mill and install new machinery.

The Kiel Furniture Company of Kiel, Wis., has secured permits to erect new buildings valued at \$20,000. One will be a boiler room, one a dry kiln, another a warehouse.

Work has been commenced on the building of the new sawmill of the J. R. Davis Company at Phillips, which will replace the mill destroyed by fire October 20. The plant will be larger than the one burned and modern in every detail.

Because of the high tariff placed on its goods the Gold Medal Camp Furniture Company of Racine will establish a factory in Ontario, Can., where orders for foreign shipment will be manufactured. The company has increased its stock from \$60,000 to \$300,000.

The Crocker Chair Company of Sheboygan is building a four-story addition at a cost of \$8,000.

A load of thirty-four logs, scaling 14,130 feet, was recently hauled by one span of horses at the camp of Geo. Monty near Cranston.

Stimulated by a rising market for all lumber products, logging operations in Wisconsin and northern Michigan are unusually active this winter. The cut will be much larger than for several years.

### MINNEAPOLIS

The Twin City factories are enjoying a splendid run of orders for spring delivery, and prospects for the hardwood trade have never been better.

Most of the wholesalers who depend on contracted stocks for their supply have been out lately looking over northern hardwood supplies. They report that the season has been very favorable for logging and that there will be a larger output of birch, maple and basswood this spring than there was last year. There is an abundance of snow and the recent cold snap has put the roads in good shape. The scarcity and high price of birch has given an impetus to logging where there is good birch timber, but no one fears overproduction in that line now.

C. F. Osborne of Osborne & Clark, the local hardwood wholesalers, has returned from an extended trip through southern territory, where he was looking up supplies for their trade. He traveled to Tennessee, Arkansas, Oklahoma and Texas, and found the hardwood mills all enjoying prosperity and selling their upper grades readily. He says they are getting quite an accumulation of the low-grade stocks, which will cause trouble. The supply of hardwood in better grades in the South he found to be small, and most of it too green to ship.

E. Payson Smith and F. H. Long of the Payson Smith Lumber Company have been in northern Wisconsin looking at some large propositions in the way of hardwood stocks for contracting, but Mr. Smith reports that his company already has a large line arranged for and does not care to increase it much at this time.

F. J. Lang, representing the Wisconsin Land & Lumber Company of Hermansville, Mich., is in the city looking after the Twin City trade. He was prevented by illness from coming at his usual time, during the retailers' convention, but has recovered and is hustling for trade again.

E. H. Broughton, manager of the hardwood department of the Krueger-Powell Lumber Company, has been in Wisconsin territory looking at some stocks offered for sale.

D. F. Clark of Osborne & Clark, Minneapolis, has returned from several days' business trip in Wisconsin.

### SAGINAW VALLEY

The snow has been deep and it came on in the lumber woods before the ground was frozen, which has interfered to some extent with logging. Some operators are winding up, while others will continue cutting and hauling as long as the snow lasts. The output of eastern Michigan this winter is expected to be considerably larger than that of a year ago.

S. L. Eastman of Saginaw, who is also the heaviest stockholder in the S. A. Robinson Lumber Company, operating a new mill near South Branch, Ogemaw county, has purchased the mill, equipment and timber of the Prescott-Miller Lumber Company, near Rose City. C. H. Prescott & Sons being the heaviest stockholders. The deal involves about 10,000,000 feet of timber. This will be cut and railed to the Robinson mill. The Prescott-Miller mill will cut up the stock in its mill yard.

The Cheboygan mills manufactured 6,720,000 feet of hardwood lumber last year. The Embury-Martin and Olds mills are both cutting hardwood at the present time. All the lumber manufactured last season has been sold.

M. D. Olds is operating three camps and has five jobbers getting out logs, which are being hauled to the mill over his new railroad. His road runs south from the mill at Cheboygan, having twelve miles and a half of main line with eight miles of branches. In the spring another branch of seven miles will be constructed.

The machinery in the sawmill of the Michelson & Hanson Lumber Company at Lewiston, which after eighteen years' operation will go out of commission about May 1, has been purchased by Louis Jensen of Salling and will be moved to upper Michigan, where a mill will be put up on lands acquired by Mr. Jensen.

The Batchelor Timber Company's mill at West

Branch manufactured 5,000,000 feet of hardwood lumber last year and is being stocked for a good run the present year.

The new mill of the N. Michelson Lumber Company at Michelson, Houghton Lake, manufactured 300,000 feet of hardwood. Michelson is a new town the company has founded. It has a twenty-year cut of mixed timber and, beside the mill and shingle mill, has a number of business buildings and houses for the help.

The Handy Brothers' new wagon factory to replace the one burned at Saginaw, December 15 last, will be in operation early in March. One hundred men will be employed.

The Mershon-Bacon Company's new hardwood box factory will largely increase the capacity of its plant. The company is doing a very satisfactory business.

The Johannesburg Manufacturing Company recently sold 5,000,000 feet of maple lumber, which goes to the Thomas Forman Company's flooring plant at Detroit.

The new hardwood flooring mill erected by the Hanson-Ward Veneer Company at Bay City is in operation and employs eighty-five hands. The company also erected new dry kilns and warehouse and has a large lumber yard in connection, which is being stocked with several million feet of lumber.

### CADILLAC

There has been no general change in the hardwood market during the past two weeks. The market for maple and birch is strong; soft elm is firm; beech is slow; basswood is not active, and ash and rock elm are quiet.

The recent snow storms in Michigan have impeded freight traffic to a considerable extent, tying up the Northport branch of the G. R. & I. for a week and delaying traffic on the main line and other branches has also handicapped manufacturers in getting out logs, more of which have been cut by the farmers in this vicinity and hauled to Cadillac than for several years. It is estimated that 2,000,000 feet of hardwood logs will be brought into Cadillac on farmers' sleighs this season.

F. A. Diggins, Joseph Murphy and D. B. Kelley of Cadillac and H. A. Beaver of Beaver & Diggins are in Corpus Christi, Tex., on a shooting trip.

Charles T. Mitchell of the Mitchell Brothers' Company writes from the island of Jamaica of a pleasant trip and weather conditions fine. He expects to visit points in Cuba and in the United States before returning home.

There is a general scarcity of box cars in which to load flooring and higher grades of lumber.

The Michigan Shippers' Association, comprising many manufacturers at Grand Rapids and other points in western and northern Michigan, together with representatives from Saginaw, Bay City, Flint, Battle Creek, Kalamazoo, etc., recently had a conference with the Michigan State Railroad Commission in regard to reduced rates to the eastern seaboard. The Michigan railroads refused to make any reduction in the rates, and this movement is to put the question before the Interstate Commerce Commission. It is expected that the state commission will aid the shippers in bringing the question before the Interstate Commerce Commission.

Pellston, Emmet county, a husky city of 2,000 population, ten years ago was a wilderness. Lumbering made the town and still is the means of support to a large majority of its population.

Tindle & Jackson and the Pellston Turning & Manufacturing Company ship large quantities of broom handles. Tindle & Jackson are also interested in the manufacture of lumber and have a thoroughly up-to-date sawmill.

The Pellston Planing Mill Company is a manufacturer of maple flooring, basswood and hemlock siding. There is also a Bogardus Land & Lum-

ber Company, interests which manufacture a large amount of hemlock and hardwood lumber.

The lumber companies at this point have taken an active part in the Western Michigan Development Bureau and are interesting farmers to locate on their cutover lands. This policy has been assumed for a number of years and as the result the back country has rapidly been settled. Fine wheat, oats, corn, potatoes and ordinary farm crops are being raised. Many farms have been paid for with the first crop of potatoes. The outlook for this place is promising.

The Manistee Iron Works Company is increasing its capacity by the addition of a large boiler shop. It will manufacture the Butman boiler, a comparatively new invention that is meeting with favor. This new addition means employment to a large number of boiler makers.

## DETROIT

The Dwight Lumber Company has just completed a handsome addition to its office building. The interior is finished in hardwood with products of the factory. The flooring is the special Dwight brand, while the finishing was also manufactured in the company's plant. The new addition, which is used as a private office, is 17 by 26 feet in size. John Lodge, secretary of the company, reports the factory is very busy just now. He says the demand is much better than it was at this time last year.

John Dudley, Sr., of the Dudley Lumber Company of Grand Rapids, was in town on a business trip this week.

The plant of the Thomas Forman Company had a narrow escape from serious damage by fire last week. The blaze originated in the boiler room, but prompt and effective work by the firemen confined it to that section and the damage was only about \$800. Repairs were rushed and the factory lost no time, resuming operations next morning as usual. This is the second local hardwood plant to be visited by fire during the month, the H. W. Harding Company's plant being damaged to the extent of \$10,000 earlier in the month. New lumber sheds have been erected to replace those destroyed by fire at the Harding yards.

J. M. Clifford, large dealer in hardwoods, looks for a big spring business. "Thirty days after the event of good weather things will be booming in lively shape," says Mr. Clifford. "At present business is very fair and with indications pointing to a boom there is nothing to complain about."

William N. Kelly of the Brownlee-Kelly Company and John Commerford of the Detroit Lumber Company are making a two weeks' trip to Washington, New York and other eastern cities for a vacation both feel that they are entitled to.

William M. Dwight, manager of the Dwight Lumber Company, has been receiving the congratulations of the trade on his address before the Interstate Commerce Commission at Washington recently. His topic was "Milling in Transit," a subject which Mr. Dwight covered very thoroughly in his address.

The Brownlee-Kelly Company of Detroit has bought the entire cut of N. M. DeHass, Skanee, Lake Superior district. It included 2,500,000 feet of dry lumber on the docks and all the stock to be manufactured during 1910. The deal involved over 7,000,000 feet of lumber, of which more than 4,000,000 feet was hardwood. The company has also made other extensive purchases in the Lake Superior district.

John Stump of Armada, Mich., has purchased the band mill formerly owned by M. J. Thiesen at Sibley, a suburb of Detroit, and will remove it to a tract of timber near Imlay City.

Hardwood manufacturers are looking forward to the April meeting of the state association, which will take place at the Hotel Pontchartrain the last of April. No definite date was set, the executive committee waiting to see what dates the Detroit Tigers would play at home before

deciding when the meeting should take place. There are many warm baseball fans among the hardwood men, and if the meeting is held at a time when the Tigers are at home a big attendance is assured.

## GRAND RAPIDS

David W. Kendall, treasurer and general manager of the Phoenix Furniture Company, who has bought the lumber and supplies for this large concern for years, died of heart failure February 16 in the city of Mexico while on a pleasure trip. Mr. Kendall came to this city in 1879. He was a leading designer and has brought out many of the leading finishes used by the furniture manufacturers, such as antique oak, sixteenth century and early English, as well as the colored finishes, such as tobacco brown and forest green. He was fifty-eight years old and leaves a widow and an aged mother.

Henry S. Holden of the Henry S. Holden Veneer Company is in Norfolk, Va., visiting the company's southern plant for two weeks.

S. M. Bonner of the Chicago office of I. T. Williams & Sons has been calling on the veneer trade in this city during the past few days.

Fred I. Nichols of the Nichols & Cox Lumber Company has just returned from a business trip to Memphis and other southern points. He reports favorable trade conditions, with stocks moving well and everything that is dry sold up close. The company's plant here is very busy.

The Rice Veneer & Lumber Company is now well located in the Vinkemulder building, Campau street, with commodious offices directly across the street from its yards. The company now has much more room for its expanding business, with improved facilities in every way and an excellent trade is reported. President Rice was in Chicago a few days during the past week.

The Dennis Bros. Salt & Lumber Company is operating its three mills and flooring factory in

Osceola county with full forces. Hardwood is being cut this winter and the company has a four or five years' run there.

Henry G. Dykhouse of the Acme Lumber Company has purchased the plant of the Kalamazoo Interior Finish Company at Kalamazoo for \$80,000. Mr. Dykhouse was vice-president of the company. About two months ago the company was thrown into bankruptcy by the sudden disappearance of Louis Larsen, the manager. The business has been turned over to Mr. Dykhouse, who will continue to operate the plant.

The Michigan Shippers' Association, which was formed in this city during the past year with the primary object of securing lower basic freight rates between Grand Rapids, western Michigan and the Atlantic seaboard, will continue its campaign, though the general freight traffic men have recently replied that they could not grant the request. The matter has now been placed in the hands of the State Railway Commission and early relief is hoped for. President R. W. Irwin of the Michigan Shippers' Association and a prominent furniture manufacturer here, says: "Detroit has an advantage over us in eastern shipments by some 20 per cent, while it can ship west just as cheaply as we can. Points in northern Wisconsin can place products in Cincinnati as cheaply as can northern Michigan points, and shipments from Maine can go into southern cities at as low and perhaps lower rates than the Traverse City district. In the Saginaw campaign and hearing before the Interstate Commerce Commission the main point of refusal to grant the petition was the contention that relief given in a local rate would tend to disturb rates all over the state. This contention cannot apply in the present instance. We feel that in securing the active aid of the State Railway Commission we have made a substantial gain in our campaign. These rates have been in effect for many years and are maintained by powerful influences. Shippers of the state must fight hard shoulder to shoulder to secure relief."

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

## CHICAGO

General trade conditions for this city show no remarkable change, either for better or worse over conditions which prevailed two weeks ago. In general, there is a tendency on the part of both producers and consumers to "rest on the oars"; the former, as in the past, are asking more than the local market is willing to pay and the consumers are holding off with the expectation of a break in prices, due to overproduction or to the necessity for changing some of the stock into money. The question is who can hold out longer. Still, while business is not rushing, it is fair and in some lines could be called good.

Concerns which deal with the railroads say that they are not only extremely close with their orders but are slow in payments, conditions attributable to the over-caution of the public in bond investments, and hence financial shortage for the companies, and to threatened adverse agitation, and prosecutions, which very probably make the railroads rather timid in placing extensive orders.

Some concerns report difficulty in procuring piling and ties, oak ties in general being scarce generally and selling in Chicago for 71 to 73 cents, in carload lots. The increasing use of concrete products in the place of wood, as piling, posts, etc., will undoubtedly have a weakening effect upon the market for those articles, though such a change must necessarily be very gradual.

Heavy bridge timber handled by the same concerns, is in good demand and in red oak, stocks are low. Best grades bring as high as \$30.

The mahogany trade is good and promises a steady improvement. Prices have steadied, though no material advance is shown, and promises to improve as the year advances. The best grades of African mahogany are worth in Chicago 13 to 13½ cents per square foot.

The cypress situation is bright in most quarters and prices good, and improving. All grades except finish are low. The country trade is as yet not brisk and as that is the principal source of consumption of finish, stock in that grade is rather full.

Oak in general continues its irresistible advance and will continue to do so, though quartered white oak shows a slight fullness and has declined to a small extent. There is the usual scarcity in red oak.

Upper grades of birch have been sold for \$36; the spring supply hasn't really started to come in yet, and good stock is hard to get. Poorer grades of southern birch for boxing are selling well, and find a market as a substitute for gum in that capacity. Such stock is worth \$12 and \$13, gum bringing \$18. Poplar box boards are bringing \$62 and cottonwood for the same purpose, about \$55.

Maple and cherry, especially upper grades, are in good demand.

Basswood has not shown any great improvement over recent conditions.

## NEW YORK

The hardwood market at New York shows a fair volume of trade for this season of the year. The chief interest, however, in all branches of trade lies in the spring prospects, which con-



tinue very bright, the feeling being that there will be a good demand for hardwoods in all lines. So far as high-grade lumber is concerned, its market seems assured. Prices are very stiff right now; stocks are scarce and hard to get in any large amount at any one given point. Such stocks as are available seem to be in sufficiently strong hands to assure a permanency to values with every indication of an upward tendency when the spring demand commences to be felt. Much interest is shown in the low-grade market. While prices on these grades show some fluctuation and competition in many lines, there seems to be more freedom in buying and an improved tone to consumption in all branches which bids fair to be materially increased with the opening of the spring trade. It is therefore felt that if the production of low-grade hardwoods is not overstimulated, the spring and summer market should absorb all offerings at very fair and firm prices. To these conditions might be added one word of advice, and that is in the matter of any inclination or effort to force the market. It is no time to do so, and if the market be allowed to take its natural course there will unquestionably be a very satisfactory condition in hardwoods for at least the spring and summer season. Poplar, oak, ash, birch and chestnut seem to be moving most freely, but the whole list is enjoying more or less demand.

### BUFFALO

The deep snow and after that good business in lumber is still the feature. As a rule everybody is doing much more than would be expected in any winter with as many drawbacks as there are now. One lumberman recently said that it costs at least 50 per cent more to handle lumber in Buffalo now than in the summer.

There is not a weak spot in the hardwood situation. At one time white ash was rather dull, but it is improving. Agricultural implement factories are in the market for a considerable amount of this stock. Quartered oak and inch birch are scarce. Prices on all hardwoods are firm, showing an upward tendency.

### PHILADELPHIA

There has been a perceptible diminution in activity in the general lumber business during the fortnight, attributable to the recurrent storms, which have seriously interfered with building operations and hauling facilities. The hardwood end, although not up to expectations, has held up fairly well. Orders are increasing and, although not rushed, trading is satisfactory and prices are stiffening. Reports coming in from most of the eastern hardwood fields are to the effect that it is easier to obtain orders than to fill them. The good ends of oak, chestnut, ash and all of the standard woods, especially of the dry quality, are scarce. A sincere optimism obtains throughout the trade in spite of the handicap of a harassing season, and it is believed that 1910 will prove a good year for the hardwood business.

### PITTSBURG

Pittsburg has been afflicted with the worst series of doses of winter weather that she has ever known. Since December 15 the ground has been covered with snow. Several times since January 1 snows have fallen to a depth of twelve to eighteen inches on the level, which has seriously crippled lumbering operations and lumber shipments. Many mills have been down because of no water for months. Others have been forced to stop running because their logging operations in the woods were proceeding so slowly that they could not get their yards filled up. Shipments have been slow. In fact, many

mills for the past month have been shipping entirely on old orders. The retail yards also have been doing almost no business in the way of getting lumber out of their yards. Building operations have been at a standstill and all kinds of outside contracting work has been so much delayed that contractors and others who had purchased lumber have failed to take it away from the retailer. Collections are also backward. Prices, however, are holding well, and wholesalers believe that just as soon as the weather breaks there will be lumber business in plenty.

### BOSTON

While demand for hardwood lumber has not been really active in all its branches this month, the market has lost none of its strength and every sign points to continued firmness throughout the list. Although trading is not brisk, there has been a slight improvement and all dealers anticipate a further strengthening of values, if anything. There have been many inquiries which will lead to good orders. All advices from hardwood manufacturing centers show that stocks of desirable lumber are not large—in fact, offerings are much smaller than usual at this season of the year. The yard trade is still rather quiet, although larger sales have been made. The better grades of lumber have had the largest call, but low grades have come in for more inquiry and it is the consensus of opinion that if business this spring develops as it should there is no reason why the latter grades should not sell freely. Holders are not trying to force sales at this time. They are content, in most instances, to wait for the buyer rather than to seek him if by taking the latter course it means accepting a lower figure than they are holding at.

Reports from the manufacturers of furniture in the East find most of the factories running steadily, although many could take care of a larger volume of business if they had it. It is reported that desk manufacturers are in receipt of a larger business. Office furniture has not been in large demand for a long time, but now that general business is slowly gaining this class of furniture is moving better. The piano trade has been fair and the automobile industry is rather actively engaged in the East.

The call for quartered oak is good and dealers have been experiencing difficulty in obtaining just what they want. Prices are daily growing firmer. Plain oak, ash and maple are also firm. The advance in maple flooring, it is said, will help out the demand for southern pine flooring. Whitewood is firm and higher prices have been asked. But little change can be reported in North Carolina pine.

### BALTIMORE

While the zenith of prosperity for the current year has perhaps not been realized as yet, there appears to be a gradual upward movement in general trade conditions. All stocks show an increasing demand and a scarcity in some lines at the mills, leads a decided firmness to prices. Accordingly the prospective buyer is slow to place orders and contents himself with what business is already booked, hoping that he will be able to fulfill future necessities at a better figure. Manufacturers, however, confidently predict an advance in all values.

Mills along the Appalachian chain have been greatly interfered with by the weather conditions of the past two months, and the output has been very moderate. Southern plants have fared much better in this respect, and have managed to keep going most of the time. Most of the wood-working establishments that consume hardwoods have had enough work to keep them going full time and the yards have been called on to furnish about as much lumber as they could well expect to dispose of. The Middle West in

particular continues to be a large buyer in all lines, and at good prices.

Oak, ash, beech, chestnut and other woods are in very fair demand, and a quickening of the movement as the season advances is looked for. Some of the eastern yards are reported to have extensive supplies on hand, and to be placing orders only as their present holdings are distributed. Dealers, however, are buying with greater freedom, and in the aggregate the business done attains impressive proportions.

The feeling among the exporters is growing better all the time. They report increasing inquiries from abroad and predict that foreign buyers are getting into a position where an extensive replenishing of their assortments will become essential. Already there is noted a growing tendency towards better prices, and while they are not yet satisfactory to the shippers, the instances where the terms of the exporters are met have ceased to be rare. The exporters are in search of stocks and continue to buy with considerable freedom and at figures that indicate expectations of good returns. The activity in poplar seems unabated, and even the stocks of low grade do not at present exert heavy pressure upon the market.

### CLEVELAND

Business, while unsatisfactory, is not as brisk as it should be, owing to the unfavorable weather conditions. The winter has been a long and hard one and building operations have been tied up for the past three months. The hardwood end of the industry is not being as hard hit as other branches, but the effect is being felt nevertheless.

It is believed that with the opening of spring and the resumption of navigation that there will be a decided improvement in all lines of business and that the hardwood dealers will come to their own.

Oak and poplar are in good demand. Quartered stock is readily disposed of and plain oak does not have to go begging for buyers. The market for good wide clear poplar is as good as ever among the automobile concerns, while the narrower stock is also selling well for building purposes. Birch is in good demand with little stock being offered.

### COLUMBUS

Despite the continued unfavorable weather, which has practically stopped all demand in retail lines, the market for hardwoods in central Ohio remains steady. Manufacturing establishments are in the market for a large amount of stocks, and this has the effect of counteracting the dullness in the yard trade. Taking it all in all the demand is good, when the conditions are taken into consideration and prices have not suffered as a result of the lull. One of the best features of the trade is the good demand for car stocks. Factories making furniture, agricultural implements and vehicles are also in the market for a larger amount of material. Factories are taking a larger amount than the maximums contained in their contracts, and this condition has the effect of keeping up a strong appearance.

While no advances of any consequence have been announced within the past fortnight, all quotations hold firm. Manufacturers and shippers unite in the belief that just as soon as the winter breaks there will be a rush of orders, which will mean substantial advances in many varieties and grades. Red oak continues strong, and prices at the Ohio river are: Firsts and seconds, about \$50; No. 1 common, \$32; No. 2 common, \$20. Quartered oak is one of the strongest points in the market, with the supply limited.

Poplar is still in good demand from all sources. Chestnut is firm; small advance is recorded in sound wormy. Ash is moving along well, with



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prices steady. The demand for hickory seems to be expanding and strength is shown in that variety. Walnut is becoming stronger, and one of the best features is the better export demand. Other hardwoods are steady, and no declines are reported in any direction.

## CINCINNATI

Thirteen inches of snowfall the past week following several weeks of severe winter weather interfered with operations in the local yards to such an extent as to almost paralyze business. The railroads were severely handicapped in the local yards and the handling of cars was a source of much difficulty. The mails, however, continued to bring in a satisfactory volume of orders, which will necessarily result in a heavy business in the yards as soon as weather conditions permit.

There is a good inquiry for quarter-sawn white oak of good figure, and there is but a light stock to meet the demand. Plain-sawn white oak is meeting with a ready sale for all that can be procured. Red oak, both quarter-sawn and plain, is moving freely, with a very strong tone to prices. Chestnut is in moderate request for long stuff suitable for interior finish. Sound wormy of good grade is moving readily, while there is an abundance of low-grade material than can be had at very low prices. Poplar continues to be the leader in the activities of the hardwood market, with a good demand for clear wide panel stock. There is an abundance of ordinary grades, which is meeting with an active market. Low grade stock is plentiful and far in excess of the demand, though the movement of such poplar is quite satisfactory. Ash is in good demand, especially for heavy wagon makers' stock, which is not plentiful. Hickory is meeting with a fair demand for wheel and shaft and pole manufacturers' stock. Red gum is steadily coming to the front as a feature of the market for the furniture manufacturing industry. Walnut is in good supply and stocks are steadily increasing, owing to the weak demand from the exporters. Cherry is increasing rapidly in the stocks available, but the holders are certain of an early improvement in the foreign demand. The buying for export is very slow.

Cooperage is meeting with a steady and active improvement, with a brisk demand for tight cooperage, especially whisky barrels. Slack cooperage is showing some activity. There is a good demand for white oak staves.

Box manufacturers continue to enjoy an active business. There is a good demand for merchandise and heavy packing cases, while the demand for small boxes is very brisk. Bottle boxes are in strong demand, with a fair inquiry for egg cases.

While present indications for building do not augur well for a brisk season, there are those that say that the opening of the spring and favorable weather will bring better conditions. As compared with last year the building contracts made to date are far short.

There is a little more activity in building lumber, especially for interiors and the class of work manufactured by the planing mills and sash and door factories.

## INDIANAPOLIS

In view of the fact that Indiana has been visited by the worst snow storm and blizzard in more than twenty years, during the last two weeks the hardwood lumber business has been rather dull. Traffic has been seriously interfered with, but is now resuming a normal condition. For several days it was practically impossible to make shipments. As soon as the snow thaws it is expected that business will renew with vigor, as numerous inquiries are being received, and hardwood manufacturers and

dealers have some very substantial orders on their books.

## EVANSVILLE

The market for hardwood lumber in this section has been very good for the past two weeks. Business was stimulated quite noticeably by the meeting held the first of the month at Cincinnati. Owing to the inclement weather not as much lumber has moved up to the present time as might reasonably be expected. However, if the weather continues good February will be a fair month in point of shipments.

Demand is stronger for almost all kinds and grades of lumber, with poplar in the lead. Plain oak is in fair demand, but the overproduction has tended to make prices a little unsteady. Quartered oak is in active call, with prices advancing. Local furniture factories are all running full time, while a few are running a night shift.

## MEMPHIS

The demand for hardwood lumber is very good and the volume of business is increasing. Both manufacturers and wholesalers acknowledge that conditions are better than for a number of months as regards the amount of business being done, and there is also considerable unanimity regarding prices. It is generally conceded that values are higher now than they have been at any time since the improvement began last fall, and it is pointed out that in some cases, notably in plain and quartered oak, prices are higher than they were before the financial depression. The demand is still proportionately larger in the higher grades than for the lower, but there has been a perceptible increase in the call for the latter. This is particularly true in the case of oak, ash, cottonwood and gum. There is a very satisfactory call for cypress and the movement in the upper grades of cottonwood is good. Cottonwood box boards are scarce and prices are very firm as a result of a large sale which was recently consummated here. Red gum is moving at a good rate and there is also a good call for clear saps. The supply of low-grade cottonwood and gum is smaller than a short time ago. Prices are also slightly more firmly held—in fact, some interests appear to be quite willing to carry their low-grade stock longer because of their belief that they will be able to secure better prices later. High-grade ash is moving very well and the supply is none too large at the moment. There is a particularly good call for firs and seconds in stock running 1½-inch or thicker. Export demand is very good for southern hardwoods, but the market is much better in this country than in Europe, both as regards the volume of business and prices obtainable.

## NASHVILLE

With a shortage in good stocks being predicted, the better grades in all the hardwood lines are in steady demand. Poplar continues as a leader in the hardwoods. Ash is coming stronger every day. A general activity maintains in the upper grades and thicknesses of oak. Chestnut, birch and maple are in active demand. Cypress is firm, and an improvement is noted in basswood and gum. Lumbermen are all expecting an active spring trade. Orders are coming in more frequently. Considerable timber is being handled on the river while the tide is on. Local weather conditions have been unusually rough and severe for some weeks, and some of the plants at times could not get their full force of men out, but it is believed the backbone of the winter is broken at last and that from now on more building that has been deterred by bad weather, can be begun and the movement of timber can go on without serious interruption from the elements.

## LOUISVILLE

In spite of the worst weather of a bad winter—heavy snow and rains—the condition of the hardwood market in general is very good. Local dealers feel that nothing but the weather is keeping the business down to where they can handle it with their present forces. Reports from all over the country indicate increased building movements and locally the permits are breaking all records. Low grades are still moving about as last month and there is not much fear of them piling up in the last two years. Prices are firm on all high-grade stuff with quartered oak and poplar moving best. There is hardly a doubt but that the prices will make for a new level with the opening of spring building operations.

## ASHLAND

Although the weather conditions of this section have been very unfavorable, large amounts of lumber have been loaded. Prices remain firm and, if anything, are increasing, and a great many orders are being received by the various manufacturers for immediate and future shipments. Inquiries are plentiful and buying is being done on a more liberal scale. The railroads continue to buy a large quantity for immediate and future shipments and buy mostly all grades of lumber at more satisfactory prices.

Hardwoods are in good demand from sources the manufacturers have not heard from for some time. This especially refers to lower grades and is also noted that the furniture and retail manufacturers are laying in a large amount of stock, getting ready for the coming spring and summer business.

Quartered and plain red and white oak is in good demand. The better grades are scarce. Poplar continues to be in very good demand, especially in panel stock.

## ST. LOUIS

A noticeable improvement has taken place in the hardwood situation during the past few weeks. The volume of hardwood business has been better, and instead of the better grades of hardwood being exclusively called for, other grades are also being bought. In fact, the demand for the lower grades is getting better all the time. No. 1 common plain and quartered oak is in particularly good request. This is also true of poplar, ash and gum. Thick ash is also in good demand. Maple and hickory are showing improvement. What is worrying the hardwood producers is the fact that there may be a scarcity of dry stock, particularly poplar. Other woods are not so short, although all of them will run short, it is feared, before the spring buying season is over. Because of the advance in prices of upper grade stock the lower grades are being bought more liberally than would be the case otherwise.

## MILWAUKEE

There is a decidedly better tone to the hardwood trade and dealers say that it is the beginning of the heavy spring business that is expected. While dealers about the state are not ordering as heavily as they might, they are sending in some favorable inquiries and there is every indication that stocks are unusually low. Several wholesalers predict that should the building season open with a rush there would be a genuine scramble for stocks. The traffic situation is gradually clearing up and shipments are much easier.

The most favorable feature of the Milwaukee situation is the lively demand from the sash and door and interior finishing plants. Manufactur-

ing plants in general are placing some good orders for stocks. The increased demand and a shortage of stocks in some lines has resulted in several advances in price. Shop grades of birch and basswood are higher and advances have been made in plain and quarter-sawn oak. Poplar is also higher. Dry stocks in some lines are far from being as large as they might be.

## MINNEAPOLIS

Interest in wholesale circles here now runs largely to the prospects for future supply of northern hardwoods. The dealers have made their southern contracts and are pretty well assured of stock from that direction except as to shipment, but they have not made full arrangements for birch, basswood, elm and maple and are proceeding cautiously. Birch is almost out of the market already and will be for consumers until about July 1, which puts a fancy price on everything in the birch line. The mills have marked up the price on their new stocks and do not seem particularly anxious to contract even at the advanced prices. The wholesalers are in no hurry, either, as they think the supply is going to be abundant when it does come. Just now birch in all grades is higher. Even the No. 3 stock is running low and is held at firmer prices, which do not please the boxmen and other consumers. Basswood culls are still dull and are the weakest spot in the market.

Southern oak, which is the main dependence of oak consumers, is in fair supply, but held at strong prices. Plain oak is firm at \$53 here and quartered at \$85 to \$87. Maple is also looking up, and the flooring factories are using large quantities of it. The sash and door factories are buying intermittently. They do not like present prices and it is taking time to educate the trade to the necessary advances in hardwoods. Country buyers are coming into the market more actively now with calls for wagon stock, flooring and other staples for yard supplies.

## SAGINAW VALLEY

The market is strong with an excellent movement. Dealers have not been as busy in years, handling stock to the mills and thence to customers. The trade is taking everything offered at strong prices. It is estimated that deals have been closed since the first of the year for more than 60,000,000 feet of maple to be cut for this season's delivery. No. 2 common and better maple is a ready seller at \$22 to \$25 and extra thick is higher. The stock of basswood is limited. There has been less doing in beech than in any other wood, but it is also picking up. Birch is strong and not in large supply. The offerings of ash are small and more could find a ready sale at about \$30 and \$32. Trade in elm is improving. No. 3 hardwood stock is selling at fifty cents to \$1 higher than it brought thirty days ago. The trade in flooring is active and the plants are moving large quantities.

## DETROIT

The hardwood situation in the Detroit district is strong and healthy in most respects. Maple and birch are particularly active, with dry stock practically unobtainable. Most large manufacturers state that they have contracted their season's cut both of maple and birch. Basswood is also being picked up closely and there is a good demand for this wood at last year's prices. Beech is the only northern hardwood dragging in this market. Very few sales have been recorded in the past six months and there are large dry stocks awaiting buyers. Manufacturers, however, hope that the stiff advance in prices of maple and birch may lead to an increase in the demand for beech.

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180 M ft. 1x3" & wider No. 2 com., sap and red..... 10.00  
80 M ft. 1x3" & wider, log run, sap and red..... 16.00  
24 M ft. 1x13 to 17" 1st and 2ds, tupelo..... 35.00  
47 M ft. 1x6 to 12" 1st & 2ds, tupelo..... 26.00  
24 M ft. 1x4" & wider No. 1 com., tupelo..... 16.00  
50 M ft. 1x3" & wider No. 2 com., tupelo..... 11.00  
70 M ft. 1x3" & wider log run, tupelo..... 17.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa.....	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y.....	23c
Pittsburg, Pa.....	21c	Springfield, Mass.	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y.....	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C.	9 3/4c		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.

AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

## WHO USES 5/8 NO. 3 COMMON BEECH?

We have bought more of the above crating than we can use this year. Will have eighty to ninety thousand feet to sell cheap. Can be shipped by water or rail. Send us your inquiry and we will give prices. Address:

"BOX 25," care HARDWOOD RECORD.

## WANTED—ORDERS.

for boxed heart white oak 8' to 20' Address  
BOX 275, Fort Wayne, Ind.

## BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.

A. B. GARROTT,

Fort Madison, Iowa.

## LUMBER WANTED

Want to buy the following:  
**CLEAR TOUGH WHITE OAK.**

2,000 pcs. 1 1/2 x 4 1/2 x 48, eveners.  
40,000 pcs. 2 x 4 x 40".  
4,000 pcs. 2 x 4 x 48".  
5,000 pcs. 2 x 4 x 60".  
2,000 pcs. 2 x 4 x 66".  
15,000 pcs. 2 x 5 x 82".  
1,000 pcs. 2 x 5 x 86".  
500 pcs. 2 x 5 x 74".  
200,000 pcs. 1 1/2 x 2 3/4 x 30 single trees.  
2,000 pcs. 1 1/2 x 2 3/4 x 35".  
3,000 pcs. 2 1/2 x 4 x 48 to 3 3/4 x 7 x 80 plow beams.  
20,000 pcs. 1 1/4 x 1 1/4 x 48, handles.  
40,000 pcs. 1 1/4 x 2 1/4 x 54".  
10,000 pcs. 1 1/4 x 2 1/4 x 60".  
7,000 pcs. 1 1/2 x 2 1/2 x 28".  
10,000 pcs. 1 1/2 x 2 1/2 x 54".  
10,000 pcs. 1 1/2 x 2 1/2 x 60".  
1,000 pcs. 1 1/4 x 2 1/4 x 60".  
1,000 pcs. 2 x 3 x 68".  
2,000 pcs. 1 3/4 x 3 x 48".  
1,000 pcs. 1 3/4 x 3 x 11".  
2,000 pcs. 1 3/4 x 1 1/2 x 32".  
100,000 pcs. neckyokes, 2 5/8" center dia. x 40" long, turned to pattern.

Name prices on stock f. o. b. Chicago rate of freight, on any or all of above.

We are cash buyers.

D. K. JEFFRIES & COMPANY,  
615 Pullman Building, Chicago, Ill.

## WANTED.

1" 1sts and 2nds red and sap gum.  
1" No. 1 common plain white and red oak.  
2", 2 1/4" and 3" No. 1 common and better elm.  
C. & W. KRAMER CO., Richmond, Ind.

## WANTED.

To correspond with first-class mills cutting dimension quartered white oak.

1" dry clear stock 4" and up wide, 17 1/2" and 19 1/2" long.

Also 1" x 2" x 14 1/2".  
1" x 3 1/2" x 15".  
1" x 3 1/2" x 18 1/2".

PALMER-HUNTER LBR. CO., Boston, Mass.

## WANTED—CLEAR WHITE OAK.

23 pieces 5-4x 6x16.  
8 pieces 5-4x12x16.  
Clear white oak, either kiln dried and S2S or rough.

THE FEARON LUMBER & VENEER CO.,  
Ironton, O.

## SARGENT LUMBER COMPANY.

Chicago.  
Wholesale Lumber,  
Hardwoods and Yellow Pine.  
WILL REMOVE MARCH 1st to  
812 Great Northern Building.

## OAK.

1 1/4 x 1 1/2 x 40.  
1 1/2 x 1 1/2 x 40.  
1 1/2 x 1 1/2 x 36.  
1 1/4 x 1 1/2 x 36.

THE WISCONSIN CHAIR CO.,  
Port Washington, Wis.

## WANTED--WALNUT LUMBER AND LOGS.

I want all grades of walnut lumber, either green or dry. Also good walnut logs 16" and up for export. Cash and inspection at shipping point.

HARRY L. FLETCHER,  
2999 Virginia Place, E. St. Louis, Ill.

## TO MANUFACTURERS AND EXPORTERS.

We are in want of dry oak, ash, gum and walnut lumber in all thicknesses and grades. Write us what you have to offer and state lowest prices c. l. f. London.

THE LONDON HARDWOOD CO., LTD.,  
11-12 Clements Lane, Lombard St.,  
London, England.

## WANTED.

25 carloads of tough Oak strips for bending purposes. Strips to measure 7/8" thick, 1 3/8" wide, 6'2" long. Must be strictly clear.

LOUIS RASTETTER & SONS, Ft. Wayne, Ind.

## WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1 3/8" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.

THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

## WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.

C. L. WILLEY, 2558 S. Robey St., Chicago.

## WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.

CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

## WANTED.

Car Oak, Timbers and Planking.  
"BOX G," care HARDWOOD RECORD.

## MACHINERY FOR SALE

### FOR SALE—HAULING TRUCKS.

We have for sale four, six to eight-ton capacity self-tracking hauling trucks, suitable for hauling timber of any kind with traction engine or teams. Six-inch steel tires. First-class condition. KELLOGG SWITCHBOARD & SUPPLY CO., Escanaba, Mich.

### FOR SALE.

Timber Sizer, Atlantic Works, 28"x14", good condition, now in the South.  
HERMANCIE MACHINE CO., Williamsport, Pa.

### FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER

AND DIMENSION STOCK,

P. O. BOX 345. Muncie, Ind.

## TIMBER LANDS FOR SALE

### FOR SALE.

4,500,000 feet white oak stumpage in West Virginia on railroad; also 3,389 acres in fee carrying over 20,000,000 feet timber (14,000,000 white oak), three miles from railroad; also tract in Virginia carrying 30,000,000 feet red gum, pine, white oak, cypress, ash, poplar, practically on railroad; also another tract carrying about half the quantity of same varieties; also 3,000 acres in Kentucky carrying asphalt rock (best known material for surfacing macadam roads), timber, coal and iron ore; also Virginia farms. NICOL & RANDELL, Box H. R., Manassas, Va.

# WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.

MANUFACTURERS AND DISTRIBUTERS OF THE **Finest Cherry and Mahogany** IN THIS COUNTRY  
—Correspondence Solicited—

**STANDING TIMBER FOR SALE IN GEORGIA.**

69 million feet Pine—mostly short leaf or "N. C. Pine."  
 10 million feet Cypress.  
 39 million feet Oak.  
 30 million feet Gum.  
 14 million feet Ash.  
 2 million feet Poplar, Hickory, Cedar, etc.

164 million feet.

Located on 21,492 acres—about one-third in fee, balance 19 to 29 years' lease. All in condensed tract, favorably situated on two railroads and a navigable river.

We are not manufacturers or brokers, but owners.

THE SIZER TIMBER COMPANY,  
 15 William St., New York, N. Y.  
 Care Robert R. Sizer & Co.

**BUSINESS OPPORTUNITIES****FOR IMMEDIATE SALE.**

First-class circular saw mill outfit complete, cheap, including Sinker-Davis saw frame with top saw, three block new carriage, 45 H. P. engine, 60 H. P. boiler and dynamo; plant now running and in the best condition. Address "BARGAIN," care HARDWOOD RECORD.

**FOR SALE.**

A thoroughly equipped planing mill, for special and interior work, having the largest trade in the most progressive city in this section. Write for particulars.

HANLY, BEALE & CO.,  
 Real Estate and Insurance, Huntington, W. Va.

**WILL SELL OR EXCHANGE**

6,500 acres virgin hardwood timber on Big Black River, Miss. Timber is on main line I. C. R. R. beginning at Way, Miss., and will cut from eight to ten thousand feet per acre. Address P. O. BOX 171, Canton, Miss.

**"The Porter" Line Comprises**

Hand Jointers—7 sizes, from 5 in. up to 30 in.  
 Wood Turning Lathes—5 sizes, from 12 in. to 24 in.  
 Swing Cut-Off Saws—3 lengths, 6 ft., 7 ft. and 8 ft.  
 Shapers—3 sizes.  
 Pony Planers—24 in. wide.  
 Post Boring Machines.  
 Spindle Carving Machines.  
 Rounding and Routing Machines and  
 Safety Guards for Hand Jointers and Saws.



A Catalogue is Waiting for You

**C. O. Porter Machinery Co.**  
 Grand Rapids, Mich.

Chicago Representative, Chicago Mach. Exchange

**EMPLOYES WANTED****WANTED—OFFICE SALES MANAGER.**

Thorough knowledge of trade; good correspondent and well recommended. Address "BOX 20," care HARDWOOD RECORD.

**WANTED.**

A young man as office assistant in our hardwood department. If possible, would like a young man who is a fairly good inspector, and having wholesale office experience, familiar with mills in West Virginia and Kentucky, as well as the selling end. A good opportunity to an ambitious young man of ability. Give age, experience, references and salary desired, in strict confidence. Address "LUMBER JOBBER," care HARDWOOD RECORD.

**MILLMAN WANTED.**

An experienced mill man to take charge of a new band mill in northern Michigan cutting hardwood. Must have good judgment and executive ability, and be able to show a profit for the business. Address "BOX 21," care HARDWOOD RECORD.

**WANTED.**

First-class dimension stock man; one capable of taking charge of large department. Permanent position to right man. Address "BOX 22," care HARDWOOD RECORD.

**WANTED.**

Hardwood lumber buyer for the states of West Virginia and Tennessee.  
 HERBERT C. TURNER,  
 No. 1 Madison Ave.,  
 New York City, N. Y.

**WANTED—COMMISSION MEN**

to sell Northern Hardwoods to consuming trade in Chicago, Michigan, Indiana, Ohio and Pennsylvania. We are manufacturers. Address "Box A," care HARDWOOD RECORD.

**WANTED.**

A first-class spoke salesman with good references, who has an established trade with wagon manufacturers and hardware jobbers, and who is a good office man in this line. Might also consider placing our line with someone as side line in a territory where we might not already be represented. Address FERGUSON LUMBER CO., Fort Smith, Ark.

**WANTED—HARDWOOD SALESMAN.**

An experienced hardwood lumber salesman for the road. Give references. Address, "BOX 12," care HARDWOOD RECORD.

**DIMENSION STOCK WANTED****SMALL DIMENSIONS.**

Wanted—Plain and quartered red and white oak furniture stock, and plain and quartered chair backs and seat stock especially. Also small oak and birch squares.

FURNITURE & CHAIR STOCK CO.,  
 Sibley Bldg., Philadelphia, Pa.

**WANTED—DIMENSION STOCK.**

We are in the market for several carloads of oak and hickory dimension stock.  
 ESTABROOK-SKEELE LUMBER CO.,  
 Fisher Bldg., Chicago, Ill.

**RAILWAY EQUIPMENT FOR SALE****LOCOMOTIVES AND CARS.**

Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.  
 HICKS LOCOMOTIVE & CAR WORKS,  
 Chicago, Ill.

**LOCOMOTIVES FOR SALE.**

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.  
 SOUTHERN IRON & EQUIPMENT CO.,  
 Atlanta, Ga.

**JEFFREY**

Wire Cable Conveyor System delivering Pulp Wood to storage ground and reclaiming it by returning through a tunnel underneath the pile.

**CONVEYING SYSTEMS**

Designed and built to suit any conditions, for handling Lumber, Logs, Refuse, Chips, etc.

Send for Catalog 57B

**THE JEFFREY MFG. COMPANY**  
 COLUMBUS, OHIO, U. S. A.

New York Chicago Boston Pittsburg St. Louis  
 Denver Montreal, Can.



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# A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

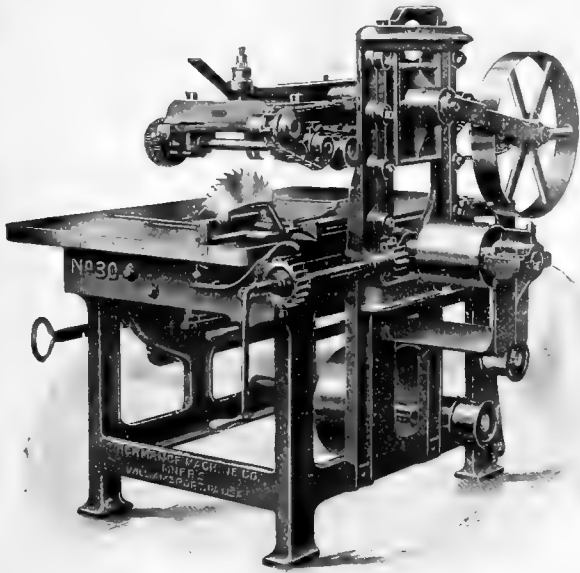
A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances **without adjustment**. It has many other good features, but we've no more room to describe hem.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.



## HERMANCENCE MACHINE COMPANY

WILLIAMSPORT, PA.

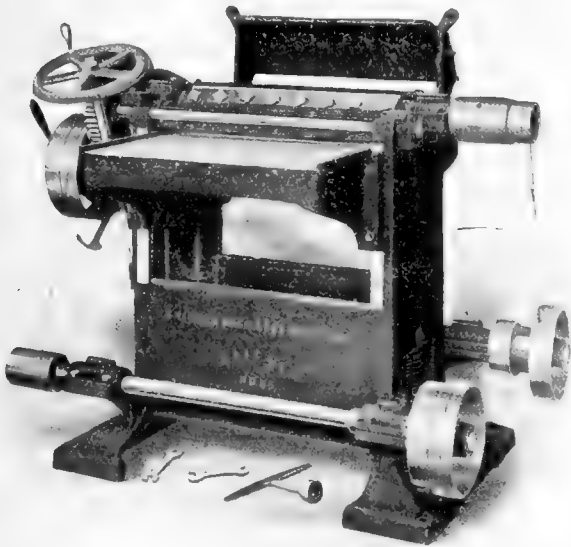
CHICAGO REPRESENTATIVES:

Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

### Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS  
CHICAGO, ILLINOIS



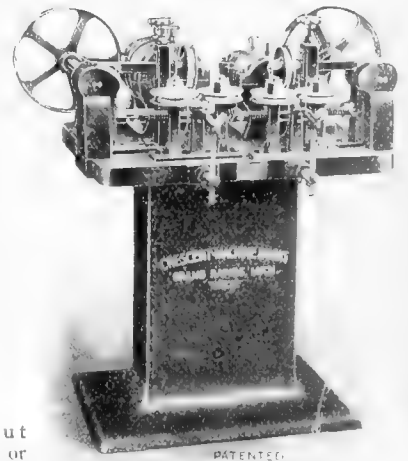
No. 35 SINGLE SURFACE PONY PLANER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

### MOST PERFECT

## DOUBLE HEAD DOWEL MACHINE

These machines have two spindles running side by side, both spindles operated at the same time and by the same operator. Double No. 1 cuts from ¼-in. to 1-in. diameter; double No. 2 cuts up to 2-in. in diameter; double No. 3 cuts up to 3-in. in diameter. These machines are designed for the rapid production of round rods for all purposes, and have a capacity of 7,000 feet per hour and larger when required. Waste stock and every grade of stock may be turned without danger of it twisting off or clogging in the cutter head.



Write for Circular describing these machines in detail

## CRESCENT MACHINE WORKS

Manufacturers Patented and Improved Woodworking Machinery

Grand Rapids,

Michigan

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WOODWORKING MACHINERY MERCHANTS

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WEST SIDE IRON WORKS,  
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There was even some question about the "two per cent." We cheerfully made good in each case, thus giving our customers the benefit of the doubt.

That is the kind of a Saw for you. Reduce the cost of operating and increase your output. Less work in the filing room—fewer Saws to buy and more and better lumber. Just specify—

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**E. C. ATKINS & COMPANY**

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This machine will turn out from 8,000 to 10,000 actual typewritten copies a day—the cheapest and most productive means of securing new and increasing old business.

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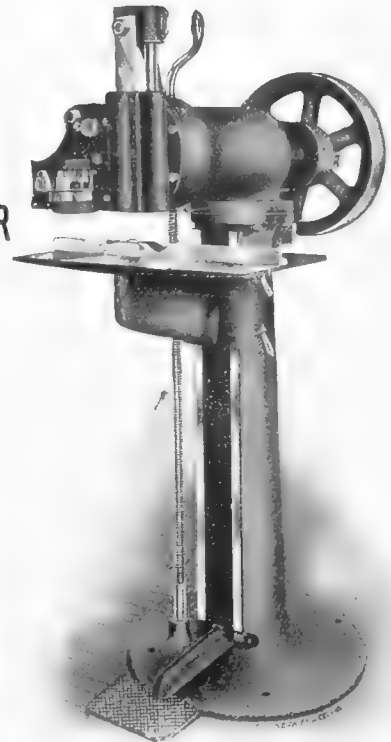
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Specially suitable for  
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## RED BOOK

Published Semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

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ESTABLISHED 1878

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# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Plano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

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### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

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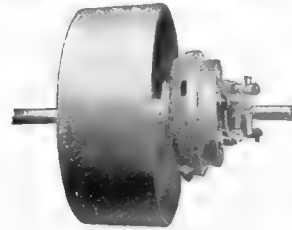
Front View, TOWER One-man Two-saw Trimmer, Small Size

We have devoted twenty years of our lives to this business, and are recognized leaders, our designs being admittedly ideal from every point of view, the machines being

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CONVENIENT,  
SIMPLE,  
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DURABLE.**

We call especial attention to the "TOWER" ONE-MAN 2-SAW TRIMMER, the construction of which is such that it does MORE WORK in a given length of time, with LESS WASTE OF MATERIAL and LESS FATIGUE TO THE OPERATOR, than any other trimmer made.

Ask us WHY.



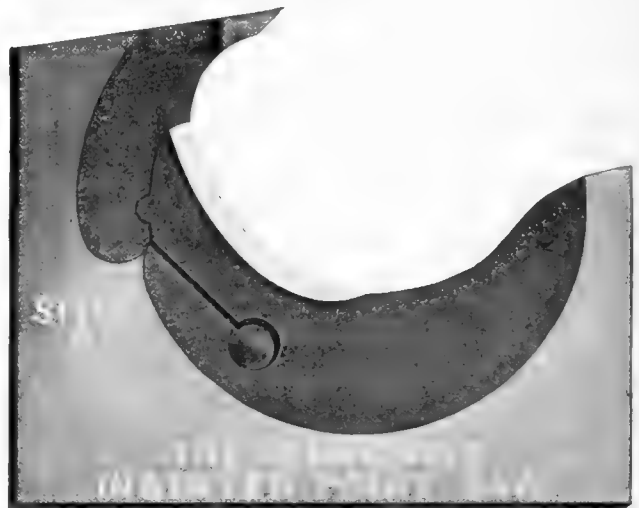
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are "making good" in the hardest kind of service —Cement Mills, Smelters, Clay Working Plants, Beet Sugar Houses, Wood Working Mills. Many of the largest Manufacturers in these lines have, after comparative tests and trials, adopted the Dodge Clutch.

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There are other Simonds tooth styles for various purposes. The point is this: Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

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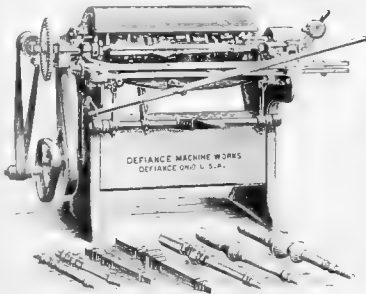
FITCHBURG, MASS.

CHICAGO, ILL.

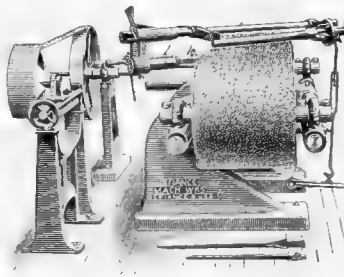
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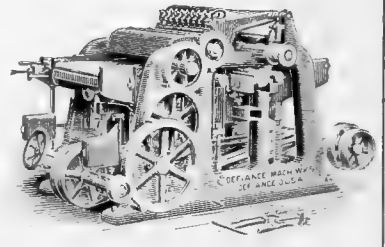
Patent Variety Lathe



No. 3 Double Belt Polisher

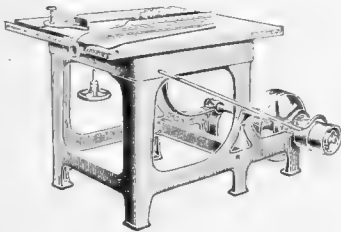
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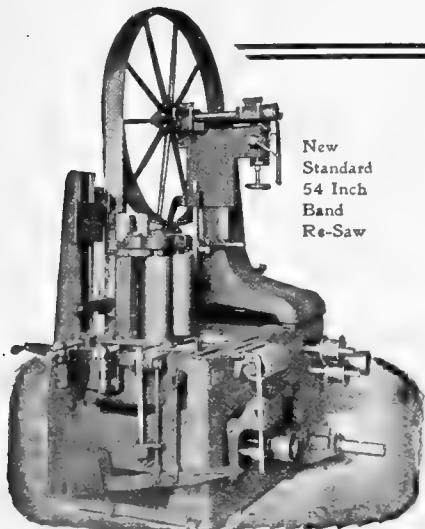
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Suitable for all Conditions of Timber and Ground. Will Skid and Load by any System

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54 Inch  
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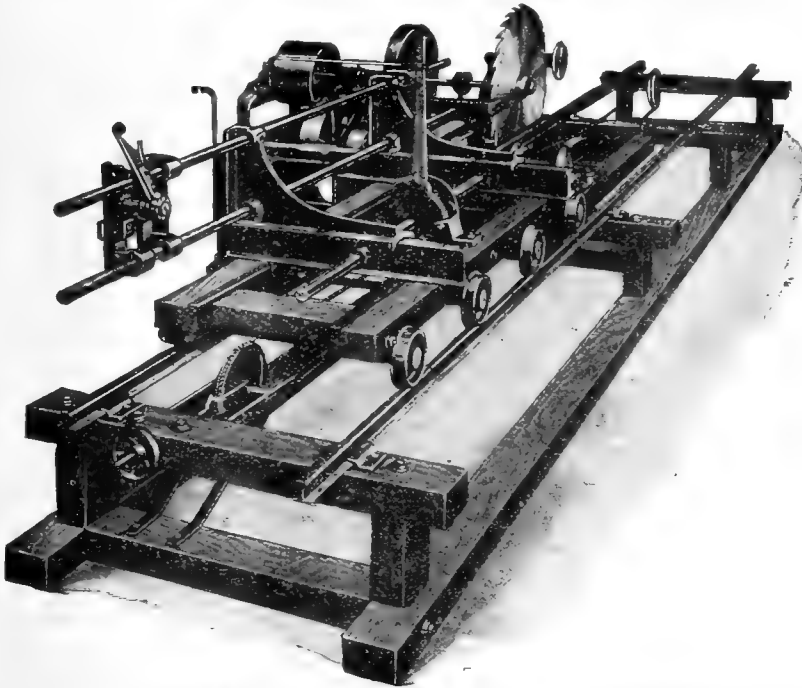
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Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

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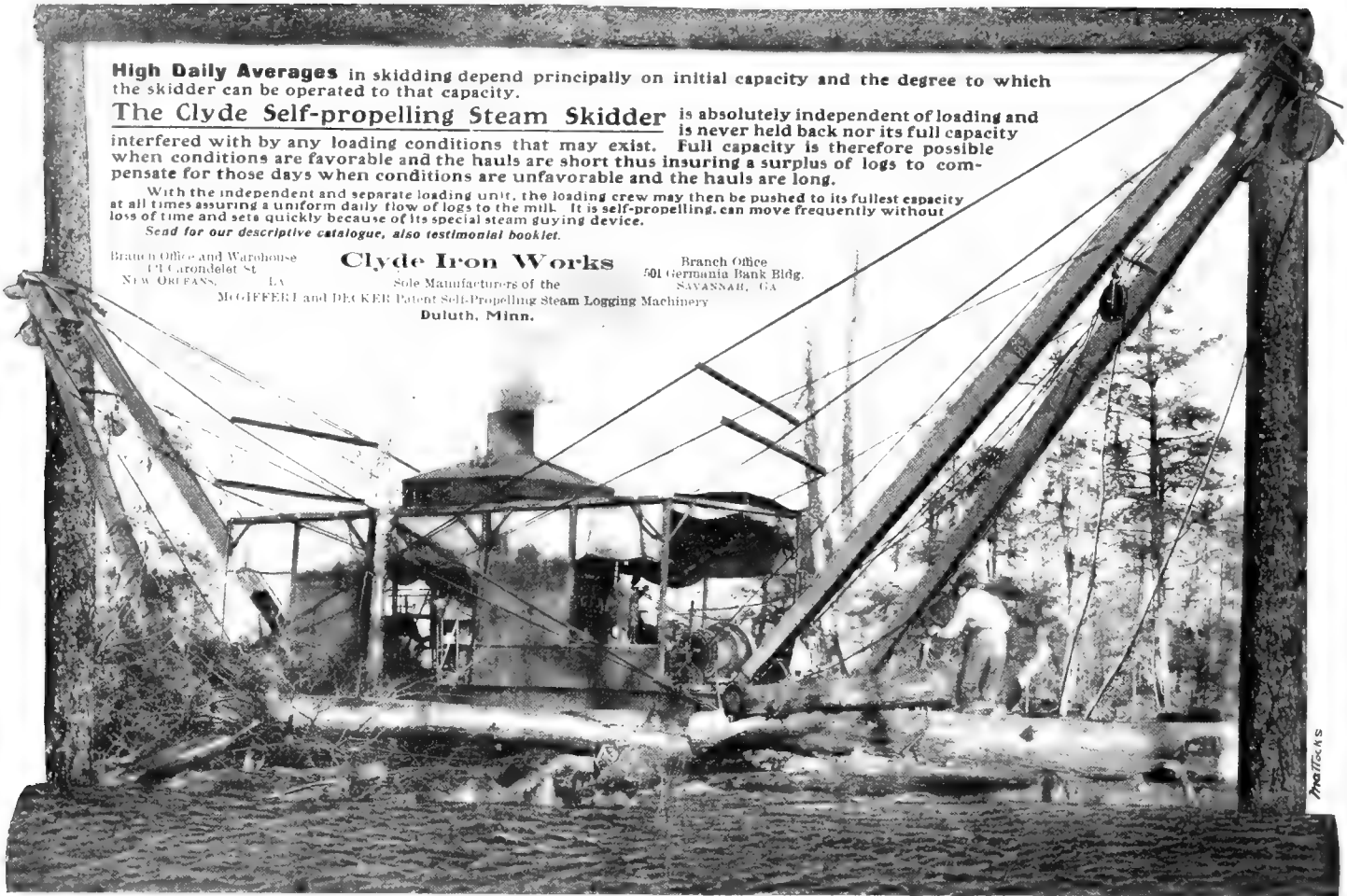
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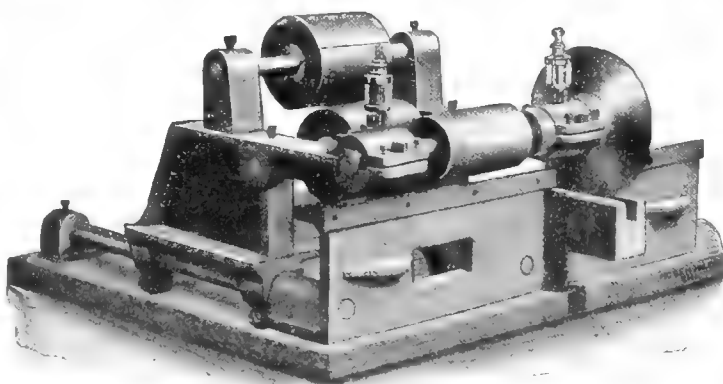
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For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

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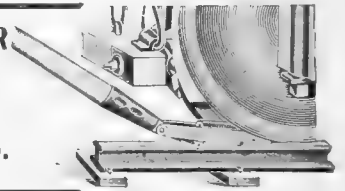
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400M. 1 inch Log Run Birch  
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100M. 1 inch Gum  
100M. 1 inch Cypress

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DROP HIM A LINE

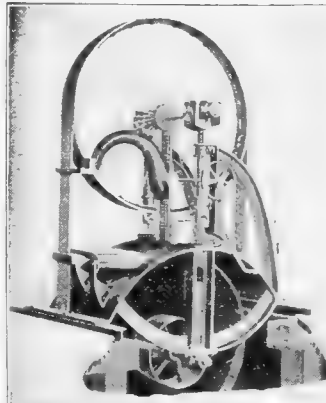
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FOR HARDWOOD

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MANUFACTURERS OF

**VENEERS  
THIN LUMBER  
PANEL STOCK**

LOUISVILLE

KENTUCKY

## Great Lakes Veneer Co.

ROTARY CUT

**VENEERS  
AND THIN LUMBER**

MUNISING

MICHIGAN

## PENROD WALNUT AND VENEER CO.

KANSAS CITY, MO.

Manufacturers

**Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS**

**Plain and Figured Long and Butt Wood**

## Wisconsin Veneer Co.

High Grade Product in

**DOOR VENEERS  
AND CABINET STOCK**

We offer some attractive bargains in  $\frac{1}{8}$  inch Red Oak  
and Birch in small dimensions

Rhinelanders

-

Wisconsin

## RICE VENEER & LUMBER CO.

GRAND RAPIDS, MICH.

**Big Stock Ready for Immediate Shipment**

300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
325,000 feet Quartered Oak Veneers  
500,000 feet Mahogany Lumber, all thicknesses

**Large stocks of Crotches, Curly Birch and Figured Walnut**

CAN SHIP IMMEDIATELY

**Rotary Cut Birch, Poplar, Oak, Ash, Etc.**

## YELLOW POPLAR

Our Veneers are

**WELL CUT  
WELL DRIED  
WELL PACKED**

**And from selected logs**

**We are also Manufacturers of High Grade Built-up Work**

**NATIONAL VENEER CO.**

Charleston, W. Va.

## Veneers & Hardwood Lumber

We can furnish anything you  
want in Sawn Veneer, Hardwood  
Lumber or Dimension Stock.

**J. S. Houston & Co.,** 737-738 Marquette Bldg., **Chicago**

## Henry S. Holden Veneer Company

40 Market St., Grand Rapids, Mich.

Manufacturer and Dealer in Foreign and Domestic

**VENEERS**

Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
Bird's Eye Maple—Birch and American Figured Walnut.

**Prompt shipment guaranteed**

**Let us know your requirements**

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

The following is a list of special stock we are anxious to move promptly, all band sawed and very dry:

2 cars 4-4" No. 1 Common Quartered White Oak Strips 2½ to 5½"  
 1 car 4-4" No. 2 Common Quartered White Oak.  
 1 car 5-4" 1s and 2s Plain Red Oak.  
 1 car 4-4" No. 2 Common and Better Quartered Red Oak.  
 2 cars 4-4" No. 2 Common Plain Red Oak.  
 8 cars 4-4" No. 1 Common White Ash.  
 2 cars 4-4" No. 2 Common White Ash.  
 1 car 5-4" No. 1 Common Sap Gum.

**Thistlethwaite Lumber Co., Ltd.**  
 WASHINGTON, LA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



# Oak Flooring

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2¼" FACE NO. 1  
 COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

## Williams & Voris Lumber Co.

MANUFACTURERS OF

## BAND SAWED HARDWOODS

All Thicknesses and Grades  
 Let us quote you Prices

**Chattanooga - Tennessee**

## PARDEE & CURTIN LUMBER CO.

Manufacturers of

**West Virginia Hardwoods**

CLARKSBURG, W. VIRGINIA

## Otis Manufacturing Company

Importers and Manufacturers of

# MAHOGANY

NEW ORLEANS, LOUISIANA

## Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond



Brand

**OAK FLOORING**  
 A GUARANTEE OF PERFECTION

## Keys-Fannin Lumber Co.

Herndon, W. Va.

Manufacturers and Wholesalers

**Poplar, Oak, Bass, Hemlock,  
 Chestnut and Lath**

Write us for Prices

## We Want to Move AT SEEBERT, W. VA.

145,000 ft. 4-4 No. 2 Common Birch  
 435,000 ft. 4-4 No. 2 Common and Better Maple  
 75,000 ft. 4-4 Common and Better Ash  
 30,000 ft. 8-4 Common and Better Ash  
 125,000 ft. 4-4 Log Run Beech, M. C. O.

If you can use any of this stock write for our attractive prices.  
 Send us your inquiries for anything that you need in Hardwood Lumber.

**W. W. DEMPSEY, Manufacturer and Wholesaler**  
 GENERAL OFFICE, JOHNSTOWN, PA. 18 BROADWAY, NEW YORK CITY

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## A. C. WEST LUMBER CO.

Hickory

Plain Oak

Tupelo and

Ash Lumber

MEMPHIS, - - - TENNESSEE

## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

Quartered White Oak			
	No. 1	No. 2	
1 & 2	Com.	Com.	
1-2	26,760	6,320	.....
5-8	60,705	7,985	.....
3-4	.....	3,490	.....
4-4	232,107	617,027	107,645
5-4	22,512	50,238	1,145
6-4	35,05	32,947	.....
8-4	15,010	16,425	2,885
4 4	Fas Strips 2 1/2 up	65,300	.....
4 4	Com. Strips	23,000	.....

Also  
Plain Oak,  
Poplar, Ash  
and Other  
Hardwoods

Send Us  
Your  
Inquiries

Quartered Red Oak			
	No. 1	No. 2	
1 & 2	Com.	Com.	
1-2	570	270	.....
5-8	18,340	6,080	.....
3-4	10,000	3,520	.....
4-4	80,155	234,273	5,290
5-4	39,773	56,060	5,459
6-4	37,510	16,45	2,880
8-4	9,000	2,080	.....
4 4	Fas Strips 2 1/2 up	56,975	.....
4 4	Com. Strips	20,295	.....

MEMPHIS - - - TENN.

## GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

## Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

## B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

## VENEERS

Well manufactured, thoroughly

KILN DRIED and FLAT

HUMBOLDT, - - - TENNESSEE

## HOSHALL & McDONALD BROTHERS

MANUFACTURERS

## BAND SAWN OAK

## ASH AND GUM LUMBER

MILL: EOLA, LA. GENERAL OFFICE: 1108 HIBERNIA BLDG., NEW ORLEANS

## Climax Lumber Co., Ltd.

St. Landry, La.

Cocordrie Bayou Bandsawed

## White and Red Oak

Ash Gum Cypress Hardwoods

### STOCK FOR SALE

4 cars 1" Nos. 1 and 2 Pl. R. Oak.  
10 cars 1" No. 1 Com. Pl. R. Oak.  
2 cars 5/4 Nos. 1 and 2 Pl. R. Oak.  
2 cars 5/4 No. 1 Com. Pl. R. Oak.  
3 cars 6/4 No. 1 C. & B. Pl. R. Oak.  
2 cars 2" Nos. 1 and 2 Pl. R. Oak.  
2 cars 2" No. 1 Com. Pl. R. Oak.  
1 car 3" & 4" Nos. 1 and 2 Pl. R. Oak.  
1/2 car 2x12 up Nos. 1 and 2 Pl. R. Oak.  
1/2 car 1x10 up Nos. 1 and 2 Pl. R. Oak.  
20 M 5/4 No. 1 Com. Q. R. Oak.  
1 car 2" No. 1 Com. & Bet. Q. R. Oak.  
2 cars 1" Nos. 1 and 2 Pl. W. Oak.  
2 cars 1" No. 1 Com. Pl. W. Oak.  
4 cars 2" No. 1 C. & B. Pl. W. Oak.  
3 cars 2" Nos. 1 and 2 W. Ash.

## CRESCENT HARDWOOD LUMBER CO.

### HARDWOOD LUMBER

MEMPHIS

Main Office and Yards,  
MEMPHIS, TENN.

Branch Office,  
QUINCY, ILL.

### STOCK FOR SALE

1 car 2" No. 1 Com. W. Ash.  
1 car 1" Nos. 1 and 2 W. Ash.  
1 car 1" No. 1 Com. W. Ash.  
6 cars 1" to 2" No. 1 C. & B. Poplar  
on grade.  
150 M 1" Tupelo Gum on grade.  
1/2 car 1"x13 to 17 Tupelo Gum B. Bds.  
1/2 car 1"x13 to 17 Sap Gum B. Bds.  
50 M 6/4 No. 1 C. & B. Hickory.  
1 car 1"-5/4"-2" No. 1. Com. Hickory.  
25,000 ft. 2" Nos. 1 & 2 Com. Gum.  
75,000 ft. 1" to 2" Nos. 1 & 2 Com.  
Cypress.  
2 cars 1" Sound Wormy Oak.  
75,000 ft. 3/4"x3/4" Log Run P. & Q. Oak.

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

**Hardwood and Hemlock Lumber,  
Lath, and Cedar Shingles**

**END DRIED WHITE MAPLE A SPECIALTY**

## SALLING, HANSON CO.

MANUFACTURERS OF

**Michigan Hardwoods**

GRAYLING, MICHIGAN

## Briggs & Cooper Co., Ltd.

SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH  
12M FT. 5-4 1'S AND 2'S RED BIRCH  
20M FT. 6-4 1'S AND 2'S RED BIRCH  
15M FT. 7-4 1'S AND 2'S RED BIRCH  
15M FT. 8-4 1'S AND 2'S RED BIRCH  
25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
15M FT. 8-4 1'S AND 2'S CROSS FILED WHITE MAPLE  
30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN. AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
80M FT. 5-4 1'S AND 2'S HARD MAPLE  
70M FT. 6-4 1'S AND 2'S HARD MAPLE  
20M FT. 7-4 1'S AND 2'S HARD MAPLE  
00M FT. 8-4 1'S AND 2'S HARD MAPLE  
20M FT. 9-4 1'S AND 2'S HARD MAPLE  
40M FT. 10-4 1'S AND 2'S HARD MAPLE  
75M FT. 12-4 1'S AND 2'S HARD MAPLE  
60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

## Dennis Bros. Salt & Lumber Co.

— GRAND RAPIDS, MICH. —

Manufacturers of

**HARDWOOD LUMBER AND  
NATIONAL HARDWOOD FLOORING**

We offer for quick shipment:

4-4 Log run Basswood      6-4 Log run Hard Maple  
8-4 Log run Rock Elm      4-4 Log run Soft Maple  
4-4 1s and 2s End Dried White Maple

## NICHOLS & COX LUMBER COMPANY

GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

## Manistee Planing Mill Co.

MANISTEE, MICH.

Manufacturers of High-Grade

**Michigan Maple Flooring**

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

## "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{1}{2}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

GENERAL OFFICES: **GRAND RAPIDS, MICH.**

**RIGHT NOW**  
We Want to  
**TALK TO YOU ABOUT**



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

## Quigley Lumber Company

NORTHERN AND SOUTHERN  
**HARDWOODS**

CRATING STOCK

**Grand Rapids, Mich.**

## TINDLE & JACKSON

Manufacturers of

**Michigan Forest Products**

Maple, Birch, Basswood, Beech, Ash,  
Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, **Detroit, Mich.**

## A. B. KLISE LUMBER CO., STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
Hemlock—Water Shipment Only.

**1,000,000 FEET BEECH FOR SALE**

## CRATING OF ALL KINDS A SPECIALTY ENGEL LUMBER CO.

**Grand Rapids, Mich.**

## S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

## MAPLE FLOORING

SAGINAW, MICH.

## THE WOLF-LOCKWOOD LUMBER CO.

Grand Rapids, Mich.

Manufacturers and Wholesalers

**NORTHERN HARDWOODS AND CRATING STOCK**

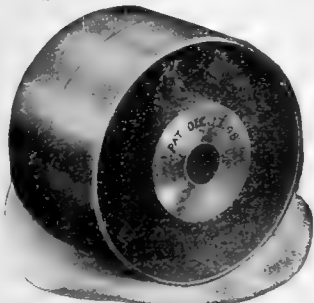
## Wilmarth & Morman (Nelson Patent) Loose Pulleys

SILENT

STRONG

SIMPLE

DURABLE



Durability proven by ten years of continued satisfactory service.

Saves oil, belts, time and expense of repairs. Sent on thirty days' trial to those who want to be shown. The cheapest loose pulley to use ever placed on the market.

Descriptive booklet and price list is yours for the asking.

**Wilmarth & Morman Co.,** 594 Canal Street  
Grand Rapids, Mich.

## LOMBARD & RITTENHOUSE

1036 MAJESTIC BLDG., DETROIT, MICH.

Manufacturers and Wholesalers of

**Michigan Hardwoods and Hemlock**

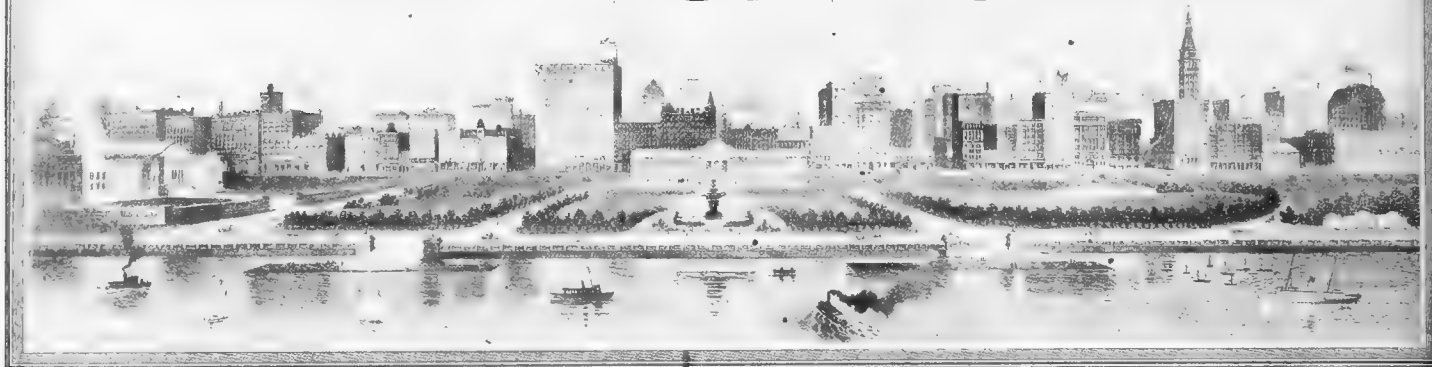
## J. & J. VINKE

Agents for the Sale of

**AMERICAN HARDWOODS IN LUMBER AND LOGS**

**AMSTERDAM, HOLLAND**

## CHICAGO



From Copyrighted Steel Plate, Western Lark Note and Engraving Co., Chicago.

## Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

**FRED D. SMITH****HARDWOOD LUMBER**

1337-1343 North Branch St. CHICAGO

**Frederick Gustorf & Co.****Wholesale Hardwood Lumber**

Southern Oak a Specialty

108 LA SALLE STREET

Telephone Canal 1455

Q. Y. Hamilton, Manager

The Lumber Shippers' Storage and  
Commission Co.

(Not Incorporated)

**SHIPPERS' AGENTS**Office and Yard:  
Throop St. South of 22d St.

CHICAGO

**Maisey & Dion**

22d and Loomis Streets, Chicago

**Hardwoods****The Columbia Hardwood Lumber Co.**

Wholesale and Retail

**HARDWOOD LUMBER**

Southern Hardwoods a Specialty

2048-2084 Dominick Street, CHICAGO

Nashville Yard: Foster St. & L. & N. R.R. Track,  
Nashville, Tenn.**E.A. THORNTON LUMBER CO.**

1103 Chamber of Commerce

**NORTHERN & SOUTHERN HARDWOODS**

WRITE

**Hardwood Record**

for information about

**THE BULLETIN SERVICE**

It will interest you

**F. S. Hendrickson Lumber Co.**

1509 Masonic Temple, Chicago

Cottonwood, Oak, Ash, Gum,

Cypress and other Hardwoods

WRITE US

**CRANDALL & BROWN**

3300 South Center Ave.

**Cypress - Yellow Pine  
Oak and Poplar****R. S. Bacon Veneer Co.**

Manufacturers

**VENEERS**

213-217 N. Ann St.

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**MESSINGER HARDWOOD LUMBER CO.**

2139 ELSTON AVENUE, CHICAGO

WANTS TO BUY

OAK, POPLAR, QUARTERED OAK, BASSWOOD

THE

**White Lake Lumber Co.**

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**CHAS. DARLING & CO.****HARDWOOD LUMBER**

22d Street and Centre Ave.

CHICAGO

Paving Blocks, Cedar Posts, Yellow Pine

**W. B. Crane & Company**

Established 1881

**HARDWOOD LUMBER, TIMBER AND TIES**

Chicago

Long Distance Phones Canal 3190-3191  
Office, Yards and Planing Mills:  
22nd, Sangamon and Morgan Sts.Mills at  
Fulton, Miss.**OH WHAT A WONDERFUL DEVICE!**

A Veneer Punch that will chase loose knots out of walnut and plug up the holes, and it will knock the black streaks and eyes out of birdimapple. Made of best tool steel. Any size, your option,  $\frac{1}{8}$  in. to  $2\frac{1}{2}$  in. dia., at \$3.98 each. We await your order.

**Dept. C**Phone Hyde Park 33  
CHICAGO**BIRD'S EYE****EDWIN D. JOHNSON**

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HARDWOODS****McParland & Konzen  
Lumber Co.**

873-88 Laflin St.

**HARDWOODS****PAUL SCHMECHEL**

537 Monadnock Block

**HARDWOODS**

Southern Elm a Specialty

**JOHN GILLESPIE LUMBER CO.**

Lumber St., near Twenty-Second

**Hardwood, White and Yellow  
Pine, and Hemlock Lumber****Veneered Tops and Panels**Facilities: Largest factory (2 acres floor space)  
in the world.

25,000 acres of our own hardwood timberland.

Every Panel Guaranteed

**E. J. Davis,**

Sales Office:

217 CHAMBER COMMERCE, CHICAGO

**G. C. PRATT LUMBER AND TIE  
COMPANY****Hardwoods, Yellow Pine, Car  
Material and Ties**

1308 Fort Dearborn Bldg.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

To close a partnership, I will give a great bargain on 8,000 or 16,000 acres of hardwood timber land in Arkansas. For full particulars, address

**JOHN C. SPRY**

1230 Corn Exchange Bank Building, CHICAGO, ILL.

## Estabrook-Skeeel Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon Stock and Other Hardwoods**

In the market for round lots of Hardwood and Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing. Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE FLANNER-STEGER LAND & LUMBER CO.

113 Fisher Building, CHICAGO, ILL.

Let us quote you when in the market for

**MAPLE and BIRCH FLOORING**

ROTARY-CUT

**BIRCH**

ROTARY-CUT

**PLAIN OAK**

**J. J. NARTZIK**

Office and Warehouse

1966-1976 Maud Ave.

CHICAGO

LOCAL AND CARLOAD SHIPMENTS

**THE SUN LUMBER CO.**

MANUFACTURERS OF  
**ROUGH AND DRESSED  
LUMBER**

Weston, N. Y.



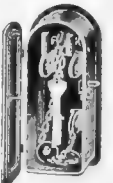
Established 1900

**THE..... Watchman's  
BEYER Portable Clocks**

possess more patented meritorious features than any other device. Every clock produces a **different record**, which is the only correct system. Approved by all underwriters. Send for circular No. 6.

MANUFACTURED BY **Hardinge Brothers, Inc.**

3133-3141 Lincoln Ave., Chicago



# THREE STATES LUMBER CO.

**BAND-SAWN STOCK**

**IN ALL THICKNESSES**

**PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM  
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING**

GENERAL OFFICES

**Tennessee Trust Building**

**Memphis, Tennessee**

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## LINEHAN LUMBER COMPANY

WHOLESALE

### HARDWOODS And Hardwood Flooring

 Southern Stock a Specialty

MAY BUILDING, : PITTSBURG, PA

## Palmer & Semans Lumber Co.

Manufacturers and Wholesalers of

### LUMBER

Hardwood Mills: Lick Run, W. Va., Sutherland, W. Va.,  
Arvondale, W. Va., Beckley, W. Va., Hookersville,  
W. Va., Dunbar, Pa.

Home Office: Uniontown, Pa.

Sales Office: Oliver Building, Pittsburg, Pa.

I. F. BALSLEY, Sales Manager.

## We Want to Move

THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.

### BABCOCK LUMBER COMPANY

ASHTOLA, PA.

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

## W. P. Craig Lumber Co.

Wholesale Hardwood and Building

### Lumber

Empire Building, :: PITTSBURG, PA.

## The Hamilton Lumber Co.

WHOLESALE LUMBER

Manufacturers and Dealers in

YELLOW PINE WHITE PINE OAK  
HEMLOCK HARDWOODS

PITTSBURG, PA.

(WATCH THIS SPACE EVERY MONTH)

## The Goodwin Lumber Company

West Virginia and Southern Hardwoods

Mills: Blue Jay, W. Va.; Shawsville, Va.

Want to move quick:

200,000 ft. 4-4 Mill Cull Poplar, band sawed

E. H. Shreiner, Manager Sales, Pittsburg, Pa.

## Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

## Himmelberger-Harrison Lumber Co.

### Specialists Red Gum

Mills at  
Morehouse, Mo.

Sales Offices  
Cape Girardeau, Mo.

## Alf. Bennett Lumber Co.

ST. LOUIS, MO.

### Sap Gum

1st and 2d — No. 1 Common—No. 2 Common  
Ready for quick shipment  
One-half million feet of 1 inch thick

## Garetson-Greaseon Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

**ASH, OAK, GUM AND CYPRESS LUMBER**

YARD TRADE A SPECIALTY

Chicago Office: 1416 Fisher Bldg.

## DRAKE-CONGER LUMBER CO.

Successors to

**R. E. DRAKE LUMBER CO.**

WHOLESALE

### Hardwoods and Yellow Pine

We can quote you prices on anything you  
use and will furnish the grades bought.  
Good woods and prompt shipment.

1206-7 Fullerton Building, St. Louis, Mo.

## WALDSTEIN LUMBER COMPANY

ST. LOUIS, - - MO.

### Hardwood Lumber

Manufacturers and Dealers

C. M. JENNINGS, Pres. and Treas. C. A. BERTHOLD, V. Pres. G. P. SHEHAN, Sec.

## BERTHOLD & JENNINGS LUMBER CO.

Manufacturers and Dealers in

**OAK, GUM, CYPRESS, Etc.**

Wagon and Implement Stock  
Railroad Stock

Lumbermen's Building

ST. LOUIS, MO.

### LET US QUOTE YOU ON THE FOLLOWING DRY STOCK

15 cars of 4-4 Log Run Gum  
Plenty cars of 4-4 Graded Red Gum  
20 cars of 5-4 Yellow Cottonwood, all grades  
2 cars of 4-4 Panel 18 in. to 22 in. Yellow  
Cottonwood  
15 cars of 4-4 to 6-4 Quartered White Oak,  
all grades  
6 cars of 8-4 1s and 2s Cottonwood  
10 cars of 4-4 to 6-4 Sycamore, all grades

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

**YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION**

## THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri



# INDIANA

WHERE THE BEST HARDWOODS GROW

## TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

**HARDWOOD SPECIALTIES**  
Everything from Toothpicks to Timbers

**Perrine-Armstrong Co.**

FORT WAYNE, - - - - - INDIANA

## S. BURKHOLDER LUMBER CO.

CRAWFORDSVILLE, IND.

We want to move the following stock quick:

2 cars 4-4 No. 2 Common Quartered White Oak  
2 cars 4-4 No. 2 Common Walnut  
1 car 4-4 No. 1 Common Walnut  
1 car 6-4 No. 1 Common and 1s and 2s Plain White Oak  
1 car 5-4 1s and 2s Plain Red Oak

**INDIANA HARDWOODS**

The old-fashioned kind you used to get.

## J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

**Finely Figured Quartered Oak**

Evansville, Indiana

## B A R G A I N S

We Want to Move Quick

1 car 4-4 in. No. 1 Com. Poplar.

2 cars 4-4 in. Log Run Poplar.

1 car 4-4 in. No. 1 Com. & Bet. Plain Red Oak.

Get Our Prices on the Above Cars

**BARRETT MITCHELL LBR. CO.**

South Bend, Indiana

## Thompson, Thayer & McCowen

**Hardwood Lumber**  
EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

No. 2 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

We manufacture Quartered, Plain Oak & Poplar Lumber

## EZRA RHODES NORTHERN and SOUTHERN HARDWOODS

South Bend, - - - - - Indiana

## STEPHENSON-SAYRE LUMBER CO. WEST VIRGINIA HARDWOODS

WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY  
CHARLESTON :: :: :: :: :: WEST VIRGINIA

## CRAIG-VERNON LUMBER CO.

Manufacturers and Wholesale Dealers

**POPLAR, OAK, CHESTNUT, WALNUT, ASH**

Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

THE PRATT-WORTHINGTON CO.

Crofton, Ky.

# Linderman Automatic Dovetail Glue Jointer

To the woodworker who weighs the cost of Jointing Lumber and the value of his finished product the LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER offers a method that eliminates the operations necessary to complete a glue joint as jointing, glueing, clamping, unclamping and edging the jointed panel to width, combining the five hand operations into One Automatic Operation with a

## WEDGE DOVETAIL JOINT

which has proven by practical tests to be stronger than a flat joint because it allows the glue to stay in the joint until the tapering wedge Dovetails draw the lumber together which forces the glue into the pores of the wood welding it with a permanent clamp.

**LINDERMAN MACHINE CO.**

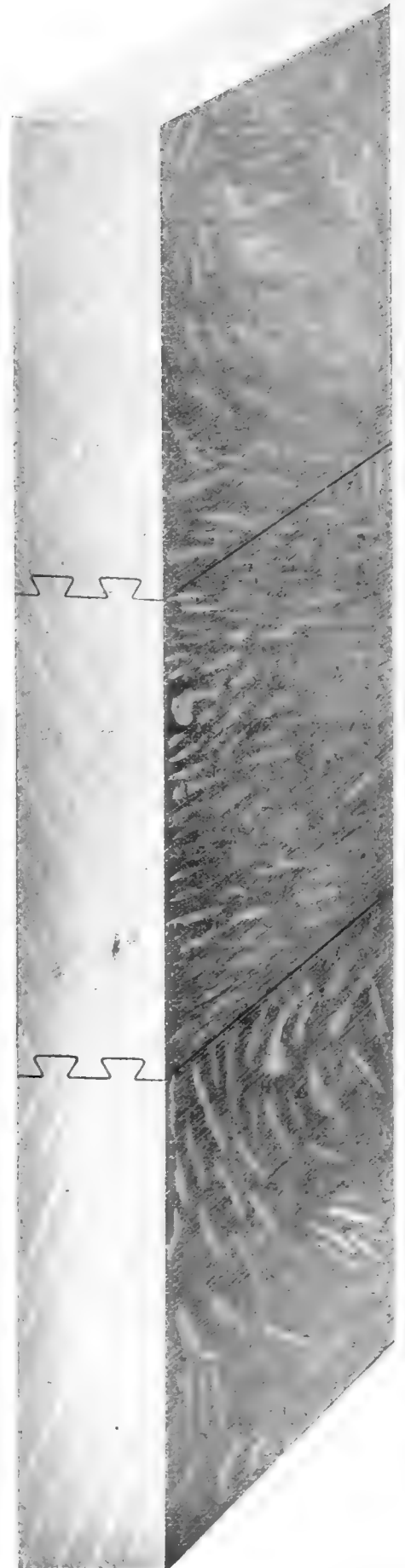
MUSKEGON, MICHIGAN

EASTERN SALES REPRESENTATIVE

**J. M. GILMOUR,**

1872 Hudson Terminal Bldg.

New York City



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

## Kitchen &

## Company

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

Ashland, Kentucky

### THE W. M. RITTER LUMBER COMPANY

COLUMBUS, OHIO

Carries 50,000,000 Feet Band Sawed

YELLOW POPLAR

WHITE PINE

WHITE OAK

RED OAK

HICKORY

ASH

BASSWOOD

CHESTNUT

HEMLOCK

SOUTH CAROLINA YELLOW CYPRESS

And Other Kinds of Lumber

If you want GOOD stock, WELL MANUFACTURED and GRADED, place your order NOW.

Prices never go high enough to cause us to fail to fill our contracts to the letter.

WESTERN OFFICE

EASTERN OFFICE

919 Fisher Bldg., Chicago, Ill.

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DRY KILNS

PLANING MILLS

## W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED  
SOFT

## YELLOW POPLAR

ASHLAND, KENTUCKY

## YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
DRY Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

## LUMBER CO.

# Hardwood Record

Fifteenth Year,  
Semi-Monthly.

CHICAGO, MARCH 10, 1910

{ Subscription \$2.  
{ Single Copies, 7 Cents.

LARGEST VENEER PLANT IN THE WORLD

**C. L. WILLEY**

MANUFACTURER OF

**MAHOGANY, VENEER**

**HARDWOOD LUMBER**

OFFICE, FACTORY AND YARDS:

2558 South Robey Street

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

CHICAGO

**WANTED**

All Kinds of High-Grade

**HARDWOODS**

**S. E. SLAYMAKER & CO.**

Representing  
WEST VIRGINIA SPRUCE LUMBER CO.,  
Cass, West Virginia.

Fifth Ave. Bldg.,  
NEW YORK

**A GOOD HABIT  
TO FORM**

IT WILL REQUIRE NO  
"SWEARING OFF"

**PLACE YOUR NEXT INSURANCE**

with

LUMBERMEN'S MUTUAL INSURANCE CO., OF MANSFIELD, O.

PENN. LUMBERMEN'S MUTUAL FIRE INS. CO., OF PHILADELPHIA, PA.

LUMBER MUTUAL FIRE INS. CO., OF BOSTON, MASS.

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CENTRAL MANFRS. MUTUAL INSURANCE CO., OF VAN WERT, OHIO

**CHERRY RIVER BOOM & LUMBER CO.**

SCRANTON, PA.

MANUFACTURERS AND LEADING DISTRIBUTORS.

**West Virginia Hardwoods**

*"The Best Lumber"*

**LUMBER INSURERS' GENERAL AGENCY**

Managers of the Leading Stock Fire In-  
surance Companies making a specialty  
of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

**VENEER DRYERS**

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.

Dept. H., Hancock and Somerset Sts.

Philadelphia, Pennsylvania

# McILVAIN'S BARGAINS

We have several cars of 4-4  
**RED CEDAR**  
at interesting figures. Write us.

How are you fixed on  
**RED GUM AND COTTONWOOD**  
We have a large block of 4-4 in the above

Get your order in early for  
**RED OAK SQUARES**  
1 car 2-2, 36 inches, clear

Ask us for prices on  
**CHESTNUT**  
2 cars 6-4 Com. and Better  
1 car 8-4 Com. and Better

Here are some good opportunities for  
bargains in  
**RED OAK**  
1 car 4-4, 12 inches and over.  
First and seconds; dry; good lengths.

If you are in the market for  
**HEMLOCK**  
it will pay you to get a line on some  
of our bargains

No better time than right now to think about  
**SPRUCE**  
Our big stock offers some choice bargains

Write us for figures on  
**LATH**  
You'll be surprised at some of our figures.

Let us know your wants in  
**ASH**  
We have a large stock, all thicknesses.

Send in your order promptly for  
**OAK**  
We have several cars 5-4 No. 1  
Com. and Better, at bargain prices.

There is a choice lot of  
**RED GUM**  
among our yard stock at a figure you can't  
afford to ignore.

If you are looking for  
**CYPRESS**  
write us for prices. We have a big stock on  
hand. Ask us for quotations.

We have a large block of plain  
**RED AND WHITE QUARTERED OAK**  
all thicknesses, bone dry; and can make  
immediate shipment from our yard to  
parties in a hurry for dry stock.

You can get a good price on this  
**QUARTERED WHITE OAK**  
3 cars 4-4, 10 inches and over, No. 1 and No. 2.  
3 cars 4-4, 12 inches and over, No. 1 and No. 2.  
2 cars 4-4 Common Strips.  
4 cars 4-4 No. 1 and No. 2.  
3 cars 4-4 Common.  
1 car 4-4 No. 2 Common.  
3 cars 4-4 No. 1 Common.  
1 car 5-4 Common and Better, bone dry.  
2,000 feet 5-4, 12 inches and over.

*"We Have It If It's Hardwood"*

## J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

## The Kneeland-Bigelow Co.

### Bay City, Michigan

#### OFFER FOR SALE

60,000 ft. 4-4 No. 2 Common and Better Birch.  
100,000 " 8-4 " " Beech and Maple.  
500,000 " 6-4 No. 2 Common and Better Beech.  
500,000 " 8x4 No. 1 Common Hemlock.  
250,000 " 8-4 " 2 " "  
500,000 " 8-4 " 3 " "  
20,000 " 12-4 1st and 2ds Grey Elm.

We make a specialty of furnishing promptly bill stuff and timbers,  
20 to 40 ft. in length, in both hemlock and hardwood.

Send us your inquiries

## W. D. YOUNG & CO.

MANUFACTURERS

### FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

### Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES  
**BAY CITY :: MICHIGAN**





# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

☐ For more than thirty years the manufacturers of lumber at Cadillac have conducted business on one definite policy.

☐ In brief, that policy has embraced a source of timber supply of the best in the state of Michigan; the employment of the highest class of workmen and best machinery in the manufacture of their lumber and flooring; the exercise of exceptional care in the seasoning of stock, infinite pains in grading and painstaking attention to the requirements of every customer.

☐ The result of this policy has been Cadillac Quality and Cadillac Reputation for Satisfactory Dealing.

☐ If you are not a Cadillac partisan, it will be to your interest to get in line. Be friendly—write us.

## The Cadillac Handle Co.

### Lumber and Broom Handles

#### Cadillac, Michigan

Have the following dry, band sawn stock for sale:

- 3 cars 4-4 No. 3 Hardwood all 14 foot lengths
- 3 cars 5-8 Beech No. 2 Com. and Bet.
- 5 cars 4-4 Beech, No. 2 Com. and Bet.
- 1 car 6-4 Beech No. 2 Com. and Bet.
- 3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.
- 1 car 4-4, 5-4, & 8-4 (largely 5-4) Rock Elm No. 2 & Bet.
- 3 cars 4-4 Ash, White and Black mixed No. 2 Com. & Bet.
- 2 cars 4-4 Ash No. 3 Com.
- 1 car 4-4 Cherry No. 3 Com. and Bet.

All the foregoing are dry, band sawn stock.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4

GRAY ELM—4/4, 12/4

BASSWOOD—4/4

BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## Michigan Hard Maple

### Cadillac Quality

1 x 9	1s and 2s	4M
10-4	1s and 2s	6M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	20M
4-4	No. 3 Common	100M

Order Now while we have dry stock.  
No additional stock will be dry until next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

## CADILLAC QUALITY

WHEN YOU WANT

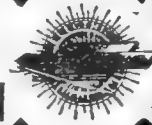
### LUMBER OF CADILLAC QUALITY,

Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition,

SEND US YOUR INQUIRIES



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**



# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

PLAIN RED OAK		COTTONWOOD		SAP GUM		TUPELO GUM	
3/8 Nos. 1 & 2	30,000	4/4 x6 to 12" Nos. 1 & 2	288,000	3/8x 6 & up Nos. 1 & 2	20,000	5/4 Nos. 1 & 2	9,700
1/2 Nos. 1 & 2	107,000	4/4x13 to 17" Nos. 1 & 2	52,300	1/2x 6 & up Nos. 1 & 2	35,700	<b>RED GUM</b>	
3/4 Nos. 1 & 2	63,700	4/4x18 to 21" Nos. 1 & 2	95,600	5/8x 6 & up Nos. 1 & 2	72,500	3/4x 6 & up Nos. 1 & 2	27,800
6/4 Nos. 1 & 2	42,000	4/4x22 & up Nos. 1 & 2	74,100	5/8x15 & up Nos. 1 & 2	27,000	3/8x 6 & up Nos. 1 & 2	44,000
5/8 Nos. 1 & 2	32,000	5/4x 6 to 12" Nos. 1 & 2	135,200	4/4x 6 & up Nos. 1 & 2	158,800	1/2x 6 & up Nos. 1 & 2	7,500
5/8 No. 1 Com.	14,800	6/4x 6 & up Nos. 1 & 2	11,800	4/4x13 to 15" Nos. 1 & 2	102,100	5/8x 6 & up Nos. 1 & 2	50,000
1/2 No. 1 Com.	30,000	8/4x 6 & up Nos. 1 & 2	22,100	4/4x17 to 21" Nos. 1 & 2	49,000	4/4x 6 & up Nos. 1 & 2	71,000
3/4 No. 1 Com.	9,200	4/4x 4 & up No. 1 Com.	518,000	4/4x22 & up Nos. 1 & 2	76,100	5/4x 6 & up Nos. 1 & 2	30,300
4/4 No. 1 Com.	94,000	5/4x 4 & up No. 1 Com.	70,800	5/4x 6 & up Nos. 1 & 2	131,700	6/4x 6 & up Nos. 1 & 2	21,100
6/4 No. 1 Com.	73,500	6/4x 4 & up No. 1 Com.	52,400	6/4x 6 & up Nos. 1 & 2	25,100	8/4x 6 & up Nos. 1 & 2	11,300
8/4 No. 1 Com.	59,700	4/4x 3 & up No. 3 Com.	156,000	4/4x13 to 17" B-B Nos. 1 & 2	53,400	4/4 No. 1 Com.	98,000
12/4 No. 1 Com.	3,000						
4/4 No. 2 Com.	143,000						
4/4 No. 3 Com.	122,000						

## STOCK AT VICKSBURG YARDS:

SOUND WORMY		QUARTERED WHITE OAK		COTTONWOOD		COTTONWOOD B-B.	
4/4	97,000	6/4 Nos. 1 & 2	18,000	4/4x 6 to 12" Nos. 1 & 2	247,000	4/4x 8 to 12"	71,000
<b>ASH</b>		5/4 No. 1 Com.	9,800	4/4x13 & up Nos. 1 & 2	119,000	4/4x13 to 17"	46,800
4/4 Nos. 1 & 2	22,000	5/4 Nos. 1 & 2 Sr L-R Maple	17,000	5/4 x6 to 12" Nos. 1 & 2	434,000		
5/4 Nos. 1 & 2	19,200		37,400	5/4x13 & up Nos. 1 & 2	121,000		
6/4 Nos. 1 & 2	43,000			6/4x 6 & up Nos. 1 & 2	93,000		
8/4 Nos. 1 & 2	36,000			4/4x 8 to 12" B-B Nos. 1 & 2	42,000		
5/8 No. 1 Com.	30,000			4/4x13 to 17" B-B Nos. 1 & 2	63,000		
4/4 No. 1 Com.	140,000			4/4 x4 & up No. 1 Com.	192,000		
5/4 No. 1 Com.	11,200			4/4x13 & up No. 1 Com.	98,000		
6/4 No. 1 Com.	26,000			4/4 No. 3 Com.	117,000		
8/4 No. 1 Com.	13,400						
12/4 No. 1 Com.	1,200						
4/4 No. 2 Com.	48,900						
<b>CYPRESS</b>		5/8 Nos. 1 & 2	26,000				
4/4 Shop	74,000	4/4 Nos. 1 & 2	37,900				
		3/8 No. 1 Com.	40,300				
		3/4 No. 1 Com.	6,300				
		4/4 No. 1 Com.	76,000				
		6/4 No. 1 Com.	65,000				
		8/4 No. 1 Com.	4,800				

Let us quote you prices on anything you may want in the above list.

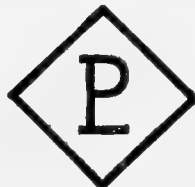
We'll make it worth your while.

# PAEPCKE-LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

CHICAGO, ILL.

# HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

## HARDWOODS

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

## WHITE PINE

### WE WISH TO BUY

Poplar

1 in. Wagon Box Boards 11 in. to 23 in. wide, 12 ft., 14 ft., 16 ft. long.  
1 car 1½ x 16 in., 10 ft. and 12 ft. Box Boards.  
1 car 1½ x 16 in., and up 1 and 2 grade.  
2 cars 2 x 14 in. to 16 in., 1 and 2 grade Sign Boards, 14 ft., 16 ft., and 18 ft. long.  
2 cars ¾ in., 1 and 2 grade.

### WE WISH TO SELL

2 or 3 cars 2 in., 1 and 2 grade Dry White Ash. Standard Lengths.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

1 car 2½ in. and 3 in. 1 and 2 grade Dry White Ash. Standard Lengths.  
5 cars 1 in., 1 and 2 grade Poplar.  
500,000 ft., 1 in., No. 1 Common and Better Plain Red and White Oak, Bone Dry.  
1 in. No. 2 Common Oak out of the above lot.  
3 cars 1 in., 1 and 2 grade Red Gum, Dry.  
6 cars 1 in. Gum Box Boards, 13 in. to 17 in. wide, Dry.  
1,000,000 ft. 1x4-6-8-10 and 12 in. No. 1 and C and Better Norway.  
1,000,000 ft. 1x4-6-8- and 10 in. No. 2 and Better White Pine.

## YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

## CAR STOCK

## CAR MATERIAL

## DIMENSION STOCK

## BAND SAWN RED GUM

THIN STOCK A SPECIALTY

All Gum Dipped in a Special Solution to Prevent Stain

## PLAIN AND QUARTERED OAK, ASH AND CYPRESS

Capacity 100,000 feet per day.

TALLAHATCHIE LUMBER CO.

- - -

PHILIPP, MISS.

# R.E. Wood Lumber Company

Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

We own our own stumpage and operate our own mills.

Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:  
CONTINENTAL BUILDING.

Baltimore, Maryland

# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

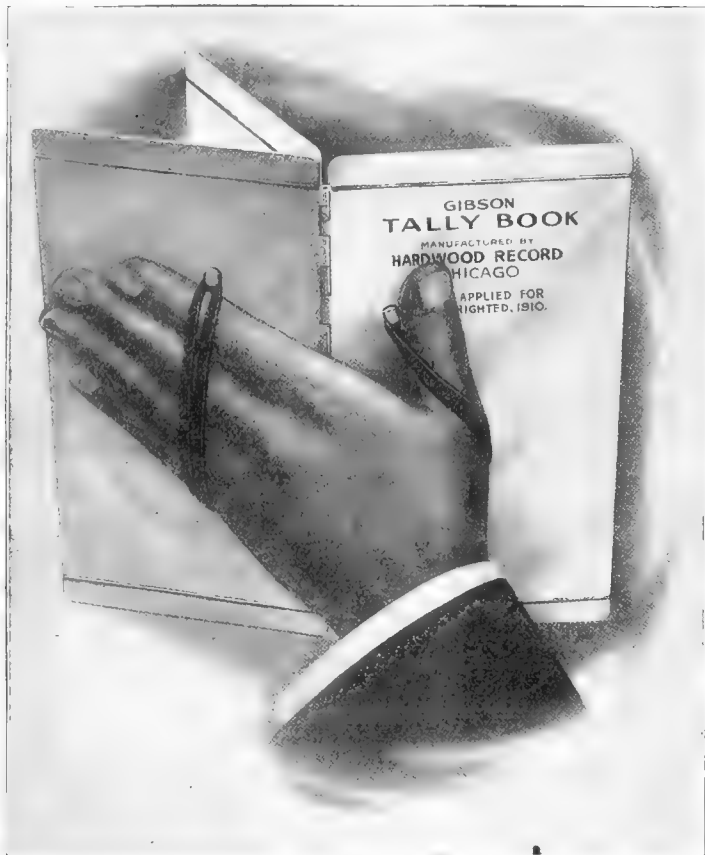
veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

# GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets— $4\frac{1}{8} \times 8\frac{5}{8}$  inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

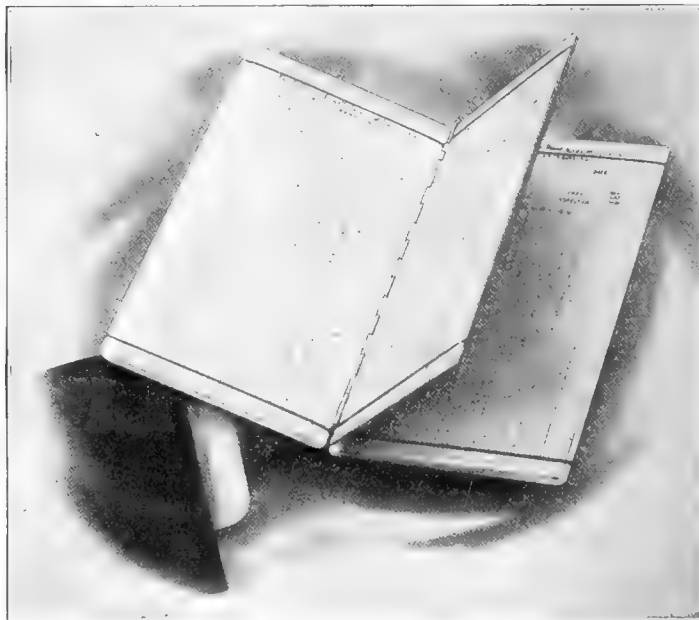
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproofed paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



## PRICE LIST

Aluminum Tally Covers, each.....	\$ 1.00
Aluminum Tally Covers, per dozen.....	10.00
Patented triplicate Tally Tickets (stock form) per 1,000.....	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000.....	4.00
Special forms of Tally Tickets \$1.00 extra.	

Specimen forms of Tally Tickets mailed on application.

Covers sold on approval to responsible concerns.

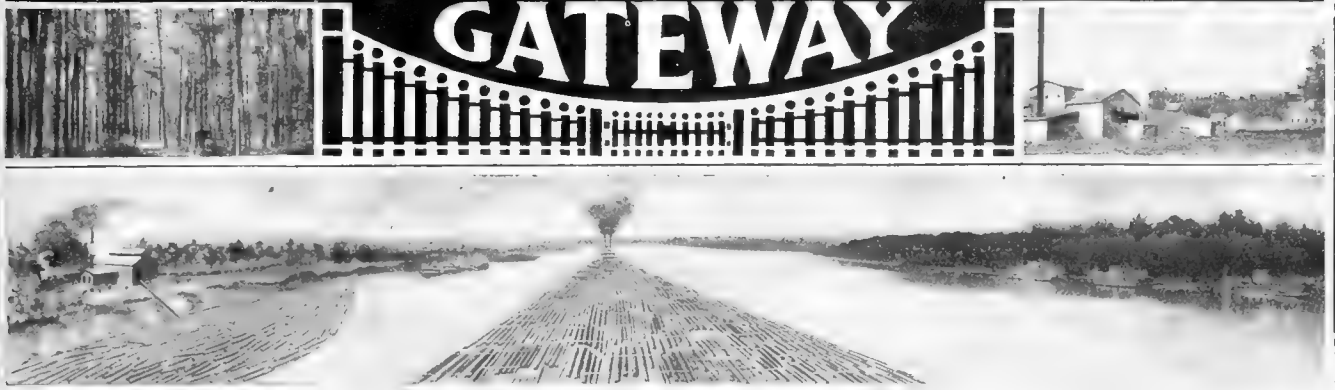
*Manufactured by*

# HARDWOOD RECORD

355 Dearborn Street,

CHICAGO

# LOUISVILLE THE HARDWOOD GATEWAY



**PLAIN OAK, QUARTERED OAK,  
CHESTNUT, WALNUT, HICKORY,  
POPLAR, ASH, MAHOGANY.**

## **BIG DRY STOCKS**

**We want a share of your business and will treat you right.**

Write to one of us or all of us to-day.

**NORMAN LUMBER CO.  
LOUISVILLE POINT LBR. CO.  
E. B. NORMAN & CO.**

**W. P. BROWN & SONS LBR. CO.  
EDW. L. DAVIS LBR. CO.  
OHIO RIVER SAW MILL CO.**

**C. C. MENGEL & BRO. CO.**

Have the largest stock of **Mahogany** in the United States right in Louisville.



# PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES: . . . . . 218 FRANKLIN BANK BUILDING, PHILADELPHIA

Band Mills, Complete Planing Mills and Dry Kilns  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.  
MANUFACTURERS BAND-SAWED HARDWOODS

Mixed car shipments including Oak Flooring our specialty

We are long on

**No. 1 Common Oak Flooring**

also want to move several cars of

**No. 2 Common Oak Flooring**

Write for special price.

Address all Correspondence

**WHITING LUMBER CO.**

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

Mills:

Fenwick, W. Va. Edgewood, N. Y.  
Cadosia, N. Y. Forkston, Pa.

## Fenwick Lumber Company

Manufacturers

**Hemlock, Spruce, Hardwoods**

General Offices:

**Bennett Building**  
Wilkesbarre, Pa.

Sales Offices:

**Real Estate Trust Bldg.**  
Philadelphia, Pa.

## WM. A. REED, WHOLESALE LUMBER HARDWOODS, CYPRESS AND OTHER WOODS

1115 Stephen Girard Bldg. PHILADELPHIA, PA.

## TOMB LUMBER COMPANY

Manufacturers and Wholesalers

**REAL ESTATE TRUST BLDG., PHILADELPHIA**

Send us your inquiries

## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in **No. 2 Common 8-4 Quartered White  
Oak and All Grades of Poplar and Other Hardwoods.**

S. B. VROOMAN CO., Ltd.

**Mahogany, Teak and Domestic Hardwoods**

1135 Beach St., Philadelphia, Pa.

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

## THE EARLY BIRD CATCHES THE WORM

**FOR SALE**—600,000 Feet 4-4, 5-4, 6-4 and 8-4  
**SOUND WORMY CHESTNUT**, at Glenray, W. Va., Band Mill.  
**DANIEL B. CURLL**, Real Estate Trust Bldg., Philadelphia, Pa.

## WRITE RICHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum  
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4-4 to 12-4 Log Run Maple  
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Sole Agents Seminole Brand Cypress Shingles Land Title Bldg., PHILADELPHIA

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WHOLESALE LUMBER

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Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
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Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

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**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

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HARDWOODS

Oak, Shipbuilding and Dock Timbers a Specialty

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MARYLAND

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EBONY

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Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

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MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

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89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

**ROBERT W. HIGBIE COMPANY**  
**HARDWOODS—BIRCH, MAPLE, BEECH**  
Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

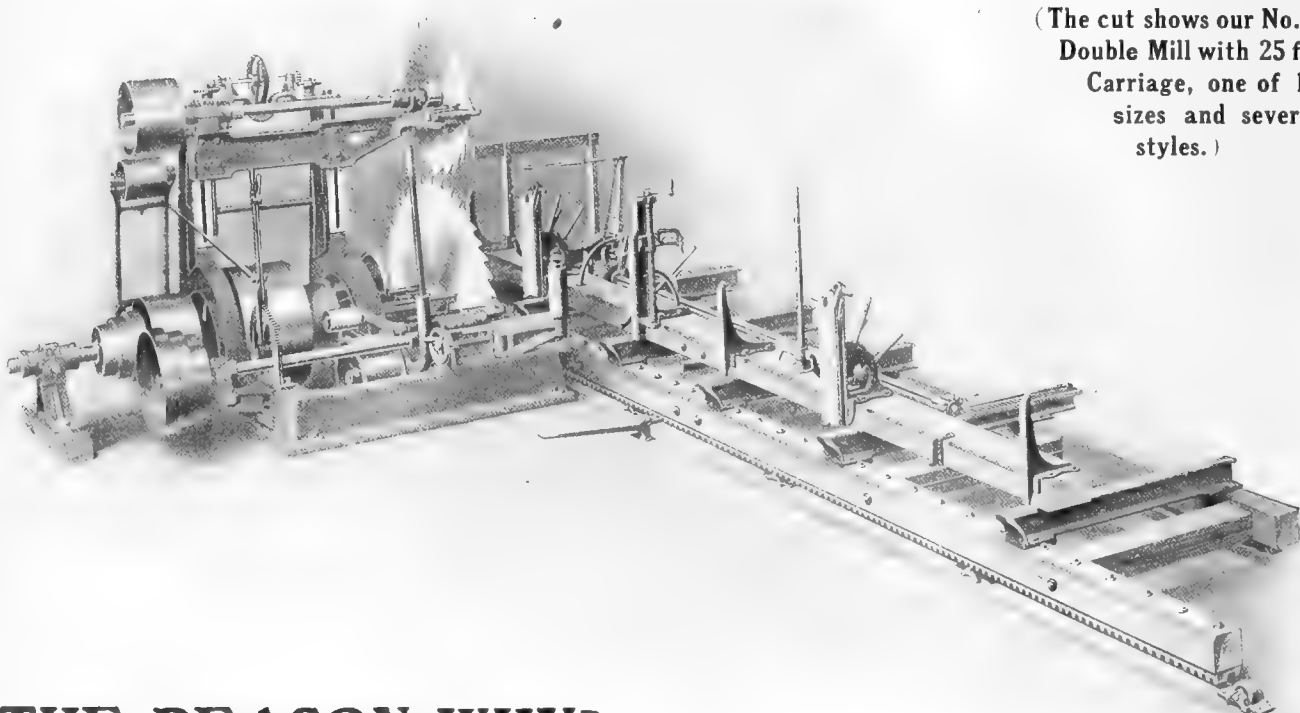
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## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER  
but the BEST LUMBER PAPER published

# LANE SAW MILLS

**Cut the Best Lumber from  
HARDWOOD LOGS**



(The cut shows our No. 2  
Double Mill with 25 ft.  
Carriage, one of 10  
sizes and several  
styles.)

## THE REASON WHY?

BECAUSE their saws do not "dodge" nor follow the grain but cut so absolutely true and accurate that the planer has next to nothing to remove in surfacing, resulting in a GREAT SAVING IN STOCK.

OUR MILLS HAVE DISPLACED BAND MILLS FOR CUTTING OAK AND HICKORY

## **WE ALSO MAKE**

A large line of other Wood Working Machinery including Planers, Matchers, Edgers, Trimmers, Shingle, Lath and Clapboard Machinery, Live Rolls, Steam Feeds, Air Buffers, Niggers, Log Hauls, Etc., Etc.

THE LANE GUARANTEE IS BACK OF IT ALL

Send for Our Catalogs.

# LANE MANUFACTURING CO., MONTPELIER, VT.

Good, live, responsible Machinery Dealers wanted to represent us in sections not already covered.



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## The Hardwood Lumber Gateway

In the center of the producing  
and consuming territory.

A “SQUARE DEAL” IS OUR MOTTO

Cincinnati Lumbermen can and will  
gladly take care of your requirements.

WHY GO BEYOND!—————STOP HERE!

Cincinnati manufacturers and dealers  
solicit your inquiries. See their “ads”  
on following pages of this paper.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## KENTUCKY LUMBER CO., CINCINNATI, OHIO

### MANUFACTURERS OF SOUTHERN HARDWOODS AND POPLAR

Higher grades of all kinds are scarce, but we still have some to sell.

5-4, 6-4, 8-4, No. 1 Com. & Better Pl. W. Oak	4-4, 6-4 Com. & Better Ash
5-4, 6-4, 8-4 " " Poplar	4-4 to 8-4 " " Red Gum
6-4, 8-4 " " Chestnut	4-4 to 8-4 " " Sap Gum

Also large stock low grade Poplar, Gum, Oak, Ash, Chestnut, W. Pine, Hemlock. Want to move quick a few cars 4-4 No. 1 Com. Pl. W. Oak.

## The M. B. Farrin Lumber Co.

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**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI  
Saw Mills: VALLEY VIEW, KY.

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HARDWOOD LUMBER

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Following is list of special stock which we are anxious to move promptly.

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1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.  
½ car 10-4 in., 1s and 2s Quartered White Oak  
1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

## THE GRAHAM LUMBER CO., LTD.

41 East Fourth Street

Manufacturers and Dealers in General Hardwood Lumber, especially Poplar, Basswood, Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries



We are Specialists in

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Plain and Quartered

Bayou Land & Lumber Co.

Mitchell Building - CINCINNATI

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Veneers, Mahogany and  
Hardwood Lumber

Largest Stocks

Best Selections

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# CINCINNATI

THE GATEWAY OF THE SOUTH

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### SOUTHERN LUMBER

PLAIN and QUARTERED OAK

YELLOW POPLAR

CHESTNUT MAPLE

BASSWOOD

BAND SAWED, WIDE AND GOOD LENGTHS  
OLD FASHIONED GRADES OUR SPECIALTY

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CINCINNATI : : OHIO

## Low Prices Made on the Following

1 Car 5-8 1's and 2's Walnut	2 Cars 6-4 No. 2 Com. Walnut
1 " 3-4 1's and 2's "	1 Car 8-4 " 1 " "
10 Cars 4-4 No. 2 Com. "	1 " 8-4 " 2 " "
2 " 6-4 " 1 " "	3 Cars 4-4 " 2 " Cherry

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Fifth and Main Sts.

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MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut,  
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We cater to the trade of those who inspect and measure  
their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport  
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Wire or Write to either  
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MANUFACTURERS OF

TABASCO and AFRICAN MAHOGANY  
QUARTERED OAK and WALNUT

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Manufacturers of

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## SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber

Ties, Staves and Box Shooks

### OUR SPECIALTIES:

## POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

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# CINCINNATI

THE GATEWAY OF THE SOUTH

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### SOUTHERN HARDWOODS

CINCINNATI, OHIO

## SHAWNEE LUMBER CO.

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### HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and  
we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Basswood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

THE HARDWOOD LUMBER CO. CINCINNATI, OHIO  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

### OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

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SIXTH ST., BELOW HARRIET

CINCINNATI

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## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

## RIEMEIER LUMBER CO.

Plain and Quartered

### Oak, Ash and Chestnut

Mixed Cars a Specialty

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DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

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GENERAL OFFICES:



CINCINNATI

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MOULDINGS

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PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK 13-8 &  
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PARQUETRY OAK—5-16

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THE GATEWAY OF THE SOUTH

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Producers of

### HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

#### MILLS:

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#### GENERAL OFFICE:

1620 Union Trust Bldg.  
CINCINNATI

## St. James Cedar Company

HARDWOOD DEPARTMENT

### Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

#### WE HAVE FOR SALE:

10 cars 5-4 Firsts and Seconds Red Oak  
5 cars 5-4 No. 1 Common Red Oak  
2 cars 4-4 1s and 2s Red Oak  
5 cars 4-4 No. 1 Common Red Oak  
5 cars 4-4 No. 2 Common Poplar  
2 cars 4-4 Clear Sap Poplar

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

C I N C I N N A T I

Annual Capacity, 100,000,000 Ft.

## Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

### HARDWOODS

VENEERS AND THIN LUMBER

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

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## MIDLAND LUMBER COMPANY

### HARDWOOD L U M B E R

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

### A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards	Cottonwood, 18 to 21 inches wide
5 " —4-4 1s and 2s	" 13 to 17 " "
3 " —5-4 1s and 2s	" 6 to 12 " "
5 " —4-4 No. 1 Common	" 13 inches and up "
1 car—4-4 Clear One Face	" 4 inches to 7 inches "

COTTONWOOD AND RED GUM OUR SPECIALTY

Write us for any items YOU NEED

WE HANDLE DRY

## HARDWOODS

For

Domestic and Foreign Markets

Correspondence Solicited

### FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

The Wm. H. Perry Lumber Co.

## Hardwood Manufacturers

Oak, Chestnut, Poplar,  
Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Cilbert Avenue,

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# RED CEDAR

Let us know when you need any,  
we handle the best that grows

also

# HARDWOODS

of all kinds

GEORGE LITTLEFORD,  
CINCINNATI

## The A. C. Davis Lumber Company

Manufacturers and Wholesalers of

## Hardwoods and Cypress

IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS & TRUST BLDG., COLUMBUS, OHIO

## FRANCKE LUMBER COMPANY

WE SELL	THIN WALNUT	WE BUY
ASH	and	WALNUT
OAK	QUARTERED OAK	EXPORT
CHERRY	a SPECIALTY	LOGS
STATION P. CINCINNATI, OHIO		BAND MILL AT ST. BERNARD, OHIO

## McLaughlin-Hoffman Lumber Co.

**WHOLESALE HARDWOODS**  
Pine Hemlock Cypress

Will contract mill cuts for cash

206-207 Shultz Building

COLUMBUS, OHIO

## The Whisler & Searcy Co.

IRONTON, OHIO

Manufacturers of

## W. Va. White Oak

LONG BILL OAK A SPECIALTY

FINE STOCK OF

Bone Dry Band Sawed Material

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

BY THE  
ELIMINATION OF  
**CASEHARDENING**

Did you ever figure out what this would mean to you? No? Well, it would mean a saving of THOUSANDS of dollars each year, because casehardening is the cause of checking, warping and honeycombing in kiln drying lumber. All of these we eliminate in our Vapor Process, by preventing the possibility of casehardening.

**GRAND RAPIDS VENEER WORKS**  
GRAND RAPIDS, MICH.

## FOR SALE CIRCASSIAN WALNUT LOGS

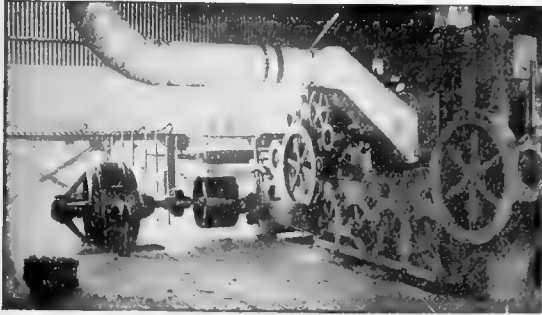
12 Feet and Longer

Also 1-28 inch Sliced Circassian Walnut and Mexican Veneer  
and Lumber in every thickness

**Lewis Thompson & Co., Inc.**

Office: Philadelphia, Pa.  
Yards: Astoria, L. I.

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GENERAL ELECTRIC MOTOR DRIVING TIMBER SIZER

## Bigger Output

Whether all the shop, or only a few machines are working, each machine is doing its best. The speed of every one is under full control of its operator.

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Every machine makes the most of its power. The motor is attached direct to the shaft of the machine instead of turning it through belts and long lines of shafting.

## Better Work

The one speed best for each kind of work can be found and kept. There are no belts to look after. The operator can give his whole attention to the work. Best results are easily obtained.



GENERAL ELECTRIC MOTOR DRIVING BAND RESAW

## Your Woodworking Shop Needs Electric Motor Drive

There is a kind of motor for every type of machine and a size for every capacity. Electric Motors are as useful to small shops as to larger ones. Expert machinists are not needed to care for them. With slight attention from the man at the machine these motors are always in condition.

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The Largest Manufacturer of Electrical Apparatus in the World

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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

### The I. Stephenson Company

WELLS, MICHIGAN

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MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

100,000 Feet 1	inch No. 1 Common Sap Gum
50,000 Feet 1 1/4	inch
50,000 Feet 1 1/2	inch
200,000 Feet 1	inch No. 2 Common Sap Gum
250,000 Feet 1 1/4	inch
300,000 Feet 1 1/2	inch
100,000 Feet 1	inch 1st and 2d Clear Sap Gum

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

## HEADQUARTERS

FOR

## Lumber Fire Insurance

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*Reduced Rates  
Standard Policy*

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FOR LUMBERMEN

BY LUMBERMEN

## WARD BROTHERS

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## MAPLE FLOORING

WE GUARANTEE OUR GRADES AND  
MANUFACTURE ARE UNEXCELLED

## OAK FLOORING

Kiln=  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## SAP GUM

1 1/2" x 6" & up wide	27,000' 1sts & 2nds	4-4" x 20" & up wide	12,000' 1sts & 2nds
3 1/4" x 6" "	40,000' " " "	5-4" x 6" "	95,000' " " "
5 1/2" x 15" "	112,000' " " "	5-4" x 14" "	5,000' " " "
3 1/4" x 15" "	14,000' " " "	6-4" x 6" "	14,000' " " "
4-4" x 6" "	50,000' " " "	8-4" x 6" "	20,000' " " "
4-4" x 14" "	100,000' " " "		

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED

Memphis, Tennessee

## Wisconsin Land & Lumber Co.

HERMANVILLE, MICH.

POLISHED



ROCK MAPLE

## FLOORING

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.

Write today for prices and booklet.

## Thomas Forman Company

DETROIT

MANUFACTURERS OF HIGH GRADE

## MAPLE AND OAK FLOORING

We are making a specialty of

## CLEAR OAK FLOORING

Plain White and Red, and Quartered White in 1 1/2, 2, 2 1/2 and 2 3/4 inch widths of face.

Please write us for special delivered prices on full carloads, or on mixed cars with Maple Flooring and Maple and Oak Lumber from 1 to 4 inches in thickness.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXIX.

CHICAGO, MARCH 10, 1910.

No. 10.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

LOUIS L. JACQUES, Sec'y and Treas.

Sixth Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.  
Telephones Harrison 8036-8087-8088

### REPRESENTATIVES

Eastern Territory - - - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.  
Northern Territory - - - C. F. Dedekam, 355 Dearborn St., Chicago  
Southern Territory - - - E. W. Meeker, 355 Dearborn St., Chicago

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Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings

#### NATIONAL LUMBER MANUFACTURERS' ASS'N.

The Board of Governors of the above association have fixed the dates for the 1910 annual meeting for April 19 and 20 at New Orleans, La.

GEORGE K. SMITH,  
Secretary.

EDWARD HINES,  
President.

#### NATIONAL HARDWOOD LUMBER ASSOCIATION.

The next annual meeting of this organization will be held at the Seelbach Hotel, Louisville, Ky., Thursday and Friday, June 9 and 10, 1910.

F. F. FISH, Secretary.

O. O. AGLER, President.

### General Market Conditions

With improved weather conditions the country over there is a manifest revival in hardwood business affairs. Buying is materially strengthening in all sections and producers are not as critical about "quality" as during recent months.

The shortage of a good many items of stock, notably in the good end of oak, poplar, cottonwood and gum, is inducing purchases in lower grades to be substituted for the former higher qualities employed.

Undeniably there is very little dry stock of the higher grades of nearly all the standard varieties of hardwoods in first hands.

Firsts and seconds oak in white and red, both plain and quarter-sawed, are having about their own way when prices are considered, as there are light stocks in the hands of both manufacturers and jobbers.

It seems to be almost a runaway race in values on panel poplar,

and firsts and seconds are following very closely.

Basswood and buckeye are not in as strong request, but the trade seems to be improving in both these woods.

The condition of black walnut and cherry is normal. There is only a moderate stock and an equally moderate demand.

The situation in hickory is featureless. Prices have not reached a high stage.

The gray elm of the North is in active request, with the soft elm of the South in only moderate demand. The rock elm of the North seems to be dragging very materially owing to the substitution of other woods for the standard purposes for which this material has formerly been employed.

Both northern and southern beech is doing a little better, but still the wood is sold at very close to manufacturing cost, which leaves little or nothing for stumpage value.

The birch of the North is in continued active request and there is very little of the better qualities on the market.

The demand for hard maple of the North in all thicknesses up to six inches is beyond the ability of manufacturers to supply. Soft maple of both the North and South is in fair demand, but still has not reached an altitude of value that makes its manufacture materially profitable.

Firsts and seconds chestnut being only in limited supply is in active demand at eastern points, prices ranging well up towards that of oak. Sound wormy and the lower grades is in increased demand, but still there is a considerable stock yet in first hands.

Plain inch white oak is showing close to \$50 a thousand f. o. b. Ohio river and No. 1 common is ranging close to \$32 at the same shipping points. Plain red has about the same range of values.

One inch quartered white oak is being listed as high as \$84 at Ohio river points, and quartered red at \$62, but there is little of either to be had.

The ash situation is not particularly promising. Substitution has taken place for this wood to a point where it is not moving with any great freedom. This is true of the white ash of the South and the black ash of the North.

Cottonwood in panel and wide No. 1 box boards, and firsts and seconds, is in good demand, and there is a very limited stock. There is considerable No. 1, No. 2 and No. 3 common still in the hands of the manufacturer, but not in excess of prospective requirements.

The transfer of the affections of the furniture and interior finish trade to red gum has well nigh exhausted strictly red in first hands, but there is yet a considerable surplus of sap, No. 1 and No. 2.

Cypress is doing better than it has in years, and it is especially strong in firsts and seconds and selects.

Evidently, largely owing to the low range of values, there is a good and increasing call for dimension stock of all sorts, but notably in oak table and chair material. There is also an increased call for oak car material and for vehicle and implement stock for both oak and hickory.

There is no notable change in either the price or demand of any variety of mahogany. The trade in this wood moves along about as usual, with perhaps a slight increase in prospective demand.

The hardwood interior finish people are fairly busy and the same can be said of the oak and maple flooring trade.

The business in veneers shows no notable change either in quantity or in price being obtained. The capacity of the veneer plants still seems to be in excess of demand, which results in a slight overproduction, and in consequence prices are lower than profitable manufacture would warrant.

## Two Notable Conventions

The meeting of the National Association of Box Manufacturers held at French Lick Springs the latter part of February was not particularly notable for the legislation ensuing but for the exceptional quality of sundry papers read. While a good many of these documents were not germane to the box making business per se they were extremely interesting and instructive. The RECORD regrets that want of space prevents the publishing of all the papers, but if space permits several of them will eventually be printed in these columns.

The other notable meeting referred to was that of the National Wholesale Lumber Dealers' Association, which convened in Cincinnati on March 2 and 3, and of which a full report is printed in this issue.

This association is celebrated chiefly for the harmony that exists between the individual members of the association itself and the sundry lumber associations the country over. It has scarcely ever befallen that an association made up as this one is has had so many problems to work out as has the National Wholesale Lumber Dealers' Association. Its trade relation matters have been most serious, for arrayed against it has been a score of retail organizations, which to draw it mildly, have exercised a good deal of selfishness in their demands in what constituted good trade ethics in the distribution of lumber. These retail associations, including the strong New York Lumber Trade Association, has for years insisted upon having about all the milk there was in the cocoanut, and it redounds to the credit of the wholesalers' organization that it has maintained almost without interruption peace and harmony with the various branches of the trade.

The association, literally speaking, has stayed in the middle of the road, attending strictly to its own business, and has achieved the respect of not only manufacturers within and without its membership but of the retail organizations as well.

This organization has also taken up, usually with success, a good many important matters of legislation, insurance, arbitration, commercial reports, etc., with distinction to itself.

It is purely a business organization and goes in for but few of the "frills" that are concomitant with many other organizations. Its business is discharged promptly and practically, and every committeeman does an immense amount of work to further the work of the organization.

The recent meeting held at Cincinnati was largely for the purpose of educating the western lumber manufacturer and merchant up to the value of membership in this association. Undeniably it has admirably succeeded as already there is a manifest interest shown by the western contingent to join hands with this great organization, whose headquarters are located in New York city. Any one of a dozen features which stand out prominently in this association's work would well repay the western man to join hands with it.

## Information Service

The RECORD has contended for years that the trade newspaper, to be of maximum value to its clients, should not only be conducted on the lines of a newspaper but its columns should carry such general information as is of value to those employed in the line of trade it represents. This service it has consistently attempted.

The RECORD further insists that a trade paper to achieve the maximum of usefulness should be prepared to collect and collate all information germane to the industry to which it caters and practically on call to be able to deliver this information to its patrons.

The system of the RECORD office is such that if the information asked for is not "on tap" steps must be taken immediately to secure it and deliver it to the inquirer. It is a rare case, indeed, when an intelligent answer to queries pertaining to any feature of the trade is not handled out by mail either on receipt or with reasonable promptness.

The RECORD office contains more than 100,000 cards, each one carrying a specific piece of information, and this is at all times at the disposal of its patrons.

Unfortunately a great many readers are either not posted on the quality and voluminous character of this Information Service or are indifferent about its employment. However, there are hundreds of patrons who are regular applicants for some portion of this information.

Primarily, this service was instituted for the purpose of collecting and collating information about the distribution and sale of hardwood lumber, and today a very comprehensive list is involved in forty-two pamphlets supplied to advertisers, reciting the names of hardwood consuming concerns, their addresses, name of their lumber buyer, and the quantity, kinds, thicknesses and grades of lumber employed by them annually. While this service is by no means complete it forms a basis for an admirable reference system for those having hardwood lumber to sell, and is the means of intelligently communicating with prospective or possible buyers.

This service is kept corrected up to date, and the RECORD has just issued an eighty-page pamphlet showing the numerous changes which have taken place in hardwood requirements among wholesale consumers during the last six months. The composition bill on this single document is more than one hundred dollars, and the cost of collating the information was fully a thousand dollars additional.

This publication has now well under way a series of index cards showing the annual output of various kinds of woods by hardwood producers throughout the country. This list is classified by woods, and the RECORD is able to supply to its clients the names and addresses of many producers of any kind of wood its patrons may ask for. Beyond this the information files in this office contain lists of manufacturers in all leading lines of hardwood utilization, and there is not a day that it does not supply sundry information of this sort pertaining to the hundreds or more trades that employ hardwoods as a chief element of their purchases.

All the clients of the RECORD are requested to employ this service whenever they need it as the publishers regard the supplying of information to its patrons as a necessary part of their obligations in accepting advertising contracts from them. It is the desire to not only exploit the advertiser and the goods he has to sell but to tell him where he can either buy or market any variety of forest product.

## Delays of Conservation Progress

The magazine, *The World's Work*, aptly epitomizes the situation in the great conservation movement which is so necessary to the commercial progress of this nation. This publication states that the National Conservation Commission appointed by President Roosevelt for the first conference of governors prepared a comprehensive report on the resources of the country as a basis for a broad plan for their proper utilization. This plan never developed. Chairman Tawney of the Committee on Appropriations in the house introduced an amendment to the appropriation bill cutting off all funds which the commission might need, and making it illegal for any government employee to help it in his official capacity. Without money and with important sources of its knowledge thus withdrawn, the commission has continued to exist but it has not done the definite work laid out at the historic and important meeting. It is at a standstill because of the hostility of Congress.

Two years ago the report of the Inland Waterways Commission was transmitted to Congress by President Roosevelt with an urgent message for action. Everybody believes in waterways. Railroad men themselves say that they will soon be necessary for traffic.

and shippers on many rivers cry for them. Yet the inland waterways campaign is where it was two years ago.

At the end of the report Senator Newlands, who was chiefly responsible for the passage of the reclamation act in the senate, submitted a supplementary report which foretold this delay and proposed that a committee of experts be empowered to select definite projects to be worked out in accordance with a comprehensive plan.

What has been done so far in conservation in the United States has been done by the Forest Service, the Geological Survey and the Reclamation Service. A Waterways Service, such as Senator Newlands proposed, is necessary before any satisfactory beginning can be made. Until some such comprehensive plan is made the continuation of the work on the rivers by the government under the "pork barrel" system is a criminal waste of money.

Year after year Congress has appropriated millions of dollars to improve the navigation of the rivers, and year after year the navigation of the rivers has decreased. A commission which understands the laws of traffic as well as the engineering problems, which can put its finger on the present trouble, and show the remedy, might make our rivers well regulated carriers of heavy commerce from the interior to the sea, and perhaps still more important, prevent floods. Today the great rivers of the country destroy more property than they carry, and under their present handling will continue to do so.

The same delay in conservation progress is duplicated in the case of the very necessary Appalachian forest reserve. At the north-west corner of Georgia, near the North Carolina line, three great rivers have their sources, within rifle-shot of one another, the Savannah, the Chattahoochee and the Tennessee. The headwaters of half the streams of the United States are in the Appalachian mountains in a comparatively limited area in which there are few vested interests of large capital, and these watersheds are protected by the only large body of hardwood forest that is left. The project to make an Appalachian park reserve, so necessary for economic reasons alone, can be chargeable strictly to Speaker Cannon's opposition during the last Congress, and now practically has dropped completely out of official sight.

When will the spirit of modern progress, rather than of modern plunder, ever overtake the legislators at the nation's capital?

## The Enterprise of Memphis

The business men of Memphis, through their commercial clubs, are fully aware of the possibilities of increasing the tremendous business momentum that that city now enjoys. These clubs are now making an effort to raise \$50,000 to be employed in advertising Memphis. There are many good reasons why manufacturing industries, in which hardwoods enter largely, should locate in this progressive city of the Middle South.

Primarily, there are now thirty-five sawmills in operation in that city and five hundred more within a short distance. Seven new sawmills are being located or rebuilt at Memphis at this time. The city is in the heart of the great forest area of the Mississippi valley, where gum and cottonwood grow; where oak is at its best; where there is splendid white ash, hickory, elm and cypress.

Memphis is a prosperous and growing city. It has the metropolitan airs of New York; it has the Lumbermen's Club of one hundred and thirty-five members, and a Business Men's Club of a thousand members, and these are the organizations that are desirous of spreading the fame of Memphis and bringing the world to its feet.

Two of the members of the Publicity Committee of the Memphis clubs are the well-known lumbermen, S. B. Anderson of the Anderson-Tully Company and W. H. Russe of Russe & Burgess, Inc. Either one of these gentlemen will be glad to put manufacturers in touch with good locations at Memphis, with an assurance of friendly coöperation on the part of business men to carry on their various enterprises with success.

Memphis is a good place to live. It has strong financial insti-

tutions, capable of taking care of business needs. Its bankers are well acquainted with the standing of lumbermen and woodworkers generally in the business world, and are anxious to have such men locate in Memphis, as they know they make good depositors as well as safe borrowers.

The geographical position of Memphis makes it a remarkably desirable location for either the lumber manufacturer or the remanufacturer of hardwoods of nearly all types. It is the hub of a wheel, embracing Chicago, distant five hundred miles; St. Louis, three hundred miles; Kansas City, four hundred miles; New Orleans, four hundred miles; Dallas, five hundred miles; Mobile, four hundred miles; Atlanta, six hundred miles; Knoxville, four hundred miles; Louisville, four hundred miles; Cincinnati, five hundred miles, and Indianapolis, four hundred miles.

This location insures very desirable rail freight rates to all centers of consumption, and with the prospective improvement of the waterways of the country, Memphis should eventually become the Chicago of the South commercially.

## Editorial Notes

The Pooh-Bah of Paducah is credited with the assertion that if it hadn't been for the lumber trade newspapers universal hardwood inspection would have been an accomplished fact long before this. Which is reminiscent of the cry of the nimble-fingered gent who scurries down the street upon the discovery that a watch is missing.

The movement inspired by President Brown of the Chicago Hardwood Lumber Exchange to form out of the three lumber organizations of this city one great association of lumbermen is looked upon with favor by the majority of the lumbermen of Chicago. Logically carried out, it undeniably will be the best move that the lumber trade of this great central market ever made. As was stated at the meeting of the Chicago Hardwood Lumber Exchange a few days ago, Chicago directly handles more than two and a half billion feet of lumber annually. This, in combination with the various lumber enterprises in various parts of the country handled by Chicago brains and capital would make the aggregate of Chicago lumber handling fully five billion feet each year. It is high time that these men get together on a strong business alliance and help each other, as is possible to do when they are all combined with a common interest.

Cincinnati is evidently trying to become the host of all the lumbermen in the country. For more than two months past it has either been getting ready to entertain visiting lumbermen, or doing its best to entertain them. The lumbermen of that city have succeeded most admirably, and now they of the Queen City are getting down to "brass tacks" and business. The hardwood men of that city have awakened to the value of CO-OPERATION—and notice that the word is all spelled in capitals.

An example of the current conditions in poplar values in Great Britain and Detroit was manifested recently when a wise Cleveland jobber made a considerable purchase of poplar panel boards at Liverpool, and reshipped the lumber across the ocean and to Detroit, Mich., and made a profit of five dollars a thousand. This is surely "going some" on distances for lumber transportation, but then poplar is popular in the big Wolverine city.

Endorsement of the report of the Hardwood Inspection Committee of the National Wholesale Lumber Dealers' Association of a demand for universal hardwood inspection, means another step toward this desideratum. This association has successfully handled out more vexatious problems than universal hardwood inspection, and who knows but it will assist in establishing that. More power to it!

Reports from several export centers of this country are indicative of very little or no improvement in lumber export conditions. The lumber business in both Great Britain and on the Continent is not nearly so good as it is here, but exporters are inclined to the belief that improved conditions will surely prevail before long.

## Pert, Pertinent and Impertinent

### Slightly Different

Along a winding stream they strolled,  
As in the years before;  
They stood beneath a stately beech  
That grew upon the shore.

"Look, Percy!" softly said the maid  
Her cheeks were all aglow—  
"Is this the tree on which you carved  
Our names so long ago?"

She pointed to the seams and scars  
Upon the smooth, gray bark,  
Where many a sentimental swain  
Had tried to make his mark.

Young Percy scanned the hieroglyphs,  
Then gave his cane a twirl;  
"My name is there, all right," he said,  
"But—'twas some other girl."

—C. W. T.

### What Matter?

If wine's a poison so is tea,  
Though in another shape.  
What matter whether one is killed  
By canister or grape?

—Thos. Hood.

The half of the world that gets along is  
unable to understand why the other half is  
always short.

## Look Out For Him



Investor: "This looks to me like a lemon."

### Experienced

"Am I the first girl you ever kissed?" asks the fair young thing from the refuge of his shoulder.

"Well," he replies, "after the way my arm just naturally slipped around your waist as you unconsciously leaned toward me, and my fingers

tilted your chin as you unconsciously lifted your head, and I bent forward where your lips were waiting, and didn't get the kiss either on your nose or your chin, but where it belonged—after all that, and with the knowledge of the subject which you have displayed, I shall say nothing, except that I leave the question to your own judgment."—Life.

### Depraved to the Last

"I may not be the ultimate consumer," said the fly, with its expiring gasp, as it fell into the soup, "but I seem to be in the ultimate consomme."—Chicago Tribune.

A woman should trust her husband, but it isn't always advisable to let him know it.



# AMERICAN FOREST TREES

EIGHTY-THIRD PAPER

Pacific Post Oak

*Quercus Garbana* Douglas

This species is distinctly an oak of the West and is grouped botanically and in commerce as white oak. It is considered the most important timber oak of the Pacific coast, where it attains considerable commercial value. The best growth is found in the valleys of the northern section of its range; it becomes small and shrubby in the south and on the mountain elevations, usually preferring dry, gravelly slopes. It is conceded to be the best substitute for true eastern white oak that grows on the Pacific.

Specifically the range of growth of this oak extends from Sonoma county, California, northward through Washington and Oregon and into British Columbia. The tree is most frequent along the coast and up the river valleys. In British Columbia it is confined almost exclusively to Vancouver.

Sudworth gives it the following names: White oak in California and Oregon; Oregon white oak in California; Pacific post oak, Oregon oak and western white oak in Oregon.

The tree resembles eastern post oak to an appreciable extent, and ranges in height from sixty to a hundred feet. It sometimes attains a diameter of three and one-half feet. The tree carries a broad and compact crown, especially when it is surrounded by a young, coniferous growth, which is its most favorable habitat, when natural pruning gets rid of the lower limbs and causes an outward, and later a pendulous growth of the upper part. The limbs are strong and heavy, as are the branches and twigs, the latter being pubescent and orange-color the first season, later becoming smooth. The bark is grayish-brown, with shallow fissures, the broad ridges being sometimes broken across, forming square plates which are covered with the grayish flakes or scales. As compared with those of eastern post oak, the buds are long and acute. They are coated with a red fuzz. The leaves show the typical post oak outline; are four to six inches long and are bi-laterally developed, having seven to nine coarse round lobes; the sinuses are rounded and rather shallow. The color is dark, lustrous green and the texture leathery.

With the other oaks this tree is grouped under monoecious plants, the staminate flowers growing in the form of hirsute aments, the pistillate ones being sessile and tomentose. The acorn is rather large, being about an inch and a quarter in length, and usually

about half as broad as long; it has a shallow cup covered with pointed, sometimes elongated, scales.

The wood is heavy, hard, compact and brittle, the heartwood dark brown and the sapwood thin and buff white, turning brown after cutting. A peculiar characteristic is seen in the lines of open ducts parallel to

group and has very distinct and rather broad annular rings. While it is extensively used in the West, it is very difficult to season, checking badly in the process, and sometimes taking two years to dry out properly. The young growth yields wood of great toughness, which is used in special industries. Wagon and carriage makers, ship builders, furniture manufacturers and coopers use the wood extensively, while it is also well suited to cabinet work and interior finish. As a fuel it is in great demand. One cubic foot of the wood, thoroughly dry, weighs 51½ pounds. It has a specific gravity of .8253. Using kilograms and square centimeters as units, the coefficient of elasticity is 95276; modulus of rupture, 935; longitudinal resistance, 463.

This species was named by Douglas in honor of Robert Garry, secretary of the Hudson Bay Company, who materially assisted scientific investigation in the Northwest.

## Barn Built around an Elm Tree

The proverbial veneration which New England people held for many of the noble trees in and about the yards surrounding their homes is strikingly demonstrated in the case of a man in Kennebunk, Maine, who, in selecting the site for his barn, found that a large elm tree was in the way. Reluctant to cut it down, he proceeded with the erection of his barn, building it around the tree, but leaving an open lattice work from the ground to the eaves so that the tree might have plenty of light and air. The base of the elm is said to be very nearly 6 ft. in diameter, but its age is uncertain. It is, however, conceded that when the British were in Kennebunk during the Revolutionary War this tree and its mate were large, well-grown shade trees. These were so highly prized by the owner that, as above stated, instead of cutting down one of them which happened to be in the way, he constructed his barn around it.

Another remarkable thing about this barn is the door at the end of the building, which is said to be an almost perfect representation of the stars and stripes.

It is to be hoped that the Kennebunk man in trying to extend the life of his big tree was successful. However, such attempts usually result disastrously. Trees are savages—they will not stand confinement.



FOREST GROWTH OF PACIFIC POST OAK

and between the medullary rays, which are heavy and unbroken, and in one direction of the light give the wood the only luster which it shows. In the tangential section especially, the medullary rays have a distinctive appearance.

This wood comes under the ring-porous

# Builders of Lumber History

NUMBER LXXXIX

Robert Winfield Higbie

See Portrait Supplement

There are men and men. There are lumbermen and lumbermen. There are men who spend their life in the acquisition of money for themselves. There are other men who early in life realize that they can devote a goodly portion of their time in work for others and still achieve reasonable commercial profits for themselves.

Of this latter class is Robert Winfield Higbie of New York. For many years Mr. Higbie has been a close student of lumber affairs and has worked in alliance with his fellow lumbermen for the betterment of the totality of the trade. He has particularly interested himself in the lumber situation as he found it in the East, and among the eastern contingent has achieved a distinction for forethought, fairness, diplomacy, acumen and knowledge of his calling that culminated, at the recent annual meeting of the National Wholesale Lumber Dealers' Association, in his being elected the president of this organization.

Mr. Higbie is of Irish and Dutch ancestry, and was born March 5, 1863, on a farm at Jamaica, L. I. In this town the ancestors of Mr. Higbie settled more than two hundred and fifty years ago. His forebears have lived and died there respected and honored citizens, and he has always lived there, adding luster to the family name.

Mr. Higbie was graduated from the University of New York in 1882 and was the valedictorian of his class. His first employment was as a bank clerk. The lumber business struck his fancy, and on Dec. 1, 1885, he became a retail lumberman at Jamaica where he continued in business for eight years. In 1893 the firm of Marsh & Higbie was organized, with headquarters at 45 Broadway, New York. Two years later this firm was dissolved and Mr. Higbie continued in the wholesale hardwood lumber business. In 1904 the Robert W. Higbie Company, a corporation of which Mr. Higbie is president, purchased thirty-two thousand acres of Adirondack timber lands in St. Lawrence county, New York; built a railroad and a sawmill and broom handle factory at New Bridge and entered into the manufacture of northern woods, chiefly birch, cherry and hemlock. This is one of the best organized and most wisely handled operations in the north country. The general offices of the corporation are at 45 Broadway, New York city, where Mr. Higbie first established his connection with the hardwood lumber business.

Mr. Higbie has been long affiliated with the National Wholesale Lumber Dealers' Association and has occupied many positions of trust in connection with that organization. His indefatigable work, integrity, conservatism and skill in handling the various details

of its affairs have finally resulted in his election to the presidency.

Mr. Higbie with his wife and two sons, respectively 21 and 16 years of age, occupy a handsome home at Jamaica, where he has always resided.

He does not confine his energies entirely to lumber affairs, but interests himself in church, charitable and commercial enterprises in the locality of his home. He is president of the board of trustees of the First Presbyterian church of Jamaica, the oldest Presbyterian church of continued existence in America. He is a trustee of the Jamaica Savings bank, a director in the Long Island Bond & Mortgage Guaranty Company, a trustee of the Lumber Underwriters of New York, and also of the National Lumber Insurance Company of Buffalo.

The foregoing is a brief and rather inadequate sketch of the foremost hardwood lum-

berman of the Empire state. Mr. Higbie is still a young man and while already he has had wide experience and much success in lumber affairs, more may be promised for him and from him in the making of lumber history.

His recent election to the presidency of the National Wholesale Lumber Dealers' Association practically took the form of an ovation, and the reflection of the esteem in which his fellow members hold him is voiced by not only every man in the lumber trade who has the honor of his acquaintance, but more particularly by his social and business intimates in the Long Island town of Jamaica, where he was born, reared and has prospered.

It is with no little satisfaction that HARDWOOD RECORD publishes in this issue a portrait of Mr. Higbie as its supplement, illustrating a foremost type of "Builders of Lumber History."

## Handles for Bill Posters' Brushes and Lithograph Sticks

By H. B. ALEXANDER

There is one product of the handle factory which, though in daily use in every city and town of any size, is little observed by the ordinary individual, namely, handles for bill posting brushes. Until recent years the bill poster business in this country was in poor shape. There was no organization, and in most instances the work was but half done, and the advertiser who contracted for work of this sort had no means of telling whether the result would be satisfactory or not. For this reason the business was never very extensive.

A few years ago several of the most progressive bill posters of the country banded themselves into an association to further the interests of the trade, and from this nucleus they have built an organization which now practically controls the entire bill posting industry of the country. Originally all bill sticking was done by means of whitewash brushes or any other crude implement which happened to be handy, the handles being made of fishing poles, canes or ordinary squared stock, ripped out for them at local planing mills. Eventually a few of the most progressive operators began to lay in a supply of the different implements used in the trade, as a rule having brushes and handles built on the same general design, and using a uniform paste. In the end they put upon the market a sort of turned handle which was what suggested the present article.

About eight years ago the writer owned a half interest in a small handle factory which turned out broom handles and rods of various kinds. One of these progressive operators be-

fore referred to called at the office of this concern one day and gave a small order for white ash rods, one inch in diameter and eight feet long, offering 8 cents apiece for them in hundred lots. As at that time there was a plentiful supply of ash, the order was accepted and during the first year he was furnished with several hundred of these rods.

The next year ash was much scarcer, so much so that it was practically impossible to get enough to fill the orders that had already been booked, and the proposition was put to him that hickory handles be furnished in place of the ash used the year before. But he would not listen to the proposition, saying that hickory was not good enough to suit his purpose. In a subsequent interview it was ascertained that, while he was paying but 8 cents apiece for the rods delivered, he gave each rod a slight bend at the end and sold them for 50 cents apiece for bill posting purposes. The price of course was exorbitant, and it was very evident that the reason he did not want to use hickory rods was that they would last much too long, consequently his sales would be much less. The hard usage which handles of this sort receive causes the grain to split in a very short time, especially in the case of ash. The lasting qualities of hickory are well known, and it is admirably adapted to this sort of work, by reason of its springing quality as well as its toughness.

Shortly after this interview the firm purchased some fine second growth hickory, and after duly seasoning it, turned it into a large number of these handles and curved the ends. Samples exhibited at the bill posters' con-



ROBERT W. HIGBIE  
NEW YORK



vention shortly after were well received, and large orders were placed, for just half the price which had originally been charged. From then on till this day large orders have been sold every year.

There are firms on the market who are manufacturing bill posters' handles from gum and representing it to be hickory, and there are likewise a number of bill posters who can not tell the difference at first sight, though it is not long before the fact is revealed after the handles have been put in use. In using hickory the size of the handles can be greatly reduced on account of its superior elasticity, and in this way a very light, strong article can be turned out.

These handles can be made at any handle factory, with the proper facilities, at an average price of about 10 cents apiece, so it is very evident that the original price was an outrage, yet there are a number of bill posters who are still submitting to it. There are over three thousand bill posters in this country, and as the average handle will last a year, it is plainly to be seen that it does not take an unusually large number to satisfy the demand. But if one firm could control the output it would net a very fair profit, and the bill posters themselves would benefit by this condition as they would be sure of handles uniform in size and quality. The traveling circuses are among the largest consumers of this article, though they do not use as many as the local trade.

\* \* \*

The lithograph stick was the outcome of the difficulty which circus people always experienced in properly pasting their big lithographs in show windows. The common way of accomplishing this was to obtain a couple of ordinary lath from a planing mill and using one to hold the lithograph in place, rub the sticker fast with the other. It was a frequent occurrence for one of these laths to break, leaving a sharp, jagged edge which usually poked a hole through the sheet, thus spoiling it. When all the posting was finished in one town, the hangers usually threw away their stick, counting on being able to procure new ones at the next town at which they stopped.

A circus man was recently talking the matter over with a handle manufacturer, and it was not long before a stick had been planned which would answer the purpose and at the same time save expense in posting, and yet not be an expensive article itself. The stick planned would be of sufficient value, however, to insure against its being thrown away. A lot of five feet poplar rods were turned out, and after filling and varnishing were capped at the end with aluminum tubing two inches long. When polished up this afforded an excellent smooth edge, and one which would be sure of holding the sheet properly without tearing it, and also having a perfectly square edge would rub the sticker into place with one stroke. The rods were cut six feet long, and would reach the top of any ordinary window. Several of the large circuses gave them a

trial last year and expressed themselves as being very well pleased. They say that their hanging now costs less money and is done in better style than ever before.

\* \* \*

The average handle manufacturer could accomplish more and make larger profits if he would limit himself to the production of one or two types of handles. Most manufacturers do not follow this plan, and consequently the article turned out is often far below what it should be. The advantages of working along one line are the possibility of reducing everything to a definite system and keeping costs down to a minimum. This idea is not at all new and is applicable to almost any branch of industry.

The operator who attempts to turn out special types of handles and rods and is constantly changing his orders loses an immense amount of time in tearing down and setting up his lathe, and as in every other business, time is money and should not be wasted.

Broom manufacturers as a general rule should not attempt to turn out ash or hickory handles, or in fact anything but broom handles, and vice versa. There is a line of specialties, such as curtain poles, chair turnings, shade rollers, carpet sweeper handles and numerous other articles of this same general type, which can conveniently be grouped together, and should not be manufactured in connection with handles or rods of any other sort, as they are not of a nature which will admit of being worked out of the waste from the ordinary run of handle factories.

#### Rare Woods Found in the Forests of Bahia

Consul Pierre Paul Demers, of Bahia, submits the following report on the timber resources of the Brazilian state of Bahia and the facilities for lumbering operations:

The state is wonderfully rich in rare timbers, such as rosewood, mahogany and cedar. I have spent six weeks exploring the forests to the south of Bahia, and estimate that the zone lying between that port and the boundary of the neighboring state of Espirito Santo, or that stretch of territory between the thirteenth and nineteenth degrees of south latitude and the Atlantic ocean and the fourth degree of longitude, contains 12,000,000 acres of choice timber lands, which will yield an average of 10,000 feet board measure of cabinet wood per acre, or a total of 120,000,000,000 feet. A Canadian lumber expert recently sent to this zone classified the woods according to the different families to which they most nearly correspond or are better known on the American and English markets, and his estimates, which are extremely conservative, are as follows: Rosewood and better-class cabinet, 1 per cent; jacaranda cabiuna, of equal value, 5 per cent; mahogany, 10 per cent; oak, highly durable, 15 per cent; hickory, 20 per cent; buch, birch, maple, elm and ash of fine interior and exterior finishing qualities and of good cabinet values, 40 per cent; Spanish cedar, 9 per cent.

These classes embrace a fine range of high-class cabinet woods and a varied line of flooring and other timbers well adapted for interior and exterior finish.

This particular zone has a coast line of 300 miles, along which are located many ports, of which the most important are Camamu or Marahu, Barra de Rio de Contas, Ilheos, Canavieiras, Santa Cruz, Porto Seguro, Prado, Alcobaca, Caravellas and Porto Alegre. Of these, Camamu, Santa Cruz and Caravellas are deep-harbor ports. Not less than 19 rivers, many

of which are navigable for scores of miles, traverse these woodlands in an easterly direction, rendering the exploitation of the timber practicable, as a good part of the logs may be driven down the rivers to the ocean. The district adapts itself admirably to railroad construction wherever the rivers do not afford an adequate and expedient means of transportation.

The cost of cutting, hauling and transporting to foreign markets the timbers of the zone referred to, including the present export duties of 25 per cent ad valorem, would not exceed \$40 per 1,000 feet. They would bring between \$60 and \$500 per 1,000 feet, according to quality. The export duty of 25 per cent ad valorem on Bahian timbers is levied on a value fixed by government appraisers twice per month. The official value in Bahia of the most valuable timber, namely, jacaranda, or rosewood, is \$13.50 in United States currency per metric ton, thereby making the export duties levied \$3.38 per ton.

Another large timber zone is found in the extreme west of Bahia, between the state of Goyaz and the river of Sao Francisco, which is the greatest commercial artery of Bahia, being navigable for approximately 1,500 miles. The writer has not visited that zone, but it is estimated that 20,000,000 acres of timber lands are found there which will give on an average 8,000 feet of lumber to the acre, or a total of 160,000,000,000 feet b. m. of more or less the same quality and botanical families as that in the former zone. The latter territory, however, is much more difficult of exploitation than the former on account of its great distance from the ocean. To bring these timbers to foreign markets would mean transportation by river or land to the river Sao Francisco; thence on that river many hundred miles to Joazeiro, the terminus of navigation, and finally from there on the Bahia-Sao Francisco Railroad to Bahia, a distance of about 360 miles.

That railroad is owned by the Brazilian government, but is leased to a Brazilian for a period of years, and the freight rates are generally quite heavy. The Sao Francisco river is not navigable to the ocean on account of the Paulo Alfonso falls, which are said to be almost as large as the Niagara falls. There are no railroads tapping the timber zone last mentioned, and with the present available means of transportation the export of timbers therefrom is almost out of the question.

The larger part of the timber lands in Bahia is owned by the government and can be exploited only under government concessions and supervision, but large individual tracts, some of which contain as many as 1,000,000 acres, are found that can be purchased at \$1 to \$3 per acre, according to locality.

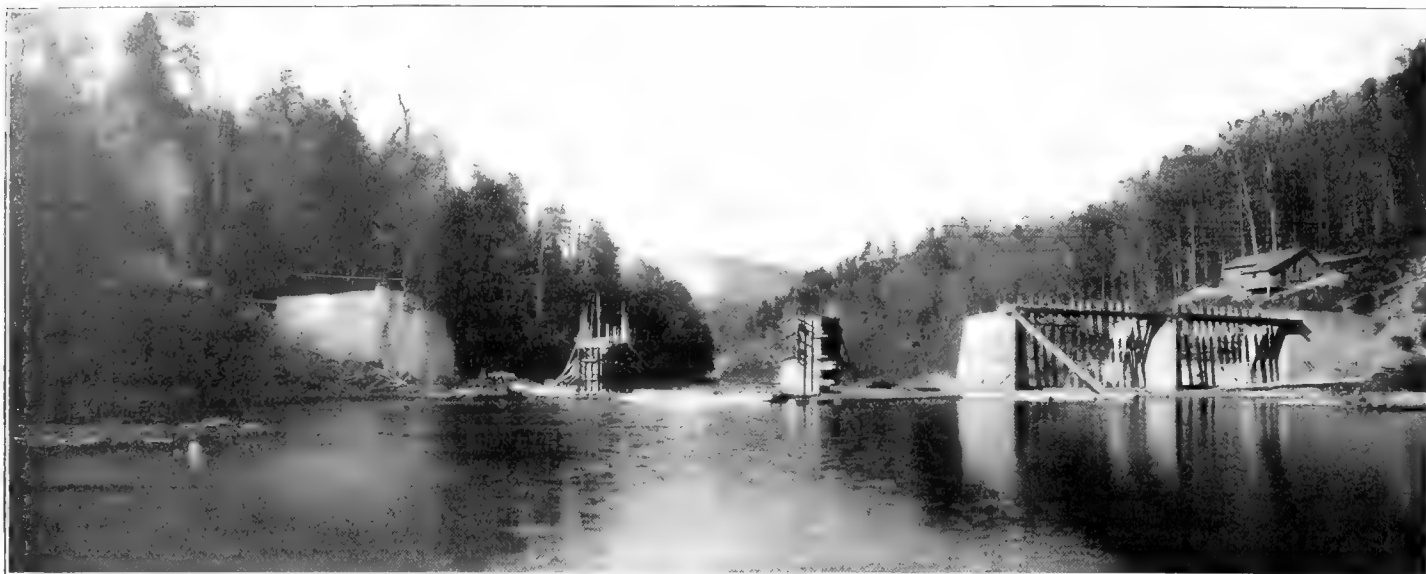
As a rule these timber lands are extremely fertile, and will produce abundantly all tropical products, such as coffee, cacao, rubber, bananas, cotton, sugar cane, rice, mandioc, corn, etc. In the littoral zone first mentioned 18 per cent of the world's production of cacao is grown, besides great quantities of coffee, corn and mandioc.

No modern lumber plants are operated in Bahia, but lately a good many American and Canadian lumbermen have been investigating the field, and one American company has lately been organized to operate on a 75,000-acre tract on the river Jucuruçu, which has been conceded to it by the Bahian government.

Ordinary building lumber is sold in the city of Bahia for as much as 9 and 10 cents per foot board measure.

Fire recently completely destroyed the plant of the C. E. Thames Veneer Company at Choctaw Point, Ala. Origin of the fire is unknown. The loss is estimated at \$6,000, with \$2,000 insurance.





THE BIG SPLASH DAM NEARLY COMPLETED

## THE STORY OF YELLOW POPLAR

Illustrations from Photographs by Editor Hardwood Record

### CHAPTER V

In telling the story of the unique and successful operations of the Yellow Poplar Lumber Company of Coal Grove, Ohio, it is pertinent that a chapter be devoted to the physical difficulties the company has encountered and overcome in annually delivering to its saw mills a great stock of poplar logs from remote mountain fastnesses with the aid only of streams that for many months in the year are simply rock strewn gorges. These logs are delivered distances of 130 to 170 miles.

As has before been noted in these articles, tributary to the lower reaches of the Big Sandy River for more than 100 miles was originally a splendid poplar timber area. With the denudation of this region the remaining poplar stumpage was in extreme eastern Kentucky and over the state line into Virginia. This timber was remote from railroads, and the only available means of transportation were these rough and rock strewn mountain torrents which afforded floating water for logs for a few days' time in an occasional season, and then for several years contained so little water that it was impossible to utilize them in the natural state for the delivery of logs.

Early attempts to log the upper reaches of the Big Sandy resulted in the delivery of but a modicum of the logs put into the stream year after year, with a tremendous waste in timber from borers, rotten sap and even rotted logs which has constituted a heavy loss.

The most recent logging operations of the Yellow Poplar Lumber Company have been in the mountains above the great canyon of the Russell fork of the Big Sandy, where it broke through the Cumberland mountains. This great canyon is encompassed by cliffs often 1,500 feet in height, and the bed of the stream is simply one mass of great rocks—fallen sections of the cliffs.

Getting logs through a five mile stretch of a stream like this is an engineering problem that has baffled the lumbermen of the Big Sandy region for many years, but it has

remained for the Yellow Poplar Lumber Company to overcome the difficulties and that most successfully.

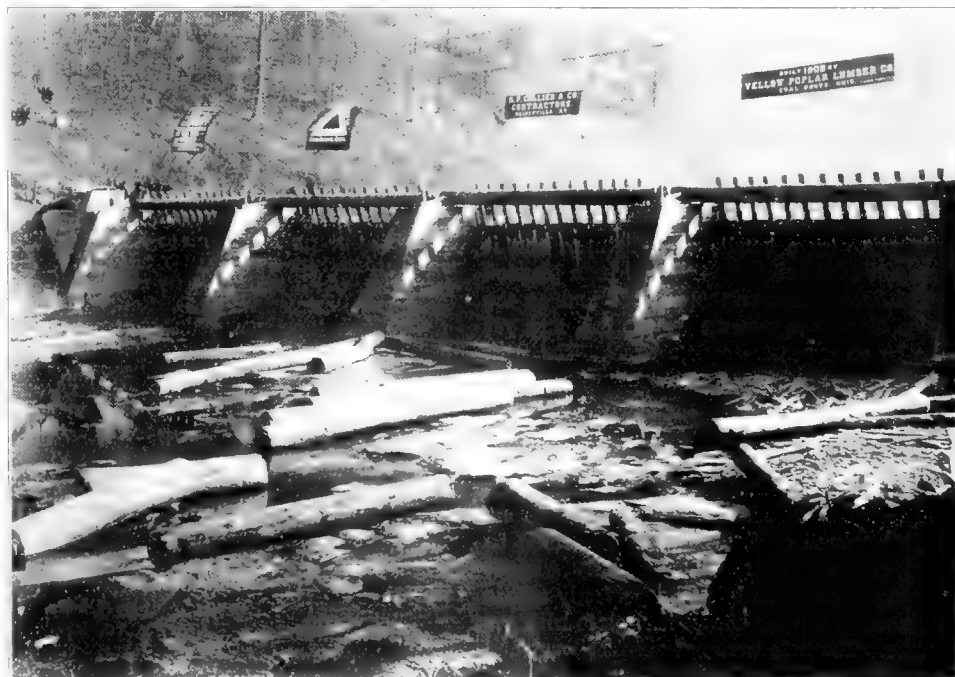
In seven months this company erected the largest splash dam for log driving purposes that has ever been built. The dam is located in Dickinson county, Virginia, on Russell Fork, the main stem of the Big Sandy river, just below the mouth of Bart's Lick and Pound river, tributaries to this stream.

The dam is anchored into solid rock at both ends and at the base. Its extreme length is 360 feet and it contains five "flues" or flumes, each forty feet wide. These flues

are temporarily filled with an ingenious arrangement of timbers, spars and planking to hold back the water and logs.

The pictures with which this article is illustrated show the dam in process of construction, the false work of the dam in place, with the head of water and logs above it, and two views of the dam in process of "splashing."

Primarily, the base for the dam was established by blasting out solid rock in the river bottom at a depth of five feet. This base was then drilled and sections of 60-pound railroad steel set upon end to form the



THE DAM READY FOR A "SPLASH" LOOKING FROM BELOW THE DAM.



THE BIG SPLASH DAM IN OPERATION

foundation of the several concrete piers, which are 10 feet wide, 32 feet long at the base, sloping to the top, which is 10x20 feet in size. The end piers are nearly 100 feet long. The upper end of the piers have a five-foot V-shaped nose or extension to ward off the logs and lessen the impact of the water. Thus the piers are mounted on a sub-dam five feet above the mean bed of the river, and anchored to the solid rock of the river bed. The dam has a height of twenty-five feet and backs water up Russell Fork for about one and one-third miles. The total cost of the structure was about \$40,000.

The cement for this dam was manufactured at Ironton, Ohio, and it took forty carloads to build the structure. The cement was shipped by rail to Elkhorn City, Ky., and then transferred by wagon over two mountain ridges, on roads that are scarcely worthy of the name, to the site of the dam. Forty mules, twenty wagons and drivers have been constantly employed in this transfer for seven months. The cost of the wagoning of

the cement alone was 40 cents a hundred.

The formula employed in making the concrete for the dam was to every barrel of cement (3.8 cubic feet) 29.50 cubic feet of sand, with 19 cubic feet of crushed sandstone. One feature that materially lessened the cost of the structure was that the sandstone was found in the bluffs immediately beside the dam site, and the sand was secured from the river bottom at the point. Furthermore, a coal vein was tapped almost immediately above the dam which furnished the fuel with which to operate the stone crushers and the machinery necessary to transfer the buckets of concrete to the work.

Referring particularly to the ingenious arrangement of false work of the five flues of the dam, it may be stated that from the top of each cement pier project 18-inch steel I-beams. A big poplar stick some three feet in diameter rests solidly against the I-beam on one pier, while between the I-beam on the opposite pier at the end of the poplar stick is a space of about five feet. Interposed in

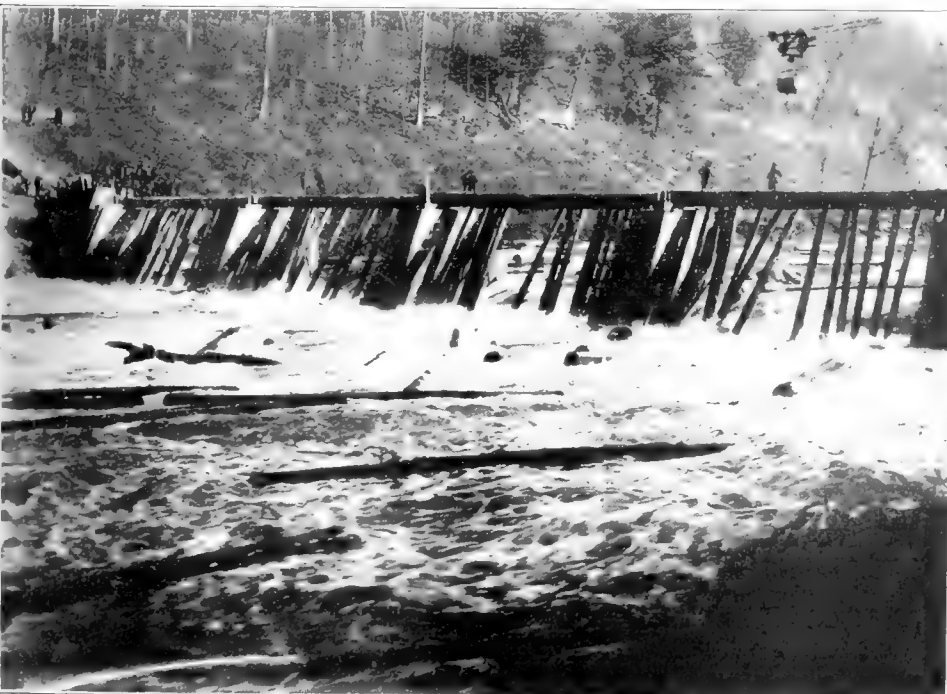
this space is a chunk of round timber some ten or twelve inches in diameter, which in splash dam parlance is known as the "trigger." Resting against the big poplar stick at their upper ends and against a 5-inch notch in the toe sill of the dam at their lower ends are flattened "spars" of beech twenty-seven feet in length and placed about two feet apart. At their tops these spars are loosely fastened to the big poplar sticks with immense iron hooks, the lower ends of the hooks having chains bolted back to the spars. Across the surface of the lower half of the spars are placed 20-foot oak plank-ing one and one-half inches thick, and on the upper half 1-inch boards are used. These "splash boards," as they are called, have holes bored in one end and ropes knotted thereon, and fastened to the structure above. Each of the five flues are thus equipped, and when a head of water has been secured the dam is released by boring a hole in each of the five triggers, inserting a dynamite stick and discharging them simultaneously by means of an electric battery. The dynamite stick breaks up the trigger. The weight of water forces one end of each big poplar stick back down stream five feet against the I-beam. This action, by the aid of the iron hooks and chains at the top of the spars, draws them from their footings on the toe-sill and the logs and water go out under the floating and suspended false work with a rush.

The great mass of 30,000,000 feet of logs held above this dam are not all discharged at one time, but are held back in the slack water by means of booms. Only 600 to 1,000 sticks of timber are released on each splash. These splashes are made as fast as water accumulates above the dam and are usually three or four days apart.

The dam affords a depth of water from twelve to sixteen feet through the narrow gorge of the "breaks of the Big Sandy," and while one splash may leave a lodgment of some of the logs, each succeeding splash drives them further and further down the stream. The immense gathering of logs, illustrated in last issue of RECORD, has now been practically splashed out into floating water. Large deliveries of rafts from Elkhorn City and Pikeville, Ky., have already been made at the company's mills at Coal Grove, Ohio.

The company is now operating its big double band saw mill at Coal Grove day and night.

The problem of splash hammer has been solved!



TURNING A "BLUE HEAD" THROUGH THE DAM TO SPLASH OUT A JAM BELOW

## ***Eighteenth Annual National Wholesale Lumber Dealers' Association***

The opening session of the eighteenth annual of the National Wholesale Lumber Dealers' Association, at the Hotel Sinton, Cincinnati, on March 2, was well attended. There was a total attendance of 330.

This association has a membership of 390 in twenty-eight states and Canada, as was announced in the program. This membership transacted a total volume of business for the year 1909 of \$298,500,000; the total quantity of lumber handled being 14,290,000,000 feet, requiring 877,975 cars for transportation, the balance of 7,798,250,000 feet being transported by water, which gives a clear idea of the importance of this organization.

Previous to the regular business of the convention, President George F. Craig of Philadelphia introduced several prominent men of Cincinnati who welcomed the association in behalf of that city. Mayor Schwab, J. J. Heekin of the Chamber of Commerce, and Clifford S. Walker, president of the Lumbermen's Club, enthusiastically welcomed the attendants to Cincinnati.

Following these speeches President Craig called for the general roll-call of members

and done, is not this the real substructure of business prosperity?

With one feature of the prosperity of 1906 we can well dispense, and the fact that we have not had for two years to contend with a shortage in car supply forms a silver lining to the cloud which envelops the months which we hope are now past. Guided by their former experience, the railroads should be better able to cope with the situation and prevent, in its most severe phase at least, a repetition of conditions which so seriously hampered all shippers of freight in bulk.

The government has apparently abandoned its efforts to discover the trust microbe in the corpus of the lumber industry, and has consoled itself by levying a special tax on our pet practice of incorporating under the laws of New Jersey or Delaware.

The tariff has been agitated and settled, and while we may be able to hold the reduction of fifty cents responsible for a small part of unsatisfactory prices, it would require more than a Philadelphia lawyer to saddle it with the full burden of our woes.

Nor is it probable that the doctrine, "From the maker to the consumer," can be relied on to solve the problem of narrow margins in time of business depression. Alluring as it appears in theory, in practice it would ultimately work back to the old question of supply and demand, and in the final adjustment the manufacturer might find difficulty in establishing his right to be considered as the "maker" of the forest products.

The work of the association has gone on with satisfactory regularity, but without especial brilliancy, and on this line there is little to record beyond the facts and figures set down in the very able and ample reports of the chairmen of the several committees. I can, however, say a few words which would not perhaps become the modesty of the committees and officers to say for themselves.

Financially, we are closing the year with an increased balance over the previous year, due partly to the fact that there have been no extraordinary expenditures. The revenues have been well maintained, and with some slight necessary exceptions the ordinary expenses have not increased. It might be well for the association to consider voting life tenure of office to the present competent and genial guardian of the exchequer, whose only glaring fault is his predisposition to arrive late at all meetings.

The Bureau of Information moves forward as regularly as heretofore, preserving its high mark of efficiency, and is still the greatest source of direct and computable benefit to our members.

It is only to be regretted that all of our members do not appreciate its advantages, as there is almost no other conceivable reason why at least ninety per cent of the total membership is not included in the bureau. Indeed, a plan to extend the privileges of the bureau to all members of the association, by increasing the association dues to cover this service to all, would seem far from unreasonable to those who have profited by the reports.

The Collection Department is most gratifying in results obtained as often by moral suasion and the prestige of the association as by formal legal action. Not infrequently its benefits are conferred on the debtor as well as on the creditor.

The Transportation Bureau, from an experiment, has become a necessity. Its advantages are not to be computed in the ratio of its income to its expenses, but by the unrecorded value of the information and assistance which it furnishes free of charge to a large number of our members who avail themselves of its experience and coöperation. The members who have not consulted this bureau should make a point of doing so at the first opportunity.

The secretary and his assistants are to be congratulated and commended for the success of the detail work of these bureaus.

To arbitrate or not to arbitrate is a question which sometimes disturbs us, due to an inherent belief in our own infallibility. But granted that we are altogether right and the other side altogether wrong, and aside from the advantages gained in time and expense saved, is it not more reasonable to expect an impartial and intelligent verdict from a jury of our fellow members than from the average twelve men who sit in judgment in our civil courts? Arbitration can certainly lay claim to modernness of method and the spirit of fraternity.

The benefits of the good work of the Fire Insurance Committee are always with us and we must not let familiarity beset lack of appreciation. It is only to be regretted that our co-workers, the lumber insuring companies, have not found some means of establishing rates based on actual conditions and their own experience, rather than on the arbitrary and often unjust inspections of the old line companies.

The report of the Marine Insurance Committee will show an equal opportunity for economy and coöperation in its branch of underwriting, and those of us who are most directly interested in the subject of coastwise risks unite in hoping that some means may be devised for obtaining on marine business the same benefits as accrue to the holders of fire policies.

There would seem to be a place also for mutual underwriting in the line of employers' liability, in view, perhaps, not so much of the high rates charged as of the frequently unsatisfactory character of the indemnity secured.

For the Special Membership Committee we claim more than ordinary success in the face of adverse circumstances, and we do no injustice to the other members of that committee in particularly commending the untiring zeal and unfagging energy of the chairman, Gouverneur E. Smith. To have increased the roll since the last annual meeting may not be appreciated by those who have not participated in the effort, but it draws from your president the earnest hope that the incoming administration may be as fortunate in the selection of the next committee.

Forestry is progressing, not from the lumberman down to the theorist, but from the theorist up to the lumberman. The fact that our mode of procedure is not so much at fault as the lack of public education and conditions warranting recommended methods is more and more recognized. Lumbering is our business; all business is for profit, and until trees can be planted and matured at a profit through increase of stumpage values and under legislation which does not tax them out of existence, private enterprise will



GEO. F. CRAIG, PHILADELPHIA, RETIRING PRESIDENT

and for the reading of the minutes of the previous meeting. Both of these formalities were dispensed with by vote of the association, and the president then proceeded with his annual address, which was as follows:

### **Address of President.**

It has been a custom which this year it might be well to honor in the breach, rather than in the observance, for the president's report to record the condition of the past year's business and to prophesy as to the future.

The year 1909 did not measure up to the hopes and expectations which were entertained for it, and while in volume of business it was fairly satisfactory, as to conditions and prices it left much to be desired. Perhaps its most prominent feature was irregularity, and while on several occasions it showed signs of fulfilling its duty of returning to something of the halcyon days of 1905 and 1906, it invariably lost confidence and weakened at the crucial moment. A glance at the report made by the president at the fourteenth annual meeting would almost lead to the belief that he was the victim of an Utopian hallucination.

For the coming year there is promise based not so much, perhaps, on tangible facts and promises, as on general confidence, and, all said



F. R. BABCOCK, PITTSBURG, FIRST VICE-PRESIDENT

not be attracted to this form of investment for the benefit of future generations.

In the matter of hardwood inspection, we have stood firm in our resolutions to occupy a neutral position, but prepared to confer upon unanimous request of the purely hardwood interests, and to endorse any rules which they may unite in adopting for the uniform and universal grading of their product.

The code of ethics was revised at a meeting of the American Lumber Trades Congress held on June 8, 1909. Notwithstanding some criticism, and perhaps justifiable criticism, it is nevertheless the consensus of opinion of all branches of the trade. Other organizations have attempted to amend it or to formulate other rules for the regulation of trade, but these fall of their purpose in that they can never be more than an expression of personal opinion or preference. A true code must be generally accepted and held to govern in the absence of other mutual arrangements, and we could do not better than to endorse the revised code, relying on the wisdom of the majority for further revision as conditions demand them or the change of general opinion warrants them.

The Legislative Committee, the Railroad and Transportation Committee and the Special Congressional Committee will each report fully in its own department and I would commend their reports to your thoughtful consideration.

The report of the Special Congressional Committee will be interesting to shippers who use largely flat and gondola cars. The hearing before the Committee of Interstate and Foreign Commerce of the House of Representatives emphasized the fact that, to the unprofessional mind at least, our contention has the merits of fairness and reasonableness. The testimony introduced by the railroads would also seem to indicate that our efforts have educated them to a degree, and while we must not expect too much in the way of immediate compliance, I believe that a quiet and persistent campaign, which, with the cooperation of other associations, can be conducted at slight expense, will ultimately and within a reasonable time obtain for us the concessions desired.

We again welcome the delegates from allied associations and tender them the freedom of our meetings. We have no secrets and no antagonisms. During the past year our trade relations have been highly satisfactory and particularly free from complaints. In one instance only has there been vigorous protest from a retail association, and in that case, without action on our part, our too hasty accuser withdrew from the contest and left us in possession of the field.

The several meetings of the Executive Committee and of the Board of Trustees have been well attended, and I desire to thank the members of these bodies, as well as the chairmen and members of all committees, the officers of the association and their assistants, for their loyal support and helpful assistance throughout the passing administration.

We have met in Cincinnati through the courtesy and hospitality of its lumbermen and citizens and from a desire, after many years, to again touch elbows with the vigorous and kindly inhabitants of this great and prosperous section. Our thanks are due to our members and friends who have helped to make this meeting possible. May we leave many new friends behind us and

received, after which Secretary Eugene F. Perry gave his report as follows:

#### Secretary's Report

It has fallen to your secretary each year to report to you as clearly as possible, covering such details of the year's work of the association as we believe should be made a matter of record, and also to present to you in concise form the results of the operation of the plans formulated at previous meetings, and at the direction of the Board of Trustees and Executive Committee at their called meetings.

The association work is so diversified and constant that its history can only be read from the compilation of reports made at the annual meetings. Outside of the reports assembled for use in our Credit Department very few statistics are gathered, such figures and details being left to be used and elaborated upon by other specializing associations organized largely with such definite propositions as their basic plan and scope of work.

We have, however, made an effort to again give you (as shown on your printed program) a broad suggestion of the volume of business, value, necessities of transportation, etc., of the nearly four hundred members of this association. We have been somewhat surprised to find the claim being made, that in 1909 as much or more lumber has been cut and manufactured in the United States than in any year in the history of the lumber trade. Some figures claimed are as much as fifty billion feet. Of course, we all know that the value expressed in dollars would not compare as favorably, but the amount claimed seems to be reliably substantiated. These suggested figures are valuable largely because they indicate an increasing business, and offset some of the pessimistic statements made at times, regarding the lumber business, as to permanency.

During times which are not considered to be boom periods we all feel the constraint which leads us to first consider self-preservation, and therefore are not willing contributors to the good welfare of our fellows. This past year rather comes under this caption and we have, therefore, found it harder than in some previous years to accomplish satisfactorily the work laid out or presented to us for consideration. Then, too, our association is being constantly called upon to render help in matters which are national or very general in character, and not to be considered strictly lumber problems; thus we are constantly broadening the scope of work and calling into action the experience, diplomacy and power of the best men our association can enlist.

Many of the recommendations I have to offer may be more fully covered by your committee reports, but having come to our attention officially, should be at least referred to here.

First of importance, possibly, is that of the conservation of our national resources, which is being very ably handled by an organization formed with that as their basis of appeal. It is my opinion that as an organization we also should strongly endorse the movement and plan to actively cooperate with such other organizations as may be working toward the same end. The subject is broad and, as lumbermen as well as citizens, we are vitally interested.

I also ask for a more careful consideration by the individual members of the movement for uniform state laws, especially as they affect commercial acts, including uniform sales laws, uniform stock transfer laws, negotiable instrument laws, warehouse receipts, bills of lading and even divorce laws, etc., etc., all very forcibly presented by the American Bar Association, and more recently strongly endorsed by the President of the United States, and also by the National Civic Federation and other trade and civic organizations. A warehouse receipt ought to mean the same in New Orleans as it does in Chicago; the process of determining the value or legality of a negotiable instrument should be the same the country over. The importance of uniform laws is emphasized in our badly mixed divorce laws, and our commercial laws are even worse. If one is married in New York he ought to be recognized as being married when in Ohio; or a man ought to be able to make his will with equal safety and ease whether in Oregon or Maine. To bring about uniform laws requires personal effort as well as united effort. Our association has been doing its best to help along, and should continue to urge these uniform laws wherever they affect business dealings. Recent decisions as to status of incorporated companies doing business without a so-called license in some of the states have great bearing on the multiplicity of laws affecting corporations, and have a very vital effect on the safety of your transactions with those outside of your home state. I emphasize these points because the field of business, as done by the wholesaler, is constantly broadening and becoming more difficult to cultivate. Some of us are opposed to the proposed federal incorporation laws, and their attempt to correct present abuses in some of your state laws.

#### CAR STAKES

At last year's meeting you appointed a special committee to continue the car stake agitation,

and the Board of Trustees at the suggestion of the committee invited the cooperation of all lumber organizations in pursuing this matter before Congress, through the introduction of a special amending bill to the interstate commerce laws. Some of the associations and some of you members do not warm up to this proposition as I am sure they and you should. The argument, of no direct interest, is not association spirit and is not the position we should take on any proposition for the good of the trade in general. The special committee has done excellent work and their report will interest you, I am sure. "We will win out on the car stake proposition if it takes all summer," someone has applied to this fight, and I agree, because we are working in a right cause and for the general welfare of the people.

#### CODE OF TRADE ETHICS

Your delegates attended the Lumber Trades Congress at Chicago last June and helped to formulate and approve, subject to your confirmation here, a code of trade ethics to be used as a basis of trading, binding only from a moral standpoint now, but which, when finally worked out, will, because of usage, become trade law. This code as at present constituted, may not meet with your full unanimous approval, but as after a two days' session in Chicago it received the unanimous approval of those at the congress, representing manufacturers, wholesalers, retailers and consumers, you can feel assured that it is as nearly practical as is possible at the present time. Some very good minor changes have been suggested, and its favorable operation proves its necessity, and I recommend endorsement here and reference to Board of Trustees with power.

#### TERMS OF SALE

At this point I refer to one other proposition, in an effort to avoid a very considerable amount of trouble and confusion over disputed deliveries,



E. F. PERRY, NEW YORK, SECRETARY



N. H. WALCOTT, PROVIDENCE, TRUSTEE

welcome all of them as members at our next annual meeting.

Several of our members have been taken from us by death and among them it grieves me to record the loss of one of our former trustees, Rudolph S. Cohn of Norfolk, Va. Knowing Mr. Cohn through our intercourse on the board, I can say for him what is no doubt true of all of the others, that our association has lost a loyal friend and the lumber trade an upright and honorable representative.

I regret that as our president for the past year I have but little of personal accomplishment to record, but, whatever has been lacking in brilliancy as executive I trust that I have not failed in loyalty to our association, nor in my promise to give you of the best that was in me. Of your undeserved kindness I shall always be mindful, and for your patience and consideration I cannot be sufficiently thankful. A greater man has written to express what I would say: "It has been a just ground of pride to me that I have had a share in the administrative work of this organization and the benefit of its members' friendship. My association with its officers, past and present, has been an inspiration, and if, in any way, I have helped such men in their endeavors, surely I have not altogether failed."

May success attend the association and each one of you.

The president's address was enthusiastically

damaged or delayed in transit shipments, demurrage, charges, etc., and that is, that every member of this association adopt a uniform method of quoting your prices, and I strongly urge that all quotations be made f. o. b. shipping point, freight allowed and guaranteed to delivery point, and thereby definitely settle this question of ownership in transit, and who is responsible for delays in transit, etc. The buyer will welcome a uniform method and the elimination of the uncertainty of ownership, and it can be accomplished by printing your contract clause in the body part of every letter you send out. Fifty per cent of the members are already doing it, and if all will, some of our disputes will become matters of history only. Sample letters are in the hall, and I recommend this form for adoption as the National Wholesale Lumber Dealers' Association form of quoting prices.

#### RAILROAD RATE PROBLEMS

The workings of the Interstate Commerce Commission has undoubtedly made more certain the status of railroad matters, but there still remains many very obnoxious practices, not the least of which is the rate quoting system. First, it is difficult to secure all the up-to-date tariffs, and when once secured, it takes an experienced man to read them and make sure he has obtained the rate his lumber will finally be billed at, and the lack of responsibility imposed upon freight agents, to protect a rate named to the shipper when he



desires to quote delivered price on his lumber, should be remedied. A large amount of money is now involved in claims based on incorrect rates quoted by freight agents, but against whose mistakes there is no redress under the present interstate commerce laws.

#### TRADE RELATIONS

The ability of sellers, rogues and others to obtain quotations and get lumber shipped to themselves or to those who are not considered to be within the class whose requirements entitle them to buy at wholesale, makes the problem of trade relations as difficult as ever to solve, and while for the past few years the recognized trade has been quite satisfactorily defined, the situation is not ideal, and greater cooperation is needed. Our members have shown clearly their desire to be fair to the retail customers, and few complaints have been lodged, and I am pleased to observe the kindly feeling shown by our retail associations and friends, but whom I, at the same time, feel constrained to warn against the apathy which may follow inactivity, trades relations principles or lack of that reciprocity which binds us together as interested tradesmen.

A further word regarding forestry conservation and the so-called lumber trust: As men, citizens of the great United States, and as lumbermen particularly, engaged in the greatest interstate business in the world, we must not sit by and allow our dignity and honest position to be assailed, as has been done during the past couple and more years. Be serious in discussing the lumber business with your friends and with representatives of the press; make yourselves a special local committee, tell your local newspaper editor the truth about the lumber business, growth of timber, logging, manufacturing and marketing the product, the keen business foresight needed to get the finished product to the house builder at the minimum of expense. Let him know that the competition is keen, and that competition keeps the cost down in the lumber business just as does competition keep down the cost of everything we use. This criticism and ridicule of those engaged in the lumber business has been fostered rather than refuted by us lumbermen not taking the right attitude against

not be heavy, and its uses are many and will be a valuable record in later years.

We have been strongly urged to take active part in movements on foot regarding national tariff commission, federal corporation tax, bulk law proposition as fostered by the National Association of Credit Men, Atlantic deep water ways congress, uniform inspection of lumber, etc. All of these are having the attention of the Board of Trustees and committees to whom referred, and as found practical and in our line will be brought to your attention for proper action and support.

#### MEMBERSHIP

The Membership Committee has been active this year in its solicitation of new members and with very satisfactory results, especially in view of general trade conditions. While our nearly 400 members cover twenty-eight states and territories and Canada, quite a large percentage are in the states east of the city of Cincinnati, and we have made special effort to include these middle west manufacturers and wholesalers and have been reasonably successful in this respect, and as the leveling up of freight rates and the available timber lands leads the center of the lumber industry further west and south, these dealers and manufacturers will appreciate the benefits of a closer alliance with others in the same line, and the value of the accumulated experience and information now within the association. Personally I am agreeably surprised and pleased that we have made such a splendid gain this year.

Figures are as follows:

#### ASSOCIATION

Members March 1, 1909.....	374
Applications received since.....	50

Withdrawals .....	124
.....	32

Membership March 1, 1910.....	392
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#### BUREAU

Subscribers March 1, 1909.....	207
New subscribers .....	22

Withdrawals .....	229
.....	21

Subscribers March 1, 1910.....	208
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Shifting our convention from Washington, where we have met several years, to Cincinnati this year has for the past couple of months given us considerable added office work, and we hope our members in this section will help us in our meetings and will help us to plan for the greatest good possible out of next year's work.

Our association is well equipped to take up forcibly any work with individuals, clubs and other associations which may be done on a cooperative basis, and as many of our members are also members of other local organizations, I trust you may always keep this in mind, so that the opportunity for any good we may do with present equipment may not be lost to us. The field is large and organizations, though numerous, with but few exceptions conflict very little with each other's operations. It is because of this attitude on our part that we have been able to do what we have in the past.

I am pleased to report that the association work for the year has gone along smoothly and there are no disturbing features to be reported, and so far as I can observe the association is brought up to this point all in good order.

Respectfully submitted,

E. F. PERRY, Secretary.

The secretary's report was duly passed upon and filed.

A. L. Stone then reported for the Board of Managers of the Bureau of Information:

#### Report of Board of Managers of Bureau of Information

The Board of Managers of the Bureau of Information is pleased to report that its work the past year shows its continued growth in efficiency and consequent value to the members of the association.

During the past twelve months claims amounting to nearly a quarter of a million dollars have been filed for collection; of these, a large percentage has been collected and returned by our members. The earnings in fees amount to some \$3,600, a slight gain over a year ago. The collection of this large amount of money for our members very forcibly emphasized not only its capacity to handle slow or bad accounts, but particularly that our members should use our credit reports more, and gain therefrom the special information which is always at their disposal, thereby reducing their claims very materially.

Those of our members who are guided by these credit reports have learned their special value in determining their lines of credit. They also know with what special care they are compiled,

to the end that justice in every instance shall be rendered and signs of caution only pointed out when, all the facts carefully weighed, determine them the part of prudence.

Our members, generally, have given us of their information in the making up of these reports with great willingness and care to reflect the facts in each instance, so that all of our subscribers have learned that they can be depended on and taken at their face value.

Of the entire membership, 207 are subscribers to the Bureau of Information and these have access to our files of nearly thirty thousand reports, which are revised from time to time and are continually kept in a fresh condition. These reports cover a very large territory, including the middle West.

The conditions during the past year have again tested out our system, and it has been amply demonstrated that the bureau is handling its work in the most practical manner to give the greatest value to its subscribers.

In thanking them for their continued assistance in the working out of these details, the board wishes, particularly, to emphasize the fact to the nonsubscribers in the association who do not use the bureau, that they are losing the assistance of one of the most valuable assets which is at their command, for no reports obtainable can be compared with those of this association in dependable information, in simple statement of fact, unprejudiced by any misleading or unwarranted conclusions.

It again urges all of our members to make use of the bureau and get all the good obtainable from this source.

A. L. STONE, Chairman.

The chair next introduced George H. Holt of Chicago, chairman of the Central Committee on Fire Insurance Supervision, who talked on fire insurance supervision. Excerpts from his remarks follow:



J. V. STIMSON, HUNTINGBURG, TRUSTEE

#### Mr. Holt's Talk on Fire Insurance Inspection

Gentlemen, the position of chairman of the central committee (so called) on fire insurance supervision came to me at the request of a number of the local representatives with headquarters in Chicago and a number of different national organizations of trades of different kinds.

We are convinced that the present system of fire insurance regulation operates as a gross injustice to and a handicap upon all commerce and industry, not only in Illinois but throughout the United States. Even though the lumber business itself, for example, is not concerned directly with foreign commerce, it cannot prosper as it ought if industry as a whole is handicapped by charges and expenses from which its competitors in other countries are free. The figures with which we are dealing are of enormous size and of almost inconceivable value. The amount of money taken out of industry and commerce in the way of insurance premiums amounts to \$4,000,000,000, which will be diverted from commerce into insurance premiums in the course of the next ten years unless something is done to change the situation.

Our competitors abroad get their insurance for one-tenth of our cost. If we spend \$300,000,000 a year they spend \$30,000,000, a handicap in their favor of \$270,000,000; or, taking the 10-



F. S. UNDERHILL, PHILADELPHIA, TRUSTEE

that ordinary citizen who knows nothing of the business and its intricacies; in this way the outsider gets very wrong impressions. Lumbermen should not be put on the defensive, the business is as honorable and fair as any, and an aggressive attitude in this direction would soon change present unjust criticism and ridicule, and forestall obnoxious laws because of the lack of knowledge and interest.

#### CANADA MEMBERS

Our members in Canada continue to avail themselves of the membership privileges, and each year this business seems to closer interweave itself with that of the states, and we have seen almost a reversal of conditions the past few years, large quantities of certain kinds of lumber being constantly shipped to Canada.

In my opinion the association should endorse the efforts of the United States Department of Agriculture (Forest Service) in the effort to prepare a practical record of wholesale prices of lumber, based on actual sales f. o. b. each market. The expense of compiling these prices can-



year period, say that we spend \$4,000,000,000, they will spend \$400,000,000. These figures are appalling in their significance.

The committee of the national board, which prepared the "universal" schedule, has this to say: "The committee believes that it would be wise to let the property owner see how his rate is computed in every case. We believe that it would be injudicious, not to say unfair, to a property owner to refuse to let him see how his rate is computed. \* \* \* If the schedule is correctly made, there will be as much profit for the underwriter in the poorer classes, at the higher rate of premium, as in the better classes, at the lower rates of premium."

Mr. Bissell, vice president of the Hartford Fire Insurance Company, says: "No mathematical basis exists or can exist. Rates are and necessarily must be based on judgment. Insurance rates as now made are those figures which (having due regard to competition ever present and readily intensified) the general underwriting opinion believes to be fairly remunerative."

Notice that he does not say fair to the property owner or accurately measured by cost, or scientifically arrived at in the interest of the public, but "fairly remunerative."

It is useless to talk to us about insurance rates being unprofitable unless the insurance companies place before us the statistics which show that they are unprofitable and allow us to make a thorough investigation, and find out what charges are included under the different heads, and determine whether those charges are proper or improper, whether they ought to be left in, or ought to be taken out, whether they produce too much revenue or too little revenue. The companies, for example, report their loss experience in their annual statements, but we do not know what items have been put into that loss experience that ought to have been put elsewhere. They enter up an expense account which absorbs the rest of the premium, but we have no access to the details. We want to see those details, and we are entitled to see them, because

wish to make us believe that they are doing the right thing and doing it upon a scientific basis?

The proper rate would buy rather than force the improvement of the risk and help to lessen the fire loss, because it would pay to make the improvement. If the difference in the rate before improvement and after improvement is sufficient to pay for the improvement in a short time, nobody could afford to neglect the improvement. Let me give you some examples from personal experience. Through my connection with the Policyholders' Union, an organization handling insurance problems expertly for a large number of customers, I was brought in contact with a large number of cases, in which the difference in rate between sprinklered and unsprinklered properties would pay for the equipment in three or four years' time, and yet through the opposition of the insurance agents, and the hesitation on the part of the owner to divert the capital from his business the equipment was not put in. I undertook to put in such equipment and take my pay out of the savings, allowing a small margin of profit for my service and risk. In the last year I put in about \$200,000 worth of such equipment in properties covering \$4,500,000 of insurance, and the saving in the rate on that amount of insurance was over \$63,000 per annum. These equipments will pay for themselves out of the savings in a little less than three years of elapsed time, and thereafter this \$63,000 will be retained by my customers for their own business uses, instead of being diverted to New England and old England, as insurance premiums. I have under way \$400,000 worth of such equipment, and the savings, dollar for dollar, will equal those made last year. We were able to bring about this saving, in spite of the opposition of the agents, through establishing competitive conditions in the risk.

Imagine this condition multiplied by the possibilities of the situation and you will see the fire loss in the United States cut down \$100,000,000 within three years, without the necessity of any change in the building ordinances. In addition to this saving would be the reduced cost of fire departments and water service, the elimination to a great extent of the conflagration hazard, the exposure hazard and the interruption of business caused by fires.

Only give us a correct record of fire losses, according to hazard, and rates will be based upon cost of insuring the property, and not upon "what the traffic will bear" as a business proposition.

We are not afraid of state-made rates, if they are based upon adequate information and expert analysis and just administration, but we do not advocate state-made rates at this time. We are talking about state supervision, which will provide the necessary conditions, under which just and equitable, permanent and uniform results may be obtained. We do not want rates made by politicians, either insurance politicians or other. We want the hazard to measure the rate, and we believe that competition will do the rest. I beg to suggest that your association, through some committee, thoroughly investigate the proposition, and that throughout the different states here represented the local state organizations may be made acquainted with conditions that exist and be invited to cooperate for their correction.

Following Mr. Holt's comprehensive discussion, he was tendered a vote of thanks by the association, and resolutions embodying the salient features of his talk were referred to the Committee on Resolutions, by proper procedure of the session.

The report of the superintendent of the Bureau of Information, which was read by Manager W. W. Schupner, followed:

#### Report of Bureau of Information

A complete or comprehensive report of the work of the Bureau of Information, and the results of a compilation of a great mass of intricate details, should include also the individual expressions or opinions of those who have reaped the benefits. During the year just closed this one department of the association has compiled more data, revised more reports, and kept in closer touch with the needs of its subscribers than in any previous year. It naturally follows that the collated experiences of the subscribers are really essential in portraying the bureau's usefulness and ability to meet growing and changing conditions, and unquestionably, a discussion here by those who depend upon the reliability and efficiency of the bureau would do more to acquaint the convention with the system than mere detailed report of a year's office work, and more especially if those subscribers who have used the bureau during its fifteen years of existence participated in the discussion.

It does not take much of an imaginative mind to appreciate the difficulties the bureau has had to meet and overcome the past year. That the period has been a trying one for many of your customers is clearly demonstrated by financial statements and numerous confidential communica-

tions received in the course of revising and re-revising our reports. These conditions have not been local, but appear to have obtained quite generally, and the confidence imposed in the bureau by the trade, for proper discretion in using such data, has enabled the subscribers to secure information which could not otherwise be obtained.

This is one of the bureau's best arguments to nonsubscribers, that of trade confidence, and while the growth in members has been small, the character and quality of the service has perceptibly improved.

Our reports in the Bureau of Information have increased from 15,500 in 1904 to 27,000, the number of reports on file today. This increase has been slow but substantial, and fully up to the requirements of the members, and the percentage of new reports accumulated during the past few years means more than the figures would indicate. The scope of the bureau's work has grown so that it now reaches practically all the territory covered by our members in their wholesale trading, and, as the field is more completely covered, the increase in number of reports may not be so prominent as will be the bettered service. It requires little consideration to appreciate that new subscribers today have at their command a much larger fund of information than did the pioneers who, in the beginning, so unselfishly devoted their time and effort to create for the bureau the reputation for efficiency it has now gained. This fact must not be overlooked by prospective subscribers, because it means that, with approximately 27,000 reports at their command, inquiries can be responded to more promptly and with more accurate detail than even four or five years ago.

While we still have to argue with many lumber buyers on the advisability and necessity of furnishing us signed statements of assets and liabilities, the continual and persistent campaign of education in this respect is making the trade much more responsive, and is encouraging.



T. J. MOFFETT, CINCINNATI, TRUSTEE



W. A. GILCHRIST, MEMPHIS, TRUSTEE

the insurance companies claim that the proper owner "makes the rate." Well, then, if we make the rate we ought to know what it is that we make it out of, and if it is up to us to correct it we cannot correct it until we do know. As the insurance companies maintain the utmost secrecy on that subject, and shroud it in the densest mystery, we believe, that as partners we are entitled to a showdown. The companies are organized to keep us in ignorance. The organized force of the public is the state; the state has the authority, the money, the continuity of effort, and the disinterestedness, which are necessary to gather and classify and maintain a correct and efficient record, and we want the state to do it.

We do not want to make the insurance business unprofitable. We want to make it safer than it is now, less costly to the buyer, and adequately profitable and stable to the underwriters. The extortionate rates which have been exacted are not retained by the insurance companies to strengthen their power of indemnity and to make more secure our hazard of loss. They spend that money for "twisting." "Twisting" is the word. They pay an agent or broker or dependent relative a large part or all of this excess to twist the business from some other company. The interest of the buyer in this transaction is totally ignored.

Why should the insurance companies wish to maintain secrecy, while at the same time they

Wholesale buyers are beginning to appreciate more and more that there is a reciprocal value to a signed statement, and that after all a man who asks credit, buys on open account, or gives notes and sometimes renews them, is not a law unto himself, but is obliged to make a showing if he wishes to obtain credit and to continue business upon the right basis. Some of your customers fail to appreciate that demanding a statement when credit is asked is not a reflection on their character, honesty or business ability, but that it is done for the purpose of enabling business men to conduct their business intelligently, that credit is given a customer because of the confidence reposed in him, and that credit is asked unless cash accompanies the order. Someone has said, "A merchant's capital is the sum of his net available resources, plus his credit." In our correspondence we aim to convey three fundamental credit facts: that a statement of assets and liabilities should be comprehensive and correct; that large assets are not always necessary to the creation of credit; that anyone serving his own interests best should recognize the value, apart from actual assets, of a sound, unquestioned reputation as a credit risk, which includes unquestioned moral character and fair business methods.

Today's conditions and the custom of doing business at long range demands more complete information in these respects, and the Bureau of Information, as a special confidential agency

in compiling reports for its members only, is meeting with more substantial success in securing such data as will enable a wholesale lumberman to consider all sides of a risk before he arrives at a definite decision to extend credit. Apart from the financial side of a report, very strong emphasis is laid on the opinions covering business methods—manner of settlement, discounting, inspection of shipments being the most important. That this is appreciated by wholesale buyers is shown from the correspondence voluntarily sent us by buyers themselves, because frequently where disputes have arisen between a member and buyer, it was from the latter the controversy was first called to our attention, the effort being made to give us their side of the dispute in anticipation of a detrimental or adverse opinion or report from our member. Also it is not uncommon, in submitting a list of references along with their statement, to refer to certain transactions where disputes resulted, believing same would come to our notice in the usual way. This is mentioned to illustrate the force of the opinions in a bureau report and the reliability with which they are regarded in the trade by both buyer and seller.

#### LEGAL DEPARTMENT

The figures submitted in the Board of Managers' report indicate the progress made in the legal or collection department, but those figures cannot tell you of a further saving or "conservation of assets." The returns on collections are shown, but there has been in addition the working out of a principle in handling collections on a basis that would obtain results for our members, and at the same time render some assistance to the delinquent or failed party himself, in maintaining or reestablishing his credit. These results do not show in dollars and cents. That members have confidence in permitting us to use discretion as to mode of procedure is evidenced by appreciative letters accompanying claims and acknowledging receipt of remittances.



LEWIS DILL, BALTIMORE, TRUSTEE

The bureau's fund of information, past experience and knowledge of trade customs and conditions materially assists in determining the steps to be pursued in realizing on a past due account. Disputed claims are carefully negotiated and numerous adjustments made which have resulted in a clearer understanding of trade definitions or customs, and at the same time maintaining friendly relations between buyer and seller.

Occasionally where several claims have been received against a single concern, conferences, visits and careful scrutinizing of assets have been necessary to formulate plans to best conserve those assets and devise ways to tide over an embarrassment or a complicated situation.

In several bankruptcy cases very difficult questions arose, and attempted fraud has not been altogether absent. Some statements of assets and liabilities submitted to us after certain failures have merited a careful inquiry to ascertain the reason for the apparent discrepancy between such statement and that made to the bureau but a short time previously. Poor business conditions the past year or two have accounted for some shrinkage in values, but this is not always true, and while we fully believe in the theory of the bankruptcy law as it affects most failures, and especially to prevent preferences, questions arise or developments occur necessitating careful and diplomatic handling in order to secure the

best results, and we are sometimes lead to sanction and recommend a prompt cash settlement in lieu of a possible extended working out of a doubtful situation. Some effort has, however, been made to get from under by offering cash payments as an inducement for immediate adjustment, whereas diligent examination and presentation of evidence have resulted in turning up valuable assets and therefore a better settlement, and in some of the cases debtors were forced to disgorge to the extent of paying in full, in addition to facing possible criminal prosecution. It has not been the desire of the Board of Managers to make this legal department a source of large revenue, therefore the collection charges are placed on the recognized very moderate charge basis, which is practically the net cost of operation. The service is open to all members and becoming more widely used every year.

Through the printed pamphlet, "Lumber Legal Opinions," we have endeavored to cover legal points raised in the conduct of business, the handling of claims and from requests for opinions presented daily. Twelve issues have been printed to date, and as the number increases or is partially supplemented by some reprints, the necessity for more frequent editions has decreased. The whole number makes a very valuable compendium of handy references, and as the cases accumulate they will be given you, those already published covering nearly all the questions of daily occurrence. They are worth preserving. Some day we may have this in book form for you. As stated in the pamphlets, we cannot always guarantee the soundness of the legal opinions, but every effort is made to secure reliable and pertinent information. Legal decisions and opinions of general interest will be given upon request wherever possible. Some of the points most frequently raised affect using lumber without consent of shipper, accepting checks marked "in full settlement," etc., liability for damaged in transit or lost shipments, continuing shipments to a party who has not made previous settlements according to contract, time allowed for reporting rejection of lumber, necessity of filing corporate certificates, etc., etc.

During the past year much emphasis has been laid on the importance of foreign corporations filing certificates in states where they transact business other than those under whose laws they are incorporated, and as to the advisability of complying with the various statutes. The term "doing business," used in most state corporation laws, is rather indefinite as to construction, and the necessity of filing certificates depends upon the local interpretation of that term. The statutes in some states are more rigid than in others, and as a general proposition most corporations believe, as a matter of economy, it is usually wiser to file certificates in those states and thus provide for any possible adverse construction of the law. If suit is instituted by a foreign corporation, and a defense is attempted because of noncompliance with the statutes, the burden of defense, even though the corporation is not "doing business" under a technical interpretation of the law, is put altogether on the foreign corporation, in which event, even if not unsuited, the cost is likely to exceed cost of filing the certificate. We have accumulated some information along these lines which is at your disposal.

Our office forms, Lists A and B, pink sheets, tracers, etc., copying processes have been improved upon wherever possible under the supervision of the Board of Managers of the Bureau of Information. Occasionally a subscriber offers a suggestion or criticism which can be used for bettering the service, and we are always grateful for such interest and cooperation. Several suggested changes have been attempted in our method of obtaining information, with a view of saving postage, our time and yours, but there seems to be nothing more practical or safer than the old plain way of asking direct questions of those interested, and when we make an inquiry of you we have reason to believe you are interested, although we often find it difficult to find members who can give the information. Slight changes in forms, etc., have been made in the economy of time and money, but not at the expense of the service.

Specializing in lumber credit reporting enables us to give each report a supervision which would be impractical in any general agency; therefore, if you will give us the information you have, together with your best opinion, we will furnish such reports as ought to enable you to determine your credits and sales with safety.

The report of Chairman A. L. Stone has given you figures and details, and he and his committee have been untiring in their efforts to improve the system and service wherever possible. Under such guidance this specializing, confidential bureau is found to operate successfully. Subscribers have learned to transmit their views and opinions in a more concise form, and the credit for the degree of reliability and efficiency gained by the bureau is due to the sincere confidence and mutual cooperation reposed in it by the subscribers themselves. The bureau will always be what you make it.

W. W. SCHUPNER, Department Manager.

Secretary Perry read the report of the Special Membership Committee in the absence of the chairman, G. E. Smith. The report follows:

#### Report of Special Membership Committee

As chairman of the Special Membership Committee it is my pleasure to submit a report of the work of that committee during the past year.

We have elected during the year fifty new members, showing a net gain of eighteen, or a total number at the end of the year, 392. So that each member of this association might be personally informed, I mailed you a comparative statement of membership for the past five years, and those who have looked this statement over will see that during each of the five years, with the exception of the year ending 1906 and the present year, the association admitted during the second six months of the association year almost three times as many as during the first six months, the only exception being the year ending March 1, 1906. In that year during the first six months fifty new members were admitted, and in the second six months twenty-two. In the present year we admitted twenty-nine in the first six months and but twenty-one in the second six months.

The question of membership in all organizations is an important one, for the reason that organizations of all kinds depend upon their membership for their revenue, which also applies in the case of the National Wholesale Lumber Dealers' Association, but in the case of our organization it would seem there was a more important factor than that of mere revenue, namely, the benefits in the first place that every member of the association derives through his membership, and it would seem as though if this association were benefiting 392 individual firms that every other concern joining it could not but receive like benefits. With 392 members we ought to be able to interest as many more who are at



C. H. PRESCOTT, JR., CLEVELAND, TRUSTEE

present not in this organization, and if each member would during the coming year interest himself to the extent of securing the application of one concern we would double our membership, and I firmly believe that this could be done by a concerted action on the part of all. It would seem also that through a material increase in membership of this kind our present members would be benefited, owing to the fact that naturally new members, many of them at least, would be subscribers to the Bureau of Information, and through that channel the bureau would be able to increase its efficiency, gather more information, and our present members who are subscribers would be thus benefited. Therefore, each of us in securing his one new man, while benefiting the association in part, would be working for his own interests, and I believe that if the members would feel that in getting new members they were working for their own interests, they would certainly work harder than they have in the past.

Much time during the past year has been devoted to the membership question, and we only regret that the results have not been more satisfactory. When talking with various members and urging that they at least secure one or two new members, we have frequently been told that the field in which they operated, or the city in which they lived, was so well covered that they

did not see how they could interest anyone further. My own experience has taught me that the place in which a man lives has little or no bearing on the members he is able to secure, and to illustrate that point, personally I have secured during the past two years about eighteen members, and of the eighteen just three from the city of the country. Some applications I have secured in my own office, and some while at the mills; it therefore seems to me that the question of territory is not as important as it might appear. This association can, of course, through its Special Membership Committee, do a certain amount of good work, but if the membership is to be increased materially it cannot be done through a committee alone, but must have the hearty support and cooperation of every member, and each of us must work hard to interest good, eligible, first-class concerns whom we should have with us.

Respectfully submitted,

GOVERNEUR E. SMITH, Chairman.

### Three Committees Appointed

President Craig then announced the following committees:

Resolution: Lewis Dill of Baltimore, chairman; C. H. Carleton, Cleveland, and Henry Cape, New York.

Nomination of Trustees: C. H. Prescott, Jr., Cleveland, chairman; J. R. Williams, Philadelphia; T. J. Moffett, Cincinnati; John M. Woods, Boston; C. H. Barnaby, Greencastle, Ind.; L. L. Barth, Chicago; C. L. Shepard, New York; Alexander, Willson, Pittsburgh, and W. W. Dumphrey, Johnstown, Pa.

To confer with retail and other associations: N. H. Wolcott, Providence, chairman; F. E. Stone, Newark, N. J.; Dwight J. Turner, Toronto; M. S. Tremaine, Buffalo.

Following the suggestions of George H.

handled almost entirely by your board. While the resources each year have been sufficient to provide for the liabilities, it would seem that with an organization of such magnitude as ours that not only should the current year's expenditures be provided for, but, in addition, a reasonable surplus accumulated for contingencies.

We would also call your attention to the fact that the audit of the books does not refer to the assets of the association, in the shape of reports and records, which we understand are protected by insurance to the extent of \$20,000, and which probably could not be duplicated for double the amount if destroyed.

Respectfully submitted,

HENRY CAPE, Chairman.

The chair next called for the report of the Committee on Trade Ethics, which was as follows:

### Report of Committee on Terms of Sale and Code of Ethics

Your Committee on Terms of Sale and Code of Ethics take pleasure in making the following report:

We recommend that the code of ethics, as revised and adopted at Chicago, on June 8, 1909, by the American Lumber Trades' Congress, be adopted by members of this association.

It is not without considerable thought and correspondence on this matter that we make this broad and unwavering statement, but with the courage of our convictions and belief that by adopting this code of ethics the lumbermen of the East will, as the lumbermen of the central West and West (and we will say that the associations of the central West and West have already far outstepped the East in the advancing of their trade relations) not only raise the standard of our business principles to that high moral standing that they should attain, but broaden the business methods and moral ideas of our associates.

Taking up more fully the various points in the code:

Article I, paragraphs a, b, c and d, 2, 3, 4 and 5, meet with your committee's approval and have been cause for very little comment.

On January 13, the secretary of this association sent out a circular and among other questions he asked were:

"Shall lumber be paid for before it is delivered?"

This question, we think, we have answered.

Another question asked was, "What position do you take on orders canceled after once accepted, and some expense incurred in preparing to ship?"

The first part of this question has to do with articles 8, 9 and 10, and the latter part in reference to expense with article 11.

Article 6, as it now stands, reads as follows:

"The terms of sale as noted on original order or acceptance of same should be considered as much a part of the contract as the price at which the stock is sold. Should any shipment upon which cash has been advanced or discount has been taken, on arrival at destination, not be acceptable, for legitimate reasons to buyers, or satisfactory adjustment cannot be made as to the acceptance of the stock, buyer should have the right to demand return of such money as he has paid, before allowing the shipment to be moved or disposed of elsewhere."

You will note that this article does not state or lay down what the terms shall be, but state that they shall be as noted on original order or acceptance of same, and we wish to lay stress on those words. If we were as particular in our transactions in having this point made clear when the orders are taken as we are in reference to the price, there would be little trouble in regard to settlements. In connection with this question of taking off a discount before the material arrives, there seems to be a varied opinion, many expressing the view that material should arrive before cash settlement taking off discount is made. You can see, however, how unfair this would be to the shipper in a shipment to an eastern point from the state of Washington. We therefore consider that owing to geographical positions and delays in transit, the practice of paying cash less a discount after arrival of car should not be encouraged. Speaking from a personal experience of some if not all the members of this committee, it has been their custom to take advantage of 1½ per cent discount in all their business transactions, by paying an amount on account within fifteen to twenty days from date of invoice, after deducting an estimated amount for freight and discrepancies that may occur, and they have yet to experience the time where they lost by this custom, and furthermore, they have found that the benefits derived by this custom are manifold, winning not only the confidence of the shipper but enabling purchases to be made to a much better advantage. It is a matter of choice with the buyer if he wishes to take advantage of a discount, and should he choose so to do, the shipper should receive the benefit of having the cash. The shipper figures on getting so much for his lumber on the cars and guarantees that the freight to a given point

will not be over a certain amount, and if you wish him to take less for his stock by taking off a discount, you should pay for the same when it is loaded, allowing a reasonable time, say, fifteen to twenty days, for the invoice to reach the buyer's office.

Article 8 reads, "When a definite time for shipment is specified." You can see that when a buyer specified a definite time by which he wishes his order to be shipped, he has given the seller to understand this point, and if the seller sells on these conditions, he should be bound by his agreement, for he is supposed to have realized these conditions when he booked the order.

Article 9, as it now reads, was so adopted by the congress on June 8 after a lengthy discussion, and we think that, as it now reads, it is a just and fair agreement, but you can see that the circumstances of the case will greatly govern the question at hand, for, after all, gentlemen, it depends whether the parties engaged are of a high moral standing or what we sometimes term as "a little too smart," and it is the idea of the American Lumber Trades' Congress to educate this latter class to the higher morals of trade relation for which purpose they have gotten up and spent so much time and untiring energy upon this code of ethics.

In regard to article 11, or the expense incurred by the seller on a special order: Some of you, if not all, are actually engaged in manufacturing, and spend a part at least of your time at the mill end, and I think all of us will agree that the seller should be protected in this regard. The buyer must understand that the material is gotten out for a specific purpose and should he not take it, it would necessitate the seller to sell the material at a sacrifice in order to get rid of it. Therefore, gentlemen, in considering this article No. 11, please put yourself in the position of the mill man and agree with your committee that we are right in our approval of article 11.



W. W. KNIGHT, INDIANAPOLIS, TRUSTEE

Holt pertaining to the consideration of plans of the Chicago Association of Commerce for recruiting membership, the meeting adjourned until the afternoon session.

### WEDNESDAY AFTERNOON SESSION

President Craig again brought the meeting to order at 3:09 p. m., when the report of the treasurer, deferred from the morning's meeting, together with that of the auditing committee, was called for. A most satisfactory financial condition was evidenced in the former paper, which the auditing committee vouched for. The latter report is as follows:

### Report of Audit and Finance Committee

Herewith you will please find certificate of the Sydney P. Waud Company, certifying to the accuracy of your company's books.

Experience has proven that the check voucher now in use is too large, so a small form has been adopted, which we believe will be more suitable to our banking purposes.

In submitting our report from year to year, you are aware that although an Audit and Finance Committee, we are not active with the financial problems of the association, they being



WM. E. LITCHFIELD, BOSTON, TRUSTEE

Articles 12 and 13 meet with our approval and have brought out little or no comment.

Article 14, which you will note calls for arbitration when possible, or the settlement of disputes by referees when reinspection is not provided for by association inspection bureaus, meets highly with our approval, as does article 15, which deals with the matter of cost of inspection, and which was not adopted by the congress without considerable discussion and thought, and through compromise and consultation was finally amended to stand as it now reads, of which your committee approve.

Your committee realize that this code of ethics cannot be appreciated and adopted by all at once, but that the use of the same can only be by gradual increase, and that the seller must in many cases be governed by his customer. We feel that in getting you to coincide with the actions of the meeting held in Chicago, June 8, 1909, as much as possible, will be as much as we can ask. We know that in business some people have one way of doing business and others have another, and it is often necessary to conform in a measure to what our customers want, not what we would like. We realize that there are many who thoroughly coincide with this code of ethics, yet cannot bind themselves to be controlled by them entirely.

The continual dunning for settlement of accounts strictly in accordance with the terms of sale often proves distasteful and in some cases



detrimental to your trade. Yet, on the other hand, we are daily finding out that a great many people are becoming educated to the advantages derived by these rules, and gradually these difficulties are growing less, and the action of the association has had much to do with this falling in line, as it were. We fully realize that while it is necessary to try to get things as near on an equitable basis as possible, yet it is impossible to altogether disregard the customs that have prevailed. These things are coming gradually, however, and the Committee on Trade and Ethics in closing their report cannot enlarge too greatly on the benefits that may be derived by the adoption of this uniform basis of business ethics, and sincerely trust that the good work accomplished in Chicago June 8, 1909, will be carried on by the cooperation of the lumber industries at large, in order that a high moral standard may be attained and we may be rid of irresponsible and unscrupulous manufacturers, wholesalers and dealers, and we recommend that the National Wholesale Lumber Dealers' Association adopt the code of ethics as revised and adopted at Chicago, June 8, 1909, and your committee be discharged.

Respectfully submitted,

J. RANDALL WILLIAMS, Chairman.

Chairman C. H. Barnaby of the Committee on Arbitration expressed the sentiment of that committee as follows:

#### Report of Arbitration Committee

Your Committee on Arbitration beg to submit the following report:

Six cases were submitted to the committee during the year, all of which were disposed of promptly and we hope satisfactorily to those concerned. Each case was given the closest attention and thoroughly understood before rendering our decision.



G. C. EDWARDS, OTTAWA, TRUSTEE

We learn from the secretary that a number of cases were settled through his office, thereby saving the time and expense of putting them before the Arbitration Committee.

At our meeting last October in New York we recommended the following rules for submitting evidence to the Arbitration Committee:

"Both parties must first sign arbitration agreements as per printed forms furnished by the association."

"The party demanding the arbitration must first submit his full evidence of claim through the association to the other party to the agreement. This second party is then to submit his full evidence of counterclaim, which is to be submitted to the party demanding the arbitration."

"Each party to the agreement may then submit to the Arbitration Committee his argument of the case, but without any new evidence, which argument may not be seen by the other party to the agreement."

The rules were adopted by the Board of Directors at a recent meeting.

The secretary has experienced considerable trouble and delay in receiving papers and arguments of arbitrators, after the arbitration agreements have been signed. In order to overcome this delay we recommend the following rule for adoption:

"Final arguments and replies shall be placed in the hands of the secretary within thirty days

after the arbitration agreements have been signed."

Respectfully submitted,

C. H. BARNABY, Chairman.

The Trade Relations question was next taken up by N. H. Walcott, chairman of that committee:

#### Report of Committee on Trade Relations

The question of equitable trade relations will no doubt always be a hard one to solve. Your committee finds complaints from both the wholesaler and the retailer, evidently all more or less just.

The fair-minded wholesaler who does not interfere with the trade of the retailer makes complaint that some retailers are employing traveling salesmen who are selling the wholesaler's consuming trade at less than a living profit, and seeking their source of supply in competition with the wholesaler, oftentimes giving the manufacturer the preference, and at the same time asking the wholesaler to protect them, holding the wholesaler to very narrow trade lines.

Then we have the wholesaler who will solicit trade from the retailer, at the same time lose no opportunity to sell the retail dealer's legitimate customer. For wholesalers of this description, when discovered, the retail dealers have the remedy in their own hands, but what method can the wholesaler pursue with the retail dealer who seems to figure that anything they get in a wholesale way is all profit.

Then again, the retail dealer who is trying to do a wholesale business has no regard for his brother dealer in another town or city, and by poaching on each other's territory stir up strife among themselves.

The greatest complaint today before your committee is not the relations of the wholesaler to the retailer, as the retailer can and does to a large extent keep the wholesaler in line. But there are three propositions that require the attention of the committee:

First, how to proceed with the retailer who asks protection from the wholesaler, then competes with the wholesaler in both buying and selling.

Second, how to proceed with the wholesaler who solicits the legitimate trade of the retailer.

Third, what can be done with the retailer who is poaching trade in territory of his brother retailer.

The first question is a hard one to solve, and coming to some understanding on this question requires considerable assistance from the retail association.

The second question, as to how to proceed with the wholesaler who solicits the trade of the retailer, we believe at all times that our association endeavors to keep its membership in line as to who and who is not the proper customer for the wholesaler. With the assistance of the retail associations that report the wholesaler who interferes with their trade to the various associations, this is not so hard a problem.

On the third question, some of our members might ask why the wholesale association should be interested in the fight among the retailers, but some of the retailers have put up to the wholesaler the proposition of refusing to ship excepting into the territory where the buyer is located. We, of course, recognize that this is impractical. Some of the retailers have arrangements at various junction points for diverting their shipments in transit, and we believe that it is to the advantage of this association to do all that we can to assist the retailer in rectifying the "poaching" evil.

In conclusion, we believe that most of the wholesalers are loyal to the retail trade, and most of the retailers appreciate the wholesaler who protects their interests. We believe, also, that the relations between the buyer and seller in the lumber business today is as cordial as at any time in its past history.

In the lesser problems in connection with our trade relations, the tendency of the trade seems to be to promote a code of trade ethics which works towards harmony.

Respectfully submitted,

NELSON H. WALCOTT, Chairman.

J. V. Stimson of Huntingburg, Ind., then read the report of the Committee on Forestry:

#### Report of Forestry Committee

It is considered necessary today that whenever lumbermen meet in convention something should be said on forestry, thus making a necessary part of every body of lumbermen so assembled a committee on forestry; so I am in this capacity not because I have something new to tell you, but because I happen to be the chairman of that committee.

Some time since, a physician in southern Illinois on driving through a village saw a native entertaining a crowd with a trick dog, and after watching them for a while he said: "Say, friend, how do you teach your dog all those things? I can't teach mine anything." "Well," said the native, "You see, in the first place, you must know more than the dog."

My position in this case is perhaps somewhat like that of this country doctor. This topic is done over and over many times each year in lumber and conservation conventions, and a government bureau of forestry working overtime on the job, and you are constantly getting reports and statistics more or less correct, giving a fund of general information. We shall consider the subject briefly and from three points: conservative lumbering, forest reservation and forest re-production. The first two merge so closely that they might almost be considered together. Within the memory of some of you gentlemen, the forests encumbered much of the land and had but little value as a market product over a great portion of the Ohio and Mississippi valleys; the sturdy oak was principally used for fence rails and clapboards and much of the timber was cut, piled and burned to get the land to wheat and corn, and to get the same to the earth to rid it of the much-dreaded malaria, and timber was so destroyed over areas that if put together would constitute great states; but as markets opened up, lumbering became an industry and is today one of the great industries of this country, which has grown in a few centuries to a country of a hundred millions of people within the borders of the United States, the greatest and richest nation on earth.

At first the pioneer only used such trees or parts of trees as split or worked to suit him, and as time and conditions have made it profitable more and more has been utilized, until today the entire product of the tree has a value. It is said that in 1870 only about half of the felled white pine tree was taken by the mill man, but at this time they cut everything from the tree that will square a four by four timber, because it is now profitable to do so, and I take it that the lumbermen everywhere are taking from the lands cut over all the wood that will show a profit to the business.

Notwithstanding all reports to the contrary,



R. H. DOWNMAN, NEW ORLEANS, TRUSTEE

short and odd lengths in lumber now have their proper place in the market, reducing the waste to a low point, but there are not many things that can be done in the interest of conservative lumbering by which much more can be saved, first by using better milling equipment, thin saws and cutting from the edging, slabs, etc., all dimension stock possible and creating a market for the same, as has been done with much of the other product that was wasted at one time, and by having mills properly adjusted and manned, reducing the miscuts to a minimum, and by not overcrowding the machinery in a great effort to cut all your timber at once; much valuable wood is wasted annually by poor and incompetent manufacturing; this is not only waste but a crime.

The matter of forest reservation is not a new subject. The government began in this direction during Washington's administration, buying the Live Oak Islands off the coast of Georgia to secure a supply of ship timbers; then Grover and Blackbeard Islands in 1817, comprising 1,900 acres, and subsequent purchases, bringing the total up to about 208,000 acres; then nothing further was done for a long time, as the civil war changed the type of war vessels, when these live oak forests were no longer required for ship building. During the last twenty-eight years the government has been quite active and today owns over one hundred million acres, or one-fifth of the so-called forest land in the United

States, and various states own about 10 per cent more. In this matter it seems to me the government is rightly engaged, because it can more properly protect this land from depredations, fire and thieves than the individual. It is free from taxes and pays lower interest rates than is possible with private holdings. Information that recently came to me shows that the government is placing much of this timber on the market, having sold quite a large portion of its timber in Oregon and Washington. This, it seems to me, should not be done, but rather only such timber should be sold by the government at this time as has been damaged by fire or is otherwise damaged or dying and only such other timber as necessary to sell with it to make the purchase of such timber desirable or profitable. When this timber goes into the market it tends to cheapen timber on the market and cheap lumber does not aid conservation, but rather to the leaving in the woods to rot what under other conditions might be taken out at a profit and thus utilized. It goes without argument that the American lumberman is first a business man, and will at all times take from the woods whatever will show a profit in the business.

In many localities isolated from markets not all the trees are valuable at this time for lumbering and over such lands great care should be used to not damage such timber as will be left, by felling the trees and through logging operations, since over much of such territory it will become profitable to recut in a few years, as has been proven by experience in Michigan and Wisconsin, and in fact many other states of the Union.

The system of taxing timber holdings in many states is today forcing much timber onto the market. It is due to this largely that I am able to procure log supply for my Indiana mill at this time. The taxes and interest on the investment being considered so much greater than the growth of the timber, that the land is being rapidly cleared and put to cultivation. Fire is the arch enemy of the forests, waste from fire, floods,

promised in a few more years, merchantable timber and all the young trees were killed. This is not encouraging to private reforestation under present conditions, and is a further argument in support of adequate fire protection by the state. It is not considered that this fire was set for the purpose of destroying, but was doubtless resulted from leaf firing. During the last four years there were two million acres of forest lands burned over; it is true that a great deal of this was cut over lands, but lands containing a great deal of timber that would have been available and valuable in a few years.

We believe that great effort should be made toward codifying, revising and amending the laws relating to private reforestation, to encourage the growing of trees by the people, taking away a portion of the jeopardy by making the tax on such property only the tax on the naked land, by making it a more serious offense to set fires and making earnest effort to detect and punish those persons responsible for the same, as in the case of yeggmen or violators of the revenue laws; the annual loss resulting from forest fires will certainly justify extreme measures to this end. Someone said the reason reformers accomplished so little is because they want so many kinds of reform, but I think that we, as lumbermen, are agreed upon the nature of reforms necessary in the laws relating to forestry in this country.

Colleges have been giving thorough instruction in mining, agriculture, etc., for many years, and many of the great universities have established chairs on forestry where more or less theoretical forestry is being taught; but there is no school where clearheaded, practical forestry can be taught as it can by the sound, business man. Yet these schools are doing a great work, and it is our duty as an association and as citizens to cooperate and aid in every way in the thorough dissemination of this knowledge.

It is with much regret that I note here the failure of the Appalachian White Mountain Forest Reservation Bill to pass at the last session of the national congress. The people's money can be used for no better purposes than in the conservation of the nation's natural resources, the protection of our great watersheds, sources of navigable rivers, water power, etc., and would urge that this association use every effort to support the government in a continuation of its policy of the last two decades in the great business of forest conservation and reforestation that posterity may not be forgotten.

In concluding this report I must emphasize the necessity of proper fire protection, and that by the proper practice of forestry our forests may be made to yield ample timber for our needs and a general awakening of the states to these ends.

Ex-President Roosevelt so forcibly emphasized these points in his special message to congress in transmitting the report of the National Conservation Congress, that I quote it here as follows:

"Forests in private ownership cannot be conserved unless they are protected from fire. We need good fire laws, well enforced. Fire control is impossible without an adequate force of men whose sole duty is fire patrol during the dangerous season."

"The conservative use of the forest and of timber by American citizens will not be general until they learn how to practice forestry. Through a vigorous national campaign in education, forestry has taken root in the great body of American citizenship. The basis already exists upon which to build a structure of forest conservation which will endure. This needs the definite commitment of state governments and the federal government to their inherent duty of teaching the people how to care for their forests. The final responsibility both for investigative work in forestry and for making its results known rests upon the states and the nation."

"By reasonable thrift, we can produce a constant timber supply beyond our present need and with it conserve the usefulness of our streams for irrigation, water supply, navigation and power."

"Under right management, our forests will yield over four times as much as now. We can reduce waste in the woods and in the mill at least one-third, with present as well as future profit. We can perpetuate the naval stores industry. Preservative treatment will reduce by one-fifth the quantity of timber used in the water or in the ground. We can practically stop forest fires at a cost yearly one-fifth the value of the merchantable timber burned."

"We shall suffer for timber to meet our needs until our forests have had time to grow again, but if we act vigorously and at once, we shall escape permanent timber scarcity." Respectfully submitted,  
J. V. STIMSON, Chairman.

Mr. Perry read the report of the Marine Insurance Committee in the absence of Chairman Harvey Granger and the motion was passed that his suggestion be referred to the

incoming trustees. The report of this committee follows:

#### Report of Marine Insurance Committee

This committee has never had the opportunity or found the necessity of meeting together and the only matter that I know of that has come up to me as chairman is the one of marine insurance as a general proposition on coastwise business.

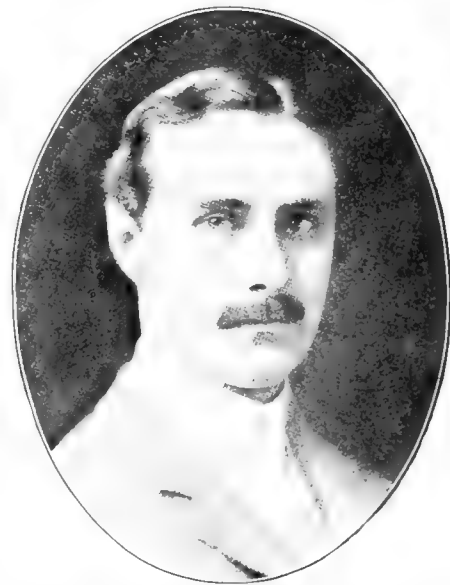
In a statement prepared by us from the records of a very limited number of the members of our organization covering a period of five years, from 1904 to 1908 inclusive, I find that the aggregate of values was \$9,524,000, and that the aggregate of premiums was \$146,000, which makes an average cost of 1½ per cent. The amount of losses collected was only \$57,591, which amounted to six-tenths of 1 per cent, showing that the losses collected amounted to just about one-third of the premiums, which demonstrated clearly to my mind that if a considerable number of the members of our organization who are large insurers would get together and form a marine insurance company or some cooperative alliance for the purpose of giving all of its members the benefits of the profits now made by the various marine insurance companies that we would be taking a great step forward in economy in marine insurance.

It is clearly evident, from the statement submitted by the various members who made up this report, that if the National Wholesale Lumber Dealers' Association was operating in conjunction with this organization a marine department that there could have been saved to the members thousands and thousands of dollars, because out of a report of about fifty members the insurance company's earnings were \$89,000 above their losses. Now, what would it have been if we had a complete statement of the entire membership of our association? Why, it would be up into the hundreds of thousands.

An organization of this character could be



W. W. SCHUPNER, NEW YORK, SUPERINTENDENT BUREAU OF INFORMATION



G. E. SMITH, NEW YORK, CHAIRMAN SPECIAL MEMBERSHIP COMMITTEE

etc., according to the government reports, exceeds the annual consumption of lumber in this country. The nation is becoming awakened to the magnitude of this loss and there seems to be on every hand determined efforts to prevent it. Much is being done to this end by thorough patrol by men whose sole duty is to protect the forests from fire. Many fires result from carelessness from hunters and campers and often much damage is done to standing hardwoods from so-called leaf fires, scarring the exposed roots or bowl, thus allowing the worms to get into the tree, much of this damage should be eliminated entirely, but the state must get busy, since only the proper relief can come from that source.

Reforestation can be encouraged provided there is encouragement from one source only and that is protection against fire. This is a long-time crop and there is not much incentive for the private individual to engage in the business.

Early in last April forest fires supposedly of incendiary origin devastated ten thousand of the choicest reforested acres of the Biltmore estate in North Carolina. Ten to fifteen years ago worn out land was set to poplars which

formed, to be handled by the national body, providing a fair percentage of the members, especially the members doing a coastwise and export business, would join. These members, of course, would get the benefit in the end of cheap insurance, while the organization would be prepared to furnish insurance for those members of the national body who were not a party to the insurance department, at rates as cheap, if not a little cheaper than those being furnished by the marine companies today.

If it should be found that it is not feasible to form a marine company for the handling of this business, then I would suggest that a large percentage of the members carry their own insurance during certain months of the year. By experience we have found that in our own business a large amount of money can be saved by carrying our own insurance during certain times of the year, especially if the class of vessels is watched very closely.

For the association to accomplish better results through its marine insurance committee, I am of the opinion that the proper thing to do in connection with this marine insurance is to entirely separate the great lakes section from the coastwise section and appoint a special committee of three to handle this matter. The appointments should be such that the three



... say action together and formulate such plans as would probably meet the requirements and approval of the national body. The chairman at least should, in my opinion, be a man from New York, and with two others may be from nearby localities, so that they could get together frequently on this subject. I feel very sure that a cooperative plan of some kind can be worked out whereby the members of our association can save a large percentage of these premiums. On the Great Lakes the pooling plan has met with very satisfactory success. Their proposition, however, is not the same as ours; they open say May 1 and close December 1, while ours is an all-year-round proposition and therefore no closed season.

A large number of our members seem to be interested in this matter of marine insurance and I am sure a working committee can be secured on the above basis and these two suggestions are submitted by the committee for the consideration of the national body at this time. Respectfully submitted,

HARVEY GRANGER, Chairman.

#### R. W. Higbie Nominated for President

R. W. Higbie was nominated for the office of president by F. E. Parker, in an eloquent speech. The nomination was seconded by J. V. Stimson, O. O. Agler and others, and the nominations declared closed. The new president was escorted to the chair and gracefully acknowledged his new honor, following which the session adjourned until the next morning.

#### The Banquet

The banquet tendered by the National Wholesale Lumber Dealers' Association began at eight o'clock in the large banquet hall. An



HUGH MCLEAN, BUFFALO, CHAIRMAN  
COMMITTEE ON FIRE INSURANCE

excellent menu and a very tasteful program of entertainment was furnished by the committee in charge. Following the dinner several toasts were proposed, and responded to by various members of the association, the affair ending about midnight.

#### Reception to the Ladies

Friends and relatives of the visiting delegates were tendered a formal reception on Wednesday evening, in the Grand Gallery of the hotel. About seventy enjoyed the sumptuous dinner which was served.

Following the dinner the ladies adjourned to the gallery overlooking the men's banquet hall, and there enjoyed the speeches delivered later in the evening.

#### THURSDAY MORNING SESSION

The early session was marked by a rather small attendance and was brought to order at 11:40. The first business was the report of Chairman J. L. Kendall of the Committee on

Railroads and Transportation, which was read by Secretary Perry:

#### Report of Committee on Railroads and Transportation

Mr. President: The scope of work of your committee has been greatly simplified owing to the fact that the traffic manager is working directly under the secretary of your association. Your committee believes this was a wise move to make. Results could be obtained with much greater facility than by the old system in which the work was more largely done by the members of the committee. The secretary of your association, with the concurrence of your committee, employed a traffic manager a little over a year ago who has fulfilled every expectation. He has handled the work of the bureau in a businesslike manner. All claims and controversies referred to him have been promptly handled and we believe the results obtained to be as good as have been obtained through any traffic bureau. Unfortunately the bureau is not self-sustaining, and ought not to be expected to be, speaking strictly from a financial standpoint, but we believe that it is one of the very valuable bureaus of the association and a very great help to the lumber-shipping interests of the United States. Many precedents have been established through persistent negotiations that have been of great benefit to the lumber trade, so that the cost of the bureau cannot be calculated by merely dollars and cents visible.

The past year has been one of settled conditions, very few changes have been made in freight rates. There have been persistent rumors during the past years of an intended advance in freight rates but so far as your committee could ascertain there has been at no time a concerted effort made to advance freight rates. On the other hand with the advance in labor and the advanced cost in material, it is not likely that any reduction of rates could be obtained.

In the past year there has been an effort made by the Interstate Commerce Commission, the various state railroad commissions and the various trunk line associations to promulgate and enforce uniform demurrage rules. Your traffic manager attended the hearing before the Interstate Commerce Commission at Washington and will state fully in his report the progress made in promulgating and putting into effect uniform demurrage rules.

Owing to the complete report which the traffic manager submits to the association, your committee do not feel warranted in making any further extended report.

Respectfully submitted,

J. L. KENDALL, Chairman.

The report of the Transportation Bureau was submitted by W. S. Phippen, traffic manager, as follows:

#### Report of Transportation Bureau

I herewith submit the report of the Transportation Bureau for the past twelve months and will first dwell upon the claim collection department of the bureau, calling your attention to the fact that during the past year more members have taken advantage of the services of the bureau, more money has been collected and fewer claims declined by the railroads than during any previous year in the history of the Transportation Bureau. During the past two years our claim collections have increased fifteen per cent, while during the same time there has been a decrease of twenty per cent in the gross expense.

Our claim report for the past year is as follows:

351 claims on hand March 1, 1909,	
amounting to.....	\$12,566.47
547 claims received during the year,	
amounting to.....	9,672.24
898 total handled.....	\$22,238.71

#### DISPOSITION.

363 claims collected.....	\$8,059.88
1 claim transferred	
to attorneys.....	917.28
99 claims returned to	
members with ad-	
vice that they	
were untenable	
and on which no	
demand was	
made on railroad	1,619.53
518 55 claims withdrawn,	1,066.08
compromised, re-	
duced to correct	
basis, etc.....	585.49
	\$12,248.26

380 claims remaining unset-	
tled March 1....	\$ 9,990.45
Gross expenses to March 1, 1910....	3,021.24
Fees derived from collections.....	1,330.24

Net expenses for the year.....\$ 1,691.00  
Of the 380 claims on hand, 40 claims, aggregating

\$1,200, have been passed for payment and it only remains for the carriers to remit.

It may be of interest to note the class of claims collected: 172 were for overcharges in rate and misrouting; 90 for overcharges in weight; 10 for demurrage; 28 for loss and damage, and 63 claims for car stake allowance on about 1,100 cars. From letters received from our members during the past year the decrease in the number of errors made by the carriers and the increased care taken in transporting shipments is very noticeable. However, this department is capable of handling a very much larger number of claims and we earnestly invite all members to take advantage of this feature of the bureau.

#### CAR STAKE ALLOWANCES

While the Car Stake Committee has been actively engaged in supporting the "Graham bill," this bureau has devoted a large amount of time to compelling the proper observance, on the part of the carriers, of the 500 pounds car stake allowance. In addition to the 1,100 shipments on which refunds have been made during the past year, we have, at the present time, about 1,500 shipments under investigation. While the majority of lumber tariffs provide for this allowance, our investigations prove that on about fifty per cent of the shipments it is not being made. This, I believe, is due more to negligence on the part of their employees than to any intent on the part of the carriers to avoid the observance of the rule, although several of the smaller roads or branch lines, when brought to task for not showing this allowance, claim to have been deducting the 500 pounds from the gross weight instead of from the net weight. Of course, it is practically impossible to prove or disprove their statements as to deduction from the gross weight, but we believe we have corrected this practice and that the roads referred to are now making the allowance in accordance with the published tariffs.



CHAS. H. BARNABY, GREENCASTLE, CHAIRMAN  
COMMITTEE ON ARBITRATION

One of the lumber carrying roads, the Bangor & Aroostook railroad, does not provide for this allowance in its tariffs and has not been making it. This railroad was not made a defendant in the car stake complaint, for the reason, I believe, that the shippers over that road did not display sufficient interest in the matter at the time the complaint was filed. We have recently been corresponding with the officials of that road, and while we may be obliged to file an additional complaint with the Interstate Commerce Commission in order to bring this road into line, I am inclined to think that we may gain our point within the next few weeks without resort to such procedure.

#### DEMURRAGE RULES

At the suggestion of the Transportation Committee, I attended the Car Demurrage Conference held in Washington last June, a detailed report of which was submitted to the committee at that time. A copy of the report of the Committee on Car Service and Demurrage of the National Association of Railroad Commissioners; also copy of the "Proposed Uniform Demurrage Code," adopted by that body and approved by the Interstate Commerce Commission, was mailed to our members in January, thereby acquainting them with the outcome of this question.

## RATES, ETC.

The question of publishing a railroad rate sheet has been brought up from time to time, and while such a publication would considerably increase the expense of the bureau, it could, in my opinion, be satisfactorily handled, provided a sufficient number of our members would indicate their interest in the project. While, I believe, there are four or five rate books or sheets now being issued, we could, no doubt, get out such a publication as would prove of great benefit to our members.

During the past year we have checked up and quoted about 1,000 rates. We have also succeeded in securing some desirable water rates on cypress from New Orleans milling points. Our files of lumber tariffs are kept right up to date and we respectfully invite more inquiries from our members. The general correspondence of the bureau has greatly increased during the past year, and the inquiries from members cover a wide range of transportation subjects, including Interstate Commerce Commission ruling and court decisions.

In conclusion I would state that our relations with the railroads are very agreeable and we earnestly invite those members who are not taking advantage of this department to do so, thereby cooperating with us to the end that we may increase the scope of the Transportation Bureau and accomplish more and greater results in the future. Respectfully submitted,

W. H. PHIPPS, Traffic Manager.

B. Franklin Betts, chairman of the Committee on Legislation gave the following detailed report of that committee:

## Annual Report Committee on Legislation

Your committee on legislation has not been overburdened with work, though many interest-



JOHN L. ALCOCK, BALTIMORE, CHAIRMAN COMMITTEE ON HARDWOOD INSPECTION

ing matters have claimed its attention and received its best thought. The year 1909 has been a "trying-out" period, and little new legislation seems to have been inaugurated. This was to be expected after the flood of reformation attempted in 1907 and 1908, and even now, while business is improving in all branches of trade, ours among the rest, in spite of intense activity on the part of investigators and reformers, there seems a halt in the general resumption of activity pending decisions by the higher courts on questions involving certain phases of trust laws, railroad legislation, decision of the Interstate Commerce Commission, etc.

Of recent legislation the new corporation tax law has probably received the most adverse criticism from mercantile concerns. We have received no direct complaints from our members, and so have not been particularly active in measures looking for relief from its many unfair exactions, but our committee was ably represented by C. F. Wiehe of Edward Hines Lumber Co., at a convention of representatives from business, manufacturing and commercial organizations in all parts of the United States, called by the Illinois Manufacturers' Association of Chicago and held in that city, January 14 last. The judgment of that convention was that the law as framed infringes on the sovereignty of the various states, discriminates between individuals or copartnerships and those operating

as corporations, and is especially obnoxious by reason of the publicity which the law would give to corporation business, whose reports "shall be filed and shall constitute public records, and be open to inspection as such." The convention unqualifiedly endorsed the efforts being made for the absolute repeal of the law as evidenced by H. R. bill No. 14,545, prepared by Mr. Southwick, M. C., and also approved of H. R. bill No. 17,504, introduced by Mr. Coudrey to extend the time allowed for filing schedules and returns from March 1 to May 1, and to repeal that part of the law requiring or permitting publicity of such records. Both these bills are now before the Committee on Ways and Means of the House of Representatives, and the convention appointed a committee of eleven to carry out the spirit of the conference and even to test the constitutionality of the law if deemed advisable.

In September last we were asked by the Illinois manufacturers' Association to bear a proportionate share of the expenses in a proposed action in several western states—namely, South Dakota, Kansas and Oklahoma—to test the constitutionality of the unusual Foreign Corporation Statutes which exist in those states. These statutes, if valid, it was stated prevent the use of the courts in those states in the collection of claims for goods sold by corporations of other states unless the latter shall comply with very unusual demands before securing permission to do business and sue and be sued in those states. Your committee at once undertook to gather the experience of many of our members presumed to be doing business in that section by circular letters asking for detailed information, with the result that of thirteen firms addressed located in states from Illinois to California and Washington and from Michigan to Louisiana, five recommended that our association should lend its moral and financial support to the proposed action on the part of the Illinois Manufacturers' Association; two firms voted "no" on the question and the balance seemed not interested in the proposal. Our recommendation to the trustees was, that not being familiar with the oppressive laws referred to, we were reluctant to recommend our association entering into litigation which would not interest a great many members; nevertheless, believing in the sentiment that we should support every good business movement we left it to the Board of Trustees to decide what action should be taken. During this correspondence we received a suggestion from one of our members which we think worthy of repetition, viz.:

"Anticipating some such difficulty as this, our terms of sale, among other conditions include the following: 'All sales are made f. o. b. mill with freight allowed to destination,' which protects us in a measure against such adverse legislation, making the contract subject to our local laws and which would allow us to bring action in the federal courts in case of any necessary litigation."

We recommend that the Board of Trustees make further investigation along this line through our association counsel for the information of members at large, but we have not been advised what action, if any, was taken.

Our association having been invited to send delegates to attend a convention called by the National Civic Federation on the subject of Uniform Legislation, this committee was requested to be present at its sessions, which were held in Washington, D. C., January 17, 18 and 19, and your chairman can attest how deeply he was impressed by the importance of the subjects there considered. The National Civic Federation has on its Executive Council such men as President Wm. H. Taft, Senator Elihu Root, Hon. Seth Low, Archbishop Ireland representing the public, Messrs. August Belmont, W. C. Brown, Geo. B. Cortelyou representing employers, John Mitchell and others representing wage-earners, and the conference was presided over by the Hon. Alton B. Parker. This federation has undertaken the subject of Uniform Legislation covering such matters as Commercial Law, Collection of Bills for Merchandise, Labor Laws, Conservation of Natural Resources, Marriage and Divorce, Reform Simplicity and Economy in Court Procedure, Employers Liability and Workmen's Compensation and even State Supervision of Forests in Private Ownership. Other organizations, such as the American Civic Association, the Conference of State Governors, the Commissioners on Uniform State Laws, etc., are working along the same lines of thought, and it seemed to be the consensus of opinion that if uniform state laws on these subjects can be made, it will materially relieve the national government from passing many bills covering interstate matters that at present seem necessary unless the states themselves will act uniformly. Your committee addressed a letter to the chairman of the Commercial Law Committee of the federation on the subject of the pressing need of Uniform Collection Laws, stating that the matter is of so great importance to all corporations and individual business men doing interstate business, that it should claim the attention of the conference or that it should be referred to a committee for

consideration, and among the resolutions adopted by that conference was one recognizing the need for radical changes in the administration of the law, both in criminal and civil action, and a committee of fifteen on Reform in Legal Procedure was appointed with instructions to cooperate with the Committee of the American Bar Association to suggest remedies and formulate proposed laws to prevent delay and unnecessary cost in litigation, and to use the influence and the power of the National Civic Federation to simplify and expedite judicial procedure.

On the subject of Employer's Liability and Workmen's Compensation, the conference was addressed by Mr. August Belmont of New York and Mr. Geo. M. Gillette of Minneapolis, both agreeing that some reasonable uniform law should be adopted in each state to protect employers on one hand from unreasonable claims on the part of injured employees and on the other hand for such reasonable compensation to workmen and definition of their rights when injured in the performance of their regular duties as would not be unfair to the employer. It was suggested that this might be covered on a cooperative insurance plan. The subject is a very important one and merits our most careful consideration.

We feel also the matter of state supervision of forests in private ownership is particularly interesting to those of our association who are manufacturing lumber. Already the supreme court of Maine has rendered an exceedingly important judicial decision. On March 10, 1908, in response to questions as to the right of the legislature to restrict the cutting of trees on private land for the prevention of droughts and floods, the preservation of the natural water supply, etc., the Maine supreme bench set forth unequivocally the principle that the property rights of the individual are subordinate to the rights of the community, and may properly be



W. E. DELANEY, ONE OF THE HOSTS

curtailed by state restrictions. And the supreme court of the United States, in an opinion rendered April 6, 1908, adopted a similar view, viz.: "The state as quasi sovereign and representative of the interests of the public has a standing in court to protect the atmosphere, the water, and the forests within its territory, irrespective of the assent or dissent of the private owners of the land most immediately concerned."

It seems to us the lumber manufacturers of this country should realize at once that the time is coming when they may have to assert their rights and protect their interests by preventing unreasonable legislation on this subject, and it cannot be discussed without involving the very important question of taxation. The burdens placed upon timberland owners now by excessive taxation and interest charges should not be increased by any state supervision unless the state on its part is willing to cease taxing annually a crop which matures but once in three or four generations.

The National Civic Federation adopted a resolution endorsing the conservation of American forests and suggested "the effective handling for forest land in private ownership depends mainly upon uniform state laws providing for right methods of forest taxation and for the protection of forests from fire" and this subject was referred to the Commission on Uniform State Laws.

We must speak too highly of the personnel and the earnest conscientious work of the National Fire Federation and recommend most highly that the National Wholesale Lumber Dealers' Association continue its interest in the work of the federation.

Respectfully submitted,

R. FRANKLIN BLISS, Chairman.

Next in order was the reading of the findings of the Fire Insurance Committee, as follows:

#### Report of Fire Insurance Committee

Your Insurance Committee beg leave to report as follows: The lumber insuring companies and lumber mutuals have all passed a very successful year. Some of our newer members may not know that some twelve years ago the lumbermen were very much dissatisfied with the continual increase of insurance rates on lumber yards or sawmills, when after a complete investigation covering the previous twenty years it was shown that \$3 had been paid in premiums when \$1 had been paid in losses on such risks. As a result of this investigation the following lumber mutuals were formed:

Lumbermen's Mutual Insurance Company, Mansfield, O.

Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

Lumber Mutual Fire Insurance Company, Boston, Mass.

Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

And later the

Lumber Underwriters of New York.

Lumber Insurance Company of New York.

Adirondack Insurance Company of New York.

Toledo Fire & Marine Company of Ohio.

National Lumber Insurance Company of Buffalo, N. Y.



CHESTER F. KORN, ONE OF THE HOSTS

The last five companies named are all stock companies, but controlled and operated by practical lumbermen; their policy has always been to rate each risk on a fair basis without regard to old line rates; they have all been very successful.

Referring again to the lumber mutuals, the four companies, namely: Lumbermen's Mutual Insurance Company of Mansfield, O.; Pennsylvania Lumbermen's Mutual Fire Insurance Company of Philadelphia, Lumber Mutual Fire Insurance Company of Boston, and Lumbermen's Mutual Insurance Company of Indianapolis. On January 1, 1910, the above companies showed combined figures as follows:

Insurance in force	\$47,913,804.00
Premiums in 1910	1,117,323.00
Cash assets	1,729,874.00
Cash surplus	1,116,538.00
Since their organization these companies have paid to their policy holders—	
For dividends	\$1,500,183.00
For losses	1,905,276.00
Total	\$3,405,459.00

The above figures, satisfactory as they are, do not represent all the good which has been achieved for the lumber trade by combined mutual and lumber insuring companies. The competitive insurance facilities which they have afforded the lumbermen has materially brought down the rates of stock companies so that all

members of the lumber trade, whether they are policy holders or not, have benefited. The indemnity which is offered by the lumber insurance companies is of the best and we believe it is the duty of every reputable lumberman to support these companies as far as possible. The larger volume of business that these companies can secure, the more steady becomes the loss ratio. With combined economy in management and careful selection of risks these companies have a bright future.

Respectfully submitted,

HUGH McLEAN, Chairman.

Henry T. Wills, secretary of the National Tariff Commission, addressed the convention and urged its cooperation in purposes of his organization. He also outlined its plans for a non-partisan tariff commission in the interest of all commercial bodies. Trustees of the association were instructed to appoint delegates to the national commission.

The much discussed car stake question was thoroughly treated by F. R. Babcock in his report on that subject, as follows:

#### Report of Special Congressional Car Stake Committee

Your committee known as Congressional Car Stake Committee takes great pleasure and satisfaction in announcing that the original Car Stake Committee created in joint convention in Ottawa, Canada, and composed of representatives of the affiliated association throughout the United States was able by renewed and continued efforts to collect enough money by personal appeal and subscription to liquidate all obligations and close all the affairs of that committee with the ending of the year 1909. For the benefit of those who may be interested, I am filing with this report a copy of the statement showing receipts and disbursements.

Owing to the fact that there was little activity during the last two years other than the detail work of closing up the affairs and the receiving of an adverse opinion at the hands of the Interstate Commerce Commission, there has been little to arouse the sympathy of our supporters, therefore it is only natural to assume that many have already lost interest in this car stake contention and while we were unable to accomplish what we had hoped to at the hands of the commission, yet we were not altogether defeated, as you will remember, as we won that part of our contention relating to free freight to the extent of 500 pounds on car stakes and it is purely in the interest of our members that I am prompted to refer briefly to this matter. Careful investigation shows conclusively that many of our members are not deriving the benefit they should by virtue of two reasons: first and most important, I regret to note a disposition on the part of the railroads to totally ignore these obligations at least insofar as putting on the freight bill anything that will tend to show whether or not due allowance has been made; and, second, there seems to be a lack of interest on the part of many who are entitled to such an allowance, therefore your committee feels that it is its plain duty to call attention to this matter and urge upon every one of our members to scrutinize carefully all freight bills to see that the proper allowance has been made. Only recently one of our most reserved and modest members was forced to give vent to his feelings in the following:

"This flagrant and persistent violation of their agreement must be either from negligence or an intentional avoidance, and it justifies our contentions with the railroads and our appearance before the commission and Congress in efforts to secure for our branch of trade its fair and equitable share of the facilities for shipment and which are supplied other industries. Incidentally this particular showing will help refute the charge that the railroad interests so often make to the effect that shippers delight to knock and ask unreasonable legislation. We are not getting our share of the plain contract part of a division in money and are apparently losing thousands of dollars every year to the railroads and in spite of the agreement and rule."

Gentlemen, while this amounts to only 50 cents to \$1.50 a car, it is an easy problem to solve that in the aggregate it amounts to a snug little sum annually that is worthy of your attention.

It will be remembered that a year ago we reported having filed a bill in congress under the advisement and recommendation of our counsel; in fact, the bill was prepared by counsel and as such would naturally be subject to more or less individual criticism because it included many things that do not particularly interest us.

Owing to the fact that it was decided to do little other than consider tariff regulation in the sixtieth congress, there has been no opportunity to do anything in support of this bill until very recently and for the purpose of getting

this matter as clearly as possible before our members, I beg your indulgence for going somewhat into detail to explain the present status of our case.

A general invitation was issued by the Committee on Interstate and Foreign Commerce for all people interested in the passage or defeat of all bills before that committee to arrange stated hearings, therefore upon an appeal made by our secretary, Mr. Perry, we were granted a hearing on Wednesday, January 26, 1910, which proved in a manner to be rather an unfortunate date, as many of our friends were unable to attend because of several lumber conventions being in session at that time, notably the Southern Yellow Pine Association at New Orleans. Notwithstanding this, we had a very representative gathering, having several delegates from our own association from New York, Philadelphia, Baltimore and Pittsburg, as well as representatives of the National Lumber Manufacturers' Association, National Hardwood Lumber Association, Southern Cypress Manufacturers' Association, Eastern States Retail Lumber Dealers' Association and several large individual interests. As stated before, our bill was prepared by counsel and contained many things that did not seem to be of interest to the lumbermen, yet it did not appear to be expedient to go to congress with a bill drawn only in the interest of one commodity and one class of people, therefore our bill was drawn upon broad lines including with forest products many other commodities, some of which are on a parity with ours, believing that if those interested in the other commodities did not deem it necessary to defend that part of the bill pertaining to them it would in no way materially weaken that portion which we undertook to sustain in our appearance before the committee, therefore in our argument we contended for the bill as a whole, but made it clearly known that we were interested in it only insofar as lumber and forest products were concerned.



CLIFT S. WALKER, ONE OF THE HOSTS

So that those of our members who are desirous of familiarizing themselves with just what is being done, I am taking the liberty of quoting in part some of the points which seem to be in favor of the relief prayed for in our bill:

"We all recognize the absolute necessity of securely and safely fastening, binding and racking all commodities transported on flat and gondola cars in order to avert accidents and prevent loss of life and property, and we believe the only way this can be done is in uniformity and without prejudice in all parts of the United States so as to do away with the present discrimination.

"Lumber, representing as it does the second largest tonnage of any commodity known to the common carrier inasmuch as it is excelled only by coal, becomes a very important factor; especially is this true when it can be said without fear of contradiction that in addition to its being the second largest in tonnage it is one of the largest (if not the largest) revenue earners to carriers, as these are facts that have been proven to the Interstate Commerce Commission, before whom many of the points in interest have been brought out and established, all of which evidence can be produced for your consideration if desired."

It was also shown by a compilation of figures that approximately 1,748,620 cars of lumber were shipped annually on open cars, for which the necessary car stakes, binders and bracers are

now being furnished by the shipper and ordered to be arranged so as to comply with Master Car Builder rules and specifications as translated by the various superintendents of transportation. Therefore, in some sections and localities shippers are required to stake cars much more securely and at a greater expense than in others where the superintendents of transportation may be more lenient. It is in this connection that we claim unfair and unjust discrimination.

It will also be observed from the following quotation that we attempted to show the injustice of the duties imposed by the carriers upon the shippers of forest products as compared with other commodities, showing at the same time that while we reluctantly carried out their unfair, now-required impositions yet at the same time by use of these stakes we enhanced the carrying and earning power of the equipment; also that the Hepburn bill was so pronounced on this subject that the Interstate Commerce Commission in ruling adversely was compelled to take refuge behind the words, "It is deemed unnecessary to consider certain questions of law"; as well as to show by example, wise economy and conservation of resources:

"The carriers furnish for the transportation of coal specially-built coal hoppers; for coke a special coke rack car; for live stock a specially-equipped car; special car doors for grain shipments at not to exceed a maximum charge of \$2 a car; dunnage for sugar at \$1.50 a car; dunnage for oil at 80 cents a car. Gentlemen, we ask in all fairness, 'Why should the shippers of forest products not enjoy the same privileges?' We offer to the carriers a commodity second in tonnage, second to none as a revenue earner and one that moves every day year in and year out, and what do we get in return? An equipment totally inadequate to perform its duty as required by the classifications governing it. Every flat and gondola car that is given

and the gondola with 110,000 pounds at 16 cents a hundred would earn \$176, for the same service identically. This shows a net increased revenue to the carrier of \$80, all made possible by the use of this extra equipment. Do you wonder, gentlemen, that we are here to ask you to enact a law providing that these facilities of shipment, which are now furnished under the Master Car Builder rules and specifications as to shapes, size, character of material, etc., so as to provide safety to life and protection to property and which at the same time increases the carrying and earning power of the equipment, shall be furnished at the expense of the carrier?"

It was shown by a comparison of rates on coal and lumber originating in the same territory and traveling to all the important cities both east and west that lumber rates were from 50 per cent to 120 per cent more than coal.

"Assuming 7,500,000 pounds to be a fair average train tonnage, 17 cents per hundred pounds to be an average rate on foreign products, we arrive at the following comparison showing the advantages to be gained by common carriers from transporting lumber on open cars:

"A train of gondolas would be made up of 70 cars of 107,000 pounds gross weight each, yielding 5,250,000 pounds of revenue tonnage, which, at 17 cents per hundred pounds, would produce \$8,925 train revenue. A train of box cars would be made up of 83 cars of 90,000 pounds gross weight each, yielding 4,150,000 pounds of revenue tonnage, which at the same rate of freight would produce \$7,055 train revenue. With the same cost for motive power and maintenance there would therefore be an advantage to the transportation company in train revenue alone by the use of flat and gondola cars of \$1,870 for each trainload of forest products transported, representing an increase of more than 25 per cent in earning capacity of each locomotive and crew and a saving of two-thirds of the cost of equipping the cars used with the necessary permanent stakes and binders, provided always that the rates charged to shippers are fair and reasonable and represent the actual cost plus only a reasonable profit to the shareholders."

Now I have only quoted from one or two of our witnesses notwithstanding the fact that I feel we were pretty well represented and the following gentlemen all gave good, substantial and valuable evidence: Geo. F. Craig, Philadelphia; Robert G. Kay, Philadelphia; S. A. Kendall, Pittsburg; Hon. Nelson P. Wheeler, representative in congress from Pennsylvania; F. S. Underhill, Philadelphia; H. L. Price, representing the Shippers' Association of New Orleans; Leonard Bronson, manager National Lumber Manufacturers' Association of Chicago; James Sherlock Davis, New York City, of the Eastern States Association.

We were much impressed with the personnel of the committee, the interest that was manifest in our case, and the respect and courtesy with which our committee was received by them, and while we were greatly outnumbered by the railroad representatives and their array of counsel, together numbering about 150, we are egotistical enough to believe that the impression made upon the committee was, if anything, in our favor. We believe they were more or less aroused with the wisdom and justice of our position and somehow feel there will be a disposition on the part of the committee to offer some relief if they can agree upon a plan that will remedy the evil.

We think it is only fair to the committee to say that we do not expect our bill to be brought out as a whole, or possibly as a bill, but do hope that out of the many bills before the committee tending to amend the Hepburn bill that there will be created what may be termed an "Administration Bill" or a bill created by the committee, which may contain a clause that will provide for the relief we hope for.

Many letters have been written by various people deeply interested in this case, either to members of the Committee on Interstate and Foreign Commerce, or to their local representative in congress, asking them to bring all the influence they can to bear upon the different members of the committee in our behalf.

It is a well known fact that the National Lumber Manufacturers' Association is really the parent organization of affiliated associations comprising twelve of the largest associations throughout the country and through the kindness of their manager, Mr. Leonard Bronson, letters have gone out to all the secretaries of these various associations and through them much influence has been brought to bear upon the members of the committee.

We therefore most respectfully urge each and every one who is interested in this subject to lend his assistance to the work of the committee by addressing his local congressman on the subject, so as to have the shippers of forest products protected by reporting favorably on our bill or by having the Hepburn bill so amended that it will provide for the relief we have prayed for as the committee may deem best in its due and earnest deliberation of this matter. Respectfully submitted,

F. R. BALDWIN, Chairman.

E. E. Williamson, commissioner of the Receivers and Shippers' Association of Cincinnati, then gave an exhaustive talk on the same question, in which he touched various phases already familiar and protested vigorously against the injustice which present conditions impose upon lumbermen.

The session was then adjourned until 2:30 in the afternoon.

#### THURSDAY AFTERNOON SESSION

The afternoon session of March 3 opened at 3:05, the first business being the report of the Committee on Hardwood Inspection, read by Chairman J. L. Alcock:

#### Report of Hardwood Inspection Committee

Your Committee on Hardwood Inspection begs to report:—

Recently, there has been considerable activity aroused in behalf of "Uniform Standard Grades of Inspection Rules," but as yet no positive conclusion has been attained.

It is the opinion of your committee, that our association lend its efforts to the establishment of uniform standard grades, and we therefore recommend that the National Wholesale Lumber Dealers' Association place itself on record in the reaffirmation of the following resolution which was adopted at the annual meeting in March, 1908, on the recommendation of the Hardwood Inspection Committee:

"That it is the sense of this convention that the establishment of a single standard for the inspection of lumber is demanded by existing conditions and when accomplished will result in great benefit to the entire lumber industry, and would most respectfully recommend that all sections, associations and markets which at



JOSEPH A. BOLSER, ONE OF THE HOSTS



WM. A. BENNETT, ONE OF THE HOSTS

us to load carried with it a stipulation that we shall load or pay freight on 34,000 pounds or more and Master Car Builder rules setting forth how the car must be equipped and bound off in a workmanlike manner before it will be accepted or moved by the carrier at an expense for material and labor ranging from \$1.50 to \$7.50 a car, according to the location and the strictness of the officers under whose jurisdiction they move.

"Now right here, gentlemen, I desire to call attention to another very interesting feature. By the use of these stakes and equipment which we are now forced to supply at our own expense we actually enhance the earning capacity of each car from 35 per cent to 75 per cent, which puts the earning power of that car just that much ahead of a box for the same service. For example, take a 100,000 capacity box car, if the lumber is of suitable size to be loaded in a box car we can get probably 50,000 to 60,000 pounds on a car; on a gondola of the same capacity, which you all know costs only about one-half to two-thirds as much to build and maintain as a box car, with the use of these stakes and binders we can load as high as 110,000 pounds. Suppose these two cars were traveling from a common West Virginia shipping point to New York City, where the average rate of freight is about 16 cents, what would be the result? The box car with 60,000 pounds at 16 cents a hundred would earn \$96

this time hold local standards earnestly coöperate to this end that it may become in the broadest and most complete sense not only a national standard but an international standard, governing the inspection and measurement of the product of this industry."

Respectfully submitted,

J. L. ALCOCK, Chairman.

Next in order was the report of Lewis Dill of Baltimore of the Resolutions Committee, which follows:

#### Resolutions

RESOLVED, That this convention endorse the suggestions made in the address of Mr. George H. Holt, which looked to the establishing of equitable rates of premium charge in fire insurance, and especially that lumber risks may secure the right and low charge to which it is entitled in relation to other classes of fire hazard.

Further, That the appointment of a special committee to act in conjunction with others of like interest to ours, or such other action be taken by the association as may further this end, and that the Board of Trustees are requested to make effective this resolution.

WHEREAS, This association holds membership in the National Civic Federation and is in full



and with the aggressive and forceful actions being taken by that association in its varied work.

**RESOLVED**, That we endorse and will lend our active aid through committees and by individual support to the movement to obtain uniform state laws, especially as they may relate to negotiable instruments, warehouse receipts, stock transfers, bills of lading, etc.

3.

Appreciating the work and favoring the recommendations made by the Marine Insurance Committee through its report to this convention, be it

**RESOLVED**, That the suggestion of forming an organization or devising a way to better protect against costs, and in the security of the protection in coastwise marine insurance, that the Board of Trustees further consider the recommendations made in said report with the view of securing for our members the proposed advantages.

4.

**RESOLVED**, That this association endorses and advocates the passage in Congress of the Weeks' bill for the securing by the government of the Appalachian and White mountain forests as national reserves.

5.

**RESOLVED**, That the members of this association record their appreciation of the willing assistance given us by the trade association and by the lumbermen of Cincinnati, and that we extend our thanks for the many courtesies and the hospitality so generously extended by them.

6.

**RESOLVED**, That this association commends the many advantages of the Hotel Sinton as a place of meeting and tenders to the management its satisfaction with the way it has entertained our members.

7.

Recognizing the successful work of the executive officers and committees during the year just closing, we desire to express to them our appreciation of the services rendered, and especially to commend the faithful and very successful administration of the retiring president, Mr. George F. Craig.

Following the report of this committee, Mr. Dill delivered an appreciation to the late James Elliott Defebaugh, proprietor of the American Lumberman, which later will be put into permanent form and forwarded to his friends and family.

#### Trustees Elected

On behalf of the Committee on Nomination, Chairman Prescott offered the names of the following gentlemen to serve as trustees: F. R. Babcock, N. H. Wolcott, L. L. Barth, F. S. Underhill, J. V. Stimson, J. T. Moffett, and W. A. Glechrist. Upon motion of the secretary a unanimous ballot was cast on behalf of the association, and the nominees declared duly elected.

A brief report by Chairman Wolcott of the Committee on Trade Relations followed. The harmonious view expressed by Mr. Wolcott was substantiated by W. H. Hotchkiss and J. Sherlock Davis.

Appreciative addresses by Earl Palmer, Charles A. Marsh and O. O. Agler occupied the last half hour of the meeting, which adjourned about 4:30.

#### Meeting of Trustees

Immediately after, a meeting of the trustees was called, at which R. H. Higbie was chosen president; F. R. Babcock, first vice-president; F. E. Parker, second vice-president; F. W. Cole being reelected treasurer and E. F. Perry secretary.

#### Reception by Cincinnati Lumbermen's Club

The evening's entertainment was furnished by the Lumbermen's Club of Cincinnati, who tendered the association a reception in the large banquet hall of the hotel, at 6:30. An elaborate Dutch luncheon was served to visitors and local delegates, music being rendered in the meantime by the Hadyn Quartet and the Pork Chops colored band. Besides the regular consignment of cigars, cigarettes and eatables that are ever present at such functions, souvenir pipes were distributed among the guests. This very enjoyable affair closed at 10:30.

#### Attendance

1. George F. Craig, Philadelphia, Pa., George F. Craig & Co., president National Wholesale Lumber Dealers' Association.
2. R. W. Higbie, New York, R. W. Higbie Co.
3. F. R. Babcock, Pittsburg, Pa., E. V. Babcock & Co.
4. Fred'k W. Cole, New York, N. Y.
5. E. F. Perry, New York, N. Y.; secretary National Wholesale Lumber Dealers' Association.
6. W. W. Schupner, New York, N. Y.; National Wholesale Lumber Dealers' Association.
7. A. L. Stone, Cleveland, O., Nicola, Stone & Myers Co.
8. Cliff S. Walker, Cincinnati, Bayou Land & Lumber Co., and Lumbermen's Club of Cincinnati.
9. Lewis Dill, Baltimore, Md., Lewis Dill & Co.
10. W. S. Phippen, New York, N. Y., National Wholesale Lumber Dealers' Association.
11. H. H. Gibson, Chicago, Ill., HARDWOOD RECORD.
12. W. A. Bennett, Cincinnati, O., Bennett & Witte.
14. H. Ballou, Cadillac, Mich., Cobbs & Mitchell, Inc.
15. Chas. Duce, Chicago, Ill., American Lumberman.
16. C. R. Smith, Cadillac, Mich.
17. Wash Rees, Cincinnati, Ohio, HARDWOOD RECORD.
18. C. O. Shepherd, New York, N. Y., Davison Lumber Co.
19. Mrs. C. O. Shepherd, New York, N. Y.
20. J. A. Hilliard, New Orleans, La., Louisiana Red Cypress Co.
21. W. W. Hurdman, Buffalo, N. Y., National Lumber Insurance Co.
22. F. H. Reilley, Buffalo, N. Y., W. W. Reilley & Bro.
24. J. A. Bolser, Cincinnati, O., Blackburn & Bolser.
25. Harry K. Mead, Cincinnati, O., E. V. Babcock & Co.
26. E. Earl Griffin, Cincinnati, O., Louisiana Red Cypress Co.
27. R. D. Baker, Pittsburg, Pa., The Empire Lumber Co.
28. C. C. Lincoln, Marion, Va., Look & Lincoln.
29. Thos. Hughes, Troutdale, Va., Iron Mountain Lumber Co.
30. D. W. Kerr, Columbus, O., Whitacre Lumber Co.
31. A. J. Bond, Bradford, Pa.
32. J. W. Thompson, Memphis, Tenn., J. W. Thompson Lumber Co.
33. F. B. Robertson, Memphis, Tenn., Anderson-Tully Co. and Lumbermen's Club of Memphis.
34. W. N. Wright, Portland, Ark., Wright-Bachman Lumber Co.
35. John W. Long, New York, N. Y., New York Lumber Trade Journal.
36. J. Watt Graham, Cincinnati, O., Graham Lumber Co.
37. T. J. Moffett, Cincinnati, O., Maley, Thompson & Moffett Co.
38. Roy E. Hook, Cincinnati, O., Southern Lumberman.
39. E. J. Thoman, Cincinnati, O., Bennett & Witte.
40. Dwight J. Turner, Toronto, Ont., Turner Lumber Co.
41. Sam K. Cowan, Nashville, Tenn., Southern Lumberman and Nashville Lumbermen's Association.
42. G. L. Hume, Suffolk, Va., Montgomery Lumber Co.
43. Fred'k S. Underhill, Philadelphia, Pa., Wister, Underhill & Co.
44. Wilbur Cochrane, Toronto, Ont., Turner Lumber Co.
45. August Schmitt, Ashland, Ky., H. Hermann Lumber Co.
46. Will S. Sterrett, Cincinnati, O., The Sterrett Lumber Co.
47. R. H. Bremer, Cincinnati, O., Grand Trunk Railway.
48. F. E. Parker, Saginaw, Mich., Mershon, Eddy, Parker Co.
49. James Sherlock Davis, New York, N. Y., New York Lumber Trade Association.
50. Henry Cape, New York, N. Y.
51. C. M. Clark, Cincinnati, O., Swann-Day Lumber Co.
52. T. B. Stone, Cincinnati, O., T. B. Stone Lumber Co.
53. W. W. Stone, Cincinnati, O., T. B. Stone Lumber Co.
54. W. H. Hopkins, Cincinnati, O., New River Lumber Co.
55. Horton Corwin, Jr., Edenton, N. C., Branning Manufacturing Co.
56. E. Schryder, Edenton, N. C., Branning Manufacturing Co.
57. James H. Barr, Cincinnati, O.
58. H. P. Wiborg, Cincinnati, O., Wiborg & Hanna Co.
59. G. P. Biles, Cincinnati, O., Queen & Crescent Route.

60. M. S. Tremaine, Montgomery, N. C., Montgomery Lumber Co.
61. Walter T. Hart, New York, N. Y., Price & Hart.
62. C. H. Prescott, Jr., Cleveland, O., Saginaw Bay Co.
63. H. M. Smitt, Cincinnati, O., Commercial Tribune.
64. F. J. Caulkins, New York, N. Y., Lumbermen's Review.
65. John M. Woods, Somerville, Mass., John M. Woods & Co.
66. J. G. Criste, Pittsburg, Pa., Interior Lumber Co.
67. W. H. Judd, Stamford, Conn., Getman & Judd and Eastern States Retail Lumber Dealers' Association.
68. J. D. Crary, New York, N. Y., New York Lumber Trade Association.
69. R. S. White, New York, N. Y., New York Lumber Trade Association.
70. A. S. Schumacher, Waterbury, Conn., Brass City Lumber Co. and Lumber Dealers' Association of Connecticut.
71. Mrs. Geo. F. Craig, Philadelphia, Pa.
72. Mrs. R. W. Higbie, New York, N. Y.
73. Mrs. F. E. Parker, Saginaw, Mich.
74. Mrs. E. F. Perry, New York, N. Y.
75. Mrs. C. H. Prescott, Jr., Cleveland, O.
76. Mrs. F. R. Babcock, Pittsburg, Pa.
77. Lee A. Amsler, Marion, Va., United States Spruce Lumber Co.
78. C. H. Hershey, Newark, N. J., Stone & Hershey.
79. J. F. Glasby, Newark, N. J., J. F. Glasby Lumber Co., and New Jersey Lumber Association.
80. P. M. Blauvelt, Newark, N. J., Stone & Hershey.
81. Geo. L. Hussey, Cincinnati, O., The Southern Lumberman of Nashville, Tenn.
82. W. R. Butler, Boston, Mass., W. R. Butler Company.
83. Everett W. Hoyle, Cincinnati, O., Illinois Lumber Dealers' Association.
84. George P. Hedden, New York, N. Y., The Hedden-Clark Lumber Co.
85. W. K. Evans, Cincinnati, O., Grand Trunk Railway.
86. Eugene W. Dahl, Traveling Freight Agent, Grand Trunk Railway System.
87. Wm. A. Jackson, Philadelphia, Pa., Jackson-Wyatt Lumber Co.
88. Dwight Hinckley, Cincinnati, O., Dwight Hinckley Lumber Co.
89. J. L. Temple, North Adams, Mass., J. L. Temple Co. and Massachusetts Retail Lumber Dealers' Association.
90. Wm. B. Gaines, Greenfield, Mass., Franklin Co. Lumber Co. and Massachusetts Retail Lumber Dealers' Association.
91. F. E. Stone, Newark, N. J., Stone & Hershey.
92. W. S. Slackhouse, Newark, N. J., Stone & Hershey.
93. I. Newton Rodgers, Montclair, N. J., Stone & Hershey.
94. W. A. Holt, Oconto, Wis., Holt Lumber Co.
95. A. J. Auger, Quebec, Que., Auger & Son.
96. J. V. Stimson, Huntington, Ind.
97. Rufus K. Goodenow, Baltimore, Md., Canton Box Co.
98. W. W. Knight, Indianapolis, Ind., Long-Knight Lumber Co.
99. Chas. A. Elliott, N. Y., Lumber Trade Journal, Cincinnati, O.
100. C. B. Hutchins, Chicago, Ill., Booth-Kelly Lumber Co. and Oregon & Washington Lumber Manufacturers' Association.
101. E. R. Hutchins, Chicago, Ill., Booth-Kelly Lumber Co. and Oregon & Washington Lumber Manufacturers' Association.
102. R. A. McDonald, Pittsburg, Pa., McDonald Lumber Co.
103. E. V. Babcock, Pittsburg, Pa., E. V. Babcock & Co.
104. C. L. Babcock, Ashtola, Pa., Babcock Lumber Co.
105. Alex. Willson, Pittsburg, Pa., Willson Bros. Lumber Co.
106. Nelson H. Walcott, Providence, R. I., L. H. Gage Lumber Co.
107. G. Waldo Parrott, Providence, R. I., Lumber Dealers' Ass'n of Rhode Island.
108. Geo. I. Hull, Saugus, Mass., Webster Lumber Co., Swanton, Vt.
109. C. H. Barnaby, Greencastle, Ind.
110. Carl Van der Voort, Pittsburg, Pa., Pittsburg Mutual Fire Insurance Co.
111. Lewis Doster, Cincinnati, O., Hardwood Manufacturers' Association of the United States.
112. L. F. Ross, Kansas City, Mo., Lumber Review.
113. Warren M. Mitchell, Washington, D. C., Official Reporter N. W. L. D. A.
114. F. X. Diebold, Pittsburg, Pa., Forest Lumber Co.
115. W. O. Murphy, Pittsburg, Pa., Murphy Lumber Co.
116. Killam E. Bennett, Camden, N. J., Munger & Bennett.



117. J. H. Henderson, Pittsburg, Pa., Kendall Lumber Co.
118. B. B. Burns, Huntington, W. Va., Tug River Lumber Co.
119. J. M. Burns, Asheville, N. C., Monger Lumber Co.
120. Irving Whaley, Bristol, Tenn., Whaley-Warren Lumber Co.
121. W. D. Johnston, Pittsburg, Pa., American Lumber & Manufacturing Co.
122. A. K. Rabe, Pittsburg, Pa., Commercial Sash & Door Co. and Pittsburg Wholesale Lumber Dealers' Association.
123. J. M. Dover, Sarnia, Ont., Cleveland-Sarnia Saw Mills Co., Ltd.
124. I. F. Balsley, Pittsburg, Pa., Palmer & Semans Lumber Co.
125. Preston S. Warn, Seebert, W. Va., W. A. Dempsey.
126. W. W. Dempsey, Johnstown, Pa.
127. Geo. A. Barrer, Pittsburg, Pa., Bennett Lumber & Manufacturing Co.
128. W. J. T. Saint, Pittsburg, Pa., American Lumber & Manufacturing Co.
129. L. L. Sattler, Pittsburg, Pa., L. L. Sattler Lumber Co.
130. John T. Riley, Philadelphia, Pa., Chas. S. Riley & Co.
131. A. J. Cadwallader, Philadelphia, Pa., Geo. F. Craig & Co.
132. F. T. Petich, Cleveland, O., The F. T. Petich Co.
133. B. Franklin Betts, Philadelphia, Pa., Chas. M. Betts & Co.
134. H. C. Bemis, Bradford, Pa., Bemis & Vought.
135. Edward F. Henson, Philadelphia, Pa., Pennsylvania Lumber Mutual Fire Insurance Co. and Edw. F. Henson & Co.
136. Jacob Holtzman, Philadelphia, Pa., HARDWOOD RECORD.
137. George C. Craig, Philadelphia, Pa., George Craig & Sons.
138. E. G. Barnes, Richmond, Ind., Geo. F. Craig & Co.
139. C. J. Coppock, Philadelphia, Pa., Coppock-Warner Lumber Co.
140. Olin White, Nashville, Tenn., Wistar, Underhill & Co. and Nashville Lumbermen's Association.
141. Justin Peters, Philadelphia, Pa., Pennsylvania Lumbermen's Mutual Fire Ins. Co.
142. C. M. Purmord, Van Wert, O., Central Manufacturers' Mutual Insurance Co.
143. Mrs. K. E. Bennett, Riverton, N. J.
144. Mrs. D. Dawson Yeakel, Philadelphia, Pa., C. M. Betts & Co.
145. Mrs. B. F. Betts, Philadelphia, Pa., C. M. Betts & Co., Sumter, S. C.
146. Lola L. Bishop, Bay City, Mich.
147. G. P. DeWitt, New York, N. Y., DeWitt Lumber Co.
148. Owen M. Bruner, Philadelphia, Pa., Owen M. Bruner Co., Phila. Lbr. Exchange.
149. H. S. Field, Philadelphia, Pa., Justice P. Taylor & Co.
150. L. L. Skillman, Grand Rapids, Mich., Skillman Lumber Co. and Grand Rapids Lumbermen's Association.
151. Chas. Dregge, Grand Rapids, Mich., Dregge-Grove Lumber Co. and Grand Rapids Lumbermen's Association.
152. Fred L. Nichols, Grand Rapids, Mich., Nichols & Cox Lumber Co. and Grand Rapids Lumbermen's Association.
153. J. G. Brown, Louisville, Ky., W. P. Brown & Sons Lumber Co.
154. Henry Palmer, Langhorne, Pa., Henry Palmer and Pennsylvania Lumbermen's Association.
155. C. Frank Williamson, Media, Pa., C. Frank Williamson, Pennsylvania Lumbermen's Association.
156. Horace G. Hazard, Philadelphia, Pa., H. G. Hazard & Co.
157. Leonard Bronson, Chicago, Ill., National Lumber Manufacturers' Association.
158. L. L. Barth, Chicago, Ill., Edwin Hines Lumber Co.
159. Mrs. Nelson H. Walcott, Providence, R. I.
160. Mrs. G. Waldo Parrott, Providence, R. I.
161. W. B. Dunn, Sylva, N. C., Buchanan & Dunn Lumber Co.
162. H. S. Sackett, Chicago, Ill., Forest Service.
163. F. C. Hooton, Saginaw, Mich., Strable Manufacturing Co.
164. R. L. Hooton, Detroit, Mich., Strable Mfg. Company.
165. E. H. DeFebaugh, Chicago, Ill., American Lumberman.
166. F. N. Paxton, Bristol, Tenn., Paxton Lumber Co.
167. W. H. Belling, Galax, Va., W. H. Belling.
168. Thomas Moore, Ironton, O., Ohio River Lumber Co.
169. D. H. Meul, Ironton, O., Ohio River Lumber Co.
170. W. E. Barns, St. Louis, Mo., St. Louis Lumberman.
171. Mrs. J. W. Thompson, Memphis, Tenn., J. W. Thompson Lumber Co.
172. J. Spicker, Louisville, Ky., C. C. Mengel & Bro. Co.
173. H. S. Janes, Buffalo, N. Y., American Forest Co.
174. Frank T. Sullivan, Buffalo, N. Y., Hamilton H. Salmon & Co., New York City.
175. Mrs. Julius Spicker, Louisville, Ky.
176. C. H. Crouch, Rochester, N. Y., C. T. Crouch & Sons, New York State Ass'n.
177. E. A. Fletcher, Rochester, N. Y., Phelps & Fletcher, and Retail Lumber Dealers' Association State of New York.
178. Mrs. E. W. McDuff, Providence, R. I.
179. E. W. McDuff, Providence, R. I., Rhode Island Lumber Dealers' Association.
180. C. R. Morris, New York, Lumber Underwriters.
181. Guy H. Moulthrop, Bay City, Mich.
182. Maurice C. Preisch, Buffalo, N. Y., Haines Lumber Co., North Tonawanda, N. Y.
183. H. L. White, North Tonawanda, N. Y., White, Frost & White.
184. James L. Crane, North Tonawanda, N. Y., White, Gratwick & Mitchell.
185. H. D. Billmeyer, Cumberland, Md., Billmeyer Lumber Co.
186. A. W. Chandler, Baltimore, Md., Theo. Mottu & Co.
187. E. P. Gill, Baltimore, Md., Baltimore Lumber Exchange.
188. Theo. Mottu, Baltimore, Md., Theo. Mottu & Co. and Lbr. Exchange, Baltimore, Md.
189. J. Randall Williams, Philadelphia, Pa., J. Randall Williams & Co.
190. Claude Maley, Evansville, Ind., Maley & Wertz.
191. Geo. W. Hotchkiss, Chicago, Ill., secretary Illinois Lumber Dealers' Association.
192. N. E. Holden, Danville, Ill., Illinois Lumber Dealers' Association.
193. Charles A. Marsh, Chicago, Ill., Marsh & Bingham Co., Lumbermen's Association of Chicago.
194. John L. Alcock, Baltimore, Md., John L. Alcock & Co.
195. R. H. Vansant, Ashland, Ky., Vansant, Kitchen & Co. and Hardwood Manufacturers' Association.
196. Geo. H. Holt, Chicago, Ill., Holt Lumber Co.
197. B. F. Dulweber, Cincinnati, O., John Dulweber & Co. and Cincinnati Lumbermen's Club.
198. James J. Heekin, Cincinnati, O., president Chamber of Commerce.
199. T. G. LaBlanc, Chicago, Ill., Lumber World.
200. C. F. Wiehe, Chicago, Ill., Edw. Hines Lumber Co.
201. S. B. Stanberry, Cincinnati, O., Chicago Lumber & Coal Co.
202. Miles J. Todd, Cincinnati, O., Lake Shore-Lehigh Valley Route.
203. John R. Walker, Washington, D. C., The Lumbermen's Bureau.
204. E. D. Walker, East Cambridge, Mass., John M. Woods & Co.
205. Hon. Francis W. Treadway, lieutenant-governor of Ohio.
206. Julius Spicker, Louisville, Ky., C. C. Mengel & Bro. Co.
207. F. W. Fletcher, Jackson, Ky.
208. Guy I. Buell, Spring Hope, N. C., Montgomery Lumber Co.
209. G. M. Stevens, Jr., New York, N. Y., Stevens-Eaton Co., New York; Brown-Bates Co., Philadelphia.
210. Leslie Ashley, Utica, N. Y., Norwood Manufacturing Co., Adirondack Association.
211. G. G. Barr, Pottsville, Pa., Beecher & Barr.
212. F. DeHarr, Duffield, Philadelphia, Pa., Beecher & Barr.
213. Geo. W. Hand, Cincinnati, O., Bayou Land & Lumber Co.
214. S. A. Thompson, Richmond, Ind., National Rivers & Harbors Congress.
215. M. M. Marsh, Chicago, Ill., American Lumberman.
216. E. M. Sprague, Cincinnati, O., Edw. Hines Lumber Co.
217. Edward Barber, Cincinnati, O., Illingworth, Ingram & Co., Ltd., and National Lumber Exporters' Association.
218. Geo. A. Dilks, Richmond, Ind.
219. F. H. Duling, Cincinnati, O., Graham Lumber Co.
220. O. E. Faught, Cincinnati, O.
221. Dr. Louis Schwab, mayor of Cincinnati.
222. James Buckley, Brookville, Ind.
223. Jas. R. Davidson, Cincinnati, O., Doran & Company.
224. Geo. W. Doran, Cincinnati, O., Doran & Co.
225. H. H. Miller, Toronto, Ont., Parry Sound Lumber Co.
226. M. St. C. Shane, Cincinnati, O., Robinson Lumber Co., St. Louis, Mo.
227. W. E. DeLaney, Cincinnati, O., Kentucky Lumber Co.
228. Mrs. Chas. Duee, Chicago, Ill.
229. I. Pfester, Cincinnati, O., M. B. Farrin Lumber Co.
230. Frank V. Sowles, Cincinnati, O., McGowan Lumber & Export Co.
231. O. C. Quartermann, East Orange, N. J., American Lumberman.
232. A. M. Scutt, Elizabethton, Tenn., Scutt-Lambert Lumber Co.
233. W. E. Hunter, Elizabethton, Tenn., Scutt-Lambert Lumber Co.
234. I. J. Rhodes, Welch, W. Va., Welch Lumber Company.
235. C. W. Purcell, Middlesborough, Ky., Welch Lumber Co.
236. W. W. Henritze, Welch, W. Va., Welch Lumber Co.
237. J. B. Purcell, Welch, W. Va., Welch Lumber Co.
238. M. A. St. John, Seymour, Ind., Enterprise Lumber Co.
239. L. W. Ford, Memphis, Tenn., Goodlander-Robertson Lumber Co. and Memphis Lumbermen's Club.
240. Earl Palmer, Paducah, Ky., Ferguson & Palmer Co. and National Hardwood Lumber Association.
241. F. F. Fish, Chicago, Ill., National Hardwood Lumber Association.
242. F. O. Havener, Parkersburg, W. Va., Sewell Lumber Co.
243. Max Sondheimer, Memphis, Tenn., E. Sondheimer & Co. and Memphis Lumber Club.
244. H. A. Hollowell, Cincinnati, O., H. A. Hollowell & Co.
245. Boling Arthur Johnson, Chicago, Ill., The American Lumberman.
246. E. L. Edwards, Dayton, O., Edwards Lumber Co.
247. E. O. Robinson, Cincinnati, O., Mowbray & Robinson.
248. Geo. M. Morgan, Cincinnati, O., Nicola, Stone & Myers Co.
249. G. C. Ault, Cincinnati, O., Ault & Jackson Company.
250. H. H. Day, Tupper Lake, N. Y., Norwood Manufacturing Co., Empire State Forest Products' Association.
- 251.
- 252.
253. Ralph McCracken, Cincinnati, O., Kentucky Lumber Co.
254. R. L. Palmer, Boston, Mass., Palmer-Hunter Lumber Co.
255. Wm. E. Litchfield, Boston, Mass., Litchfield Bros.
256. Henry T. Wills, New York, N. Y., secretary National Tariff Commission.
257. W. Clyde Sykes, Buffalo, N. Y., Emporium Lumber Co.
258. Geo. Barrick, Cincinnati, O., C. H. & D. Ry.
259. F. W. Vetter, Buffalo, N. Y., F. W. Vetter and Buffalo Lumber Exchange.
- 260.
261. Mrs. Lewis Dill, Baltimore, Md.
- 262.
263. J. R. Blair, Memphis, Tenn., The Crittenden Lumber Co.
264. R. M. Carrier, Sardis, Miss., Carrier Lbr. & Mfg. Co. and Hardwood Manufacturers' Association of the United States.
265. Brooks Flowers, Montgomery, Ala., E. P. Flowers & Co., Flowers Lumber Co.
266. O. O. Agler, Chicago, Ill., Upham & Agler and National Hardwood Lumber Ass'n.
267. F. E. Linz, Cincinnati, O., The Bayou Land & Lumber Co.
268. S. W. Richey, Cincinnati, O., Richey, Halstead & Quick.
269. J. D. Farley, Dayton, Ky., Kaul Lbr. Co.
270. W. H. Flinn, Cincinnati, O., The Midland Lumber Co.
271. Theo. Davis, Columbus, O., Erie R. R.
272. S. Menzies, Cincinnati, O., Jas. Kennedy & Company.
273. H. C. Jacoby, Hamilton, O., Jacoby-DeLaney Lumber Co.
274. C. V. Delaney, Hamilton, O., Jacoby-DeLaney Co.
275. Peter-Schmitt, Hamilton, O., The Jacoby-DeLaney Co.
276. W. J. Eckman, Cincinnati, O., M. B. Farrin Lumber Co.
277. C. F. Korn, Cincinnati, O., Farrin-Korn Lumber Co.
278. F. Schomaker, Cincinnati, O., Doran & Co.
279. J. E. Tutbill, Cincinnati, O., Edwards Lumber Co.
280. Thos. L. Evans, Cincinnati, O., Lackawanna Line.
281. Ferd Brenner, Cincinnati, O., The Ferd Brenner Lumber Co.
282. Earl Hart, Cincinnati, O., Leland, G. Banning.
283. Charles Milne, New York City.
284. J. W. Darling, Cincinnati, O., J. W. Darling Lumber Co.
285. R. L. Gilbert, Cincinnati, O., J. W. Darling Lumber Co.
286. John A. Book, Chicago, Ill., Canadian Government Railway.
287. J. E. Zimmer, Hamilton, O., The Hamilton Lumber Co. and Ohio Association Retail Lumber Dealers.
288. Wm. B. Wick, Hamilton, O., Martin Wick Lumber Co.
289. W. C. Pulse, Greensburg, Ind., Pulse & Porter and Indiana Retail Lbr. Dealers.
290. George Littleford, Cincinnati, O.
292. Walter E. Johns, Cincinnati, O., Wm. H. Perry Lumber Co.
293. Geo. W. Guider, Cincinnati, O., Lamb-Fish Lumber Co.

294. J. H. Dappes, Cincinnati, O., The J. H. Dappes Sons Lumber Co.  
 295. W. M. Dinglefield, Hamilton, O., W. M. Dinglefield & Co.  
 296. John H. Arms, Cincinnati, O., Lackawanna Lumber  
 297. E. A. Swain, Shelbyville, Ind., Swain Kar-  
 pene Lumber Co. and Indiana Hardwood  
 Lumber Association.  
 298. J. T. Davidson, Mason, O., H. C. Jacoby.  
 299. T. G. Pierson, Spencer, Ind., J. L. Pierson  
 Lumber Co. and Indiana Retail Lumber  
 Dealers' Association.  
 300. J. Elam Artz, Dayton, O., F. A. Requarth  
 Co. and president Ohio Association of  
 Retail Lumber Dealers.  
 301. D. C. Stevenson, Owensboro, Ky., J. V.  
 Stimson & Co.  
 302. Frank C. Rice, Springfield, Mass., Rice &  
 Lockwood Lumber Co.  
 303. W. E. Berger, Ashland, Ky., W. H. Dawkins  
 Lumber Co.  
 304. John Dornette, Jr., Cincinnati, O., The J.  
 Dornette & Bro. Co.  
 305. Frank W. Lawrence, Boston, Mass., Law-  
 rence & Wiggin and Massachusetts Whole-  
 sale Association.  
 306. V. S. Lawrence, Boston, Mass.  
 307. Isaac Barker, Chicago, Ill., Edward Hines  
 Lumber Co.  
 308. T. S. Morison, Norfolk, Va., Boice Lbr. Co.

309. L. H. Snodgrass, Johnson City, Tenn., Buck  
 & Snodgrass Lumber Co.  
 310. S. G. Boyd, Cincinnati, O., C. C. Boyd & Co.  
 and Lumbermen's Club of Cincinnati.  
 311. F. J. Davenport, Detroit, Mich., Louisiana  
 Red Cypress Co., New Orleans, La.  
 312. H. E. DuBois, Cincinnati, O., Div. Frt. Agt.,  
 C. H. & D. Ry.  
 313. J. W. Taylor, Columbus, O., Domestic Lum-  
 ber Co.  
 314. Stuart A. Allen, Cincinnati, O., A. G. F. A.,  
 C. H. & D. Ry.  
 321. Rev. Charles Frederic Goss, Cincinnati, O.  
 322. Edgar Wain, Cincinnati, O., Empire Forest  
 Products' Association.  
 323. Geo. B. Johnson, Columbus, O., A. C. Davis  
 Lumber Co.  
 324. Arthur M. Jack, Cincinnati, O., "Packages"  
 of Milwaukee.  
 325. J. H. P. Smith, Cincinnati, O., The Hard-  
 wood Lumber Co.  
 326. D. C. Snook, Cincinnati, O., Lockland Lum-  
 ber Co., Ohio Ass'n Retail Lbr. Dealers.  
 327. W. B. Kirkpatrick, Cincinnati, O., Fagin &  
 Kirkpatrick.  
 328. W. C. Bartlett, Cincinnati, O., Wiborg &  
 Hanna Co.  
 329. Richard H. Long, Sandusky, O., Lumber In-  
 surance General Agency.  
 330. Louis E. Dietz, Cincinnati, O., Boss Wash-  
 ing Machine Co.

times" is, "While he is asleep let's do him."

But listen; we hear something in the wireless atmosphere that the lumber associations mean to make the consumers members of their organi-  
 zation. This would be very satisfactory indeed  
 in one way, if consumers enough would join so  
 as to make an even number or more with the  
 lumber dealers, then their combined efforts might  
 get up a standard of rules that would be satis-  
 factory to and thoroughly understood by every-  
 one.

However, after all this was settled it would  
 not eliminate the trouble or tell a man he must  
 not "doctor up" the grade, as they call it. Can  
 it be possible that the only way out of this trouble  
 would be to legislate on it, making it a national  
 affair and imposing a heavy penalty for such a  
 misdemeanor? Why not legislate on the lumber  
 business the same as was done by weights and  
 measures? This was only to give the purchaser  
 the full value of his money, and we think there  
 is nearly a parallel case in the lumber business.

This epistle may look a little antagonistic, but  
 it is not so meant. It is telling a few every-  
 day facts to help bring about an evolution of the  
 legitimate grading of lumber, and as our honor-  
 able ex-President Theodore Roosevelt has stated,  
 "a square deal for every man."

Now, if the lumber dealers and consumers in  
 our city would come together and unite their  
 efforts and invite the lumber associations and all  
 the consumers of the country here this summer,  
 when the Chautauqua Lake season is at its best,  
 and at the time of our great 1910 centennial, we  
 think something might be done in the betterment  
 of the lumber business. A JAMESTOWN (N. Y.)  
 CONSUMER.

To the foregoing communication the fol-  
 lowing reply has been made:

CHICAGO, ILL., February 28.—Dear Sir: The  
 trouble with you, in common with a great  
 many wholesale hardwood consumers is that  
 you do not take advantage of the facilities  
 placed at your disposal in securing "a square  
 deal" in your lumber purchases. There is no  
 excuse for any buyer of hardwood lumber,  
 if, when he makes his purchases, he specifies  
 that it shall be under the rules of either the  
 Hardwood Manufacturers' Association of the  
 United States, or under the rules of the Na-  
 tional Hardwood Lumber Association, not get-  
 ting exactly what he buys or having a rein-  
 spection that will insure him in getting what  
 he buys.

The intelligent buyer will not permit the  
 seller to work off "special grades," "fur-  
 niture common," or anything else on him,  
 but will specify that he is buying under a  
 certain grade of one of the leading lumber  
 associations. If the lumber received does not  
 correspond with his purchase according to the  
 rules, he has the privilege of calling for a re-  
 inspection, and at the present time there is  
 no reason to believe that he will not secure an  
 absolutely honest reinspection, and if the  
 lumber is not according to specifications he is  
 not obliged to accept it.

You, in common with many other wholesale  
 hardwood consumers, neglected to accept the  
 invitation of the Hardwood Manufacturers'  
 Association of the United States, when they  
 asked you to come to their Cincinnati meet-  
 ing and present your claims for any needed  
 change in hardwood rules. To be sure a good  
 many buyers of hardwood in leading lines did  
 present themselves, and their suggestion for

## Hardwood Record Mail Bag

### The Sleeping Consumer

JAMESTOWN, N. Y., Feb. 24. Editor HARD-  
 WOOD RECORD: Since studying your pleasing and  
 suggestive cartoon in the special Cincinnati issue  
 of HARDWOOD RECORD, have thought of volumes  
 to say or write about, which may be interesting  
 to the readers of your paper.

It is quite evident that the consumer has been  
 asleep since way back when the hardwood manu-  
 facturers began making their first rules of in-  
 spection.

The consumer has simply been taking what  
 the producer felt disposed to give him, with the  
 exception of a few who are probably up to the  
 tricks of the trade in their own business, and  
 are thus suspicious that the lumber producer  
 and dealer have a few tricks too, and so investi-  
 gates, as he has learned that "investigation is  
 the art of trade."

It is a query to many about those "Peace  
 Offerings" to know just what they are supposed  
 to be. When you consider the way lumber pro-  
 ducers and dealers are shipping to consumers;  
 when the consumer buys straight firsts and sec-  
 onds for the seller to put in about twenty-five  
 to thirty per cent of No. 1 common, and say noth-  
 ing about it, expecting the stock to go through  
 as firsts and seconds; and when they buy straight  
 No. 1 common to send fifty to one hundred per  
 cent of No. 2 and 3 common instead, it looks  
 very much to me as though the peace offerings  
 were not meant as such.

We do not doubt in the least that there are  
 many honest lumber manufacturers and jobbers,  
 who give a man just the grade he buys as near  
 as they can, but it seems that a majority of  
 them are all up to the same tricks.

We know that when we buy log run of any  
 grade we generally get only about one-third of  
 the log run grade, as the stock of one grade is  
 divided into several grades according to widths,  
 saps, strips, etc., as the case may be. Now the  
 consumer does not blame the manufacturer and  
 jobber for so doing, as they want them to make  
 all they can in a legitimate and honest way, if  
 the jobber tells the way he manipulates the stock  
 and grades and his several prices according to  
 the several grades but of one grade. Having  
 done this let the consumer tell what he wants  
 and when he buys such and such grades, instruct  
 your inspector to put up an honest grade, giving  
 the man a square deal, instead of telling your  
 inspector that they haven't an inspector on the  
 other end or they haven't a very good man there,  
 and so he can put in twenty-five to fifty per-  
 cent below the grade bought. But when you take his  
 coat and he becomes bankrupt, because of using  
 a cheap grade stock, can you sue him to see

if you can get his cloak also. Do you think you  
 can make him a "friend of yours"?

I remember a consumer who once bought ten  
 cars of No. 1 common plain oak and went to the  
 wholesaler's yard to take it up. First the con-  
 sumer was shown a pile of No. 1 common, and  
 mounting to the top of it discovered to his sur-  
 prise that it was No. 3 common. He soon made  
 it plain that that was not what he wanted, and  
 was shown another pile of supposed to be No. 1  
 common, and mounting to the top of this pile  
 found to his utter astonishment it was No. 2  
 common. Then he told the wholesaler if this  
 was what he called No. 1 common he might as  
 well go home.

"Well, now, I declare," he says, "let's try this  
 pile. I think this will suit you." After mount-  
 ing this pile he had to lay out about one-third of  
 the stock which was No. 2 common. So, if he  
 had not been "up to snuff" he would probably  
 have taken the No. 2 or No. 3 common and the  
 wholesaler was dishonest enough to "do" his  
 brother good.

A jobber told me of another consumer who  
 received a car of lumber, supposed to be No. 1  
 common, and it looked so bad to him that he  
 had to refuse it. So he went to a jobber's  
 yard, and the jobber told him he was quite  
 sure he had a grade to suit him, and showed him  
 a pile of No. 2 common. The consumer, "being  
 asleep" and not "up to snuff" on the grading of  
 lumber, took the pile of No. 2 common.

When one lumber dealer sells to another dealer  
 a car of firsts and seconds or No. 1 common, or  
 whatever it may be, the buyer gets his grade as  
 a general thing, as the seller knows the other  
 end of the line is well up on grading, and so he  
 sends a more technical grade. Then out of that  
 grade of No. 1 common the buyer puts the select  
 common boards into a pile by themselves. Then  
 the consumer comes along and wants some firsts  
 and seconds and this pile of select common is  
 what the consumer has to take.

A lumber dealer sold us a car of lumber about  
 six months ago; it was supposed to be No. 1  
 common and better. We inspected about two-  
 thirds of the stock and found a large per cent  
 of thin lumber and No. 2 common. Of course,  
 we could not use the stock, so we had to refuse  
 it. The dealer afterward told us he sold it for  
 No. 1 common and better and got more out of it  
 than if we had taken it. He then said to me,  
 "What do you know about that?" I simply told  
 him the other fellow did not understand what  
 he was doing.

When we see car after car coming in and a  
 large portion of the stock below the grade  
 bought, it is time the "sleeping consumer" woke  
 up. It looks to me as though "the spirit of the

changes in rules that would be nearer just to both buyers and sellers were carefully threshed out, and in numerous cases the suggestion of the buyer was incorporated in the rules.

If you would simply exercise your citizenship in hardwood associations you could get every reasonable concession that you ask for in the way of grades, and you could be positively assured of a square deal on the lumber bought. Why should you ask the members of the hardwood associations to meet you at a point remote from hardwood production to thresh out matters of vital interest to you?

Why, as an individual, did you not meet them half way, and attend the conference at Cincinnati.

It strikes me that you have neglected the opportunity presented and that you have no kick coming.—EDITOR.

#### Wants Back Numbers of Hardwood Record

ST. PAUL, MINN., Feb. 28.—Editor HARDWOOD RECORD: We want copies of the following issues of HARDWOOD RECORD: October 25, 1907; November 10, 1907; November 25, 1907; December 10, 1907, and February 10 and November 25, 1908. How many of these can you furnish and at what price? Could you "dig up" those numbers which you cannot furnish yourselves?

G. DUNN & Co.,

403 St. Peter street, St. Paul, Minn.

We have supplied the November 25, 1908, issue, but haven't an extra copy of any of the other numbers asked for. If any of our readers are willing to sell such of the above named RECORDS as they may possess G. Dunn & Co. will pay a premium for same.—Editor.

#### Have Had No Fire

CHICAGO, March 7.—Editor HARDWOOD RECORD: The trade paper called Veneers, published at Indianapolis, in its March issue announced the destruction of the Bacon-Underwood Company's plant at Mobile by fire, and that it would be rebuilt at once. It is hardly possible that a paper of your standing would publish a report such as this without verification, but at the same time we take this opportunity of advising you that the Bacon-Underwood Company has had no fire whatsoever at its plant. R. S. BACON VENEER COMPANY.

#### Trouble in Business Men's Club of Cincinnati

Ever since "Lew" Doster, secretary of the Hardwood Manufacturers' Association of the United States, moved to Cincinnati there has been more or less trouble in that town. Right now, from sundry documents that have reached the editor's table, there are indications that his "sphere of influence" has reached the Business Men's Club of Cincinnati. Just read the following.—EDITOR.

#### FIRST SPRING REPORT OF THE CHIEF GAME WARDEN.

We have resolutions to be presented to the Stenwinders for their floral offering at our opening.

The Engineer's table wrote their autographs on the menu card and sent it with their greetings—we should return the compliments.

The Stenwinders had the audacity to endeavor to place an injunction against us. We have a reply and defense for the same which we believe will keep us still in existence.

I am informed that during the week the members have not been coming regularly to this table, and should state that the eyes of the entire universe were and are on the Woodpeckers from the very beginning. Now we must keep it

up. In the weekdays we must invite our friends, our enemies, and everybody connected in the lumber trade who are visitors, to come to this table. By such concerted action it will become a regular down-town meeting place for everybody.

LEWIS DOSTER,  
Chief Game Warden.

March 5, 1910.

#### BILL OF COMPLAINT

Charles H. M. Atkins, Edward E. Shipley, James F. Taylor for themselves and others associated under the name and style of the Stenwinders vs. Lewis Doster, Gregory S. Stewart, C. R. Stansbery, Clinton Crane, Thomas J. Moffett, Chester F. Korn and others associated under the name and style of the Woodpeckers.

To the Honorable the Directors of the Business Men's Club Company:

This bill of complaint respectfully shows that the complainants, Charles H. M. Atkins, Edward E. Shipley, James F. Taylor who sue for themselves and for others too numerous to set out here respectfully shows:

That these complainants and others did heretofore, to-wit: about the year 1909 associate themselves according to the rules and regulations of the Business Men's Club Company as a table club and that a distinctive and distinguishing title for said club they did adopt as the name thereof the word "Stenwinders," by which name they and such others as have been regularly admitted to membership have ever since been known and called; that said club further adopted as an emblem a certain large clock which is suspended over their table; that by reason of the fact that said name was first suggested and proposed by your complainant, James F. Taylor, the high standing of the members of said club, their prominence in the Business Men's Club, the fact that three or more of their members became president of said Business Men's Club, their victory over the table called the Knockers in a certain contest called a "tug of war" at a certain place called Laugbery, the pleasing sound and appropriate quality of the said name, it came widely and favorably known as the title or cognomen of your complainants so associated.

And your complainants state that prior to the infringement hereinafter complained of said name has been generally known as the sole and exclusive property of your complainants and their exclusive right thereto has been acquiesced in by all the world. Notwithstanding which the defendants wickedly contriving and conspiring unlawfully to acquire for themselves some part of the fame and renown of your complainants did form on to-wit: the 19th day of February, 1910, a certain similar club to which they have given the name "Woodpeckers."

Now your complainants show that the said club of said defendants is greatly inferior to that of the complainants in material composition and organization, but that nevertheless the defendants are proceeding and will, unless restrained therefrom, proceed to palm off upon the public the said inferior and spurious substitute as being the same as your complainants, all to your complainants' great and irreparable damage, for which they have no adequate remedy at law.

Wherefore your complainants pray that they and their associates may be decreed to have the sole and exclusive right to said name and all synonyms, equivalents or variations thereof, and that defendants may be enjoined and restrained from using the said name "Woodpeckers" or any synonym, equivalent or variation thereof, or in any way infringing upon said name of complainants and for all other proper relief.

C. H. W. ATKINS,  
EDWARD E. SHIPLEY,  
JAMES F. TAYLOR,

For themselves and associates, complainants.

ORIS P. COBB,

OLIVER G. BAILEY,

Solicitors for complainants

#### BILL OF EXCEPTIONS

Stenwinders vs. Woodpeckers.

To the Honorable and Other Directors of the Business Men's Club Company:

Affiants state to the honorable court that the bill of complaint filed by the Stenwinders and others has no basis in fact, or evidence, and is an attempt to deprive the defendants of a popular, honored and much sought name; that such complaint should in no sense be made by an association which has adopted so menial a device as a clock, for "time was made for slaves alone."

Furthermore, it does not behoove us to boast of past deeds nor future undertakings, but the filing of this suit compels us to say as did the Irishman to the doctor, "You flatter us."

The defendants further state that this association, if formed for the general improvement of morals, and especially as relative to the use of the English language, as per our constitution, article 25, section 11, to wit: "No member shall work off any ancient or moss-grown jag, joke, repartee, pun, allusion to or allusion of, or any double entendre in connection (no joke intended) with the honorable, true, tried and dependable name of this organization, which has stood so long, and may like "the Roman Catholic church stand forever," and any other word.

Furthermore, the defendants while partly admitting one statement of complaint that while our organization may be inferior in "material composition and organization," we possess that which enabled Caesar and Napoleon to overcome the greatest odds: Brains.

Now your defendants, coming into court with clean hands, ask that the complaint be debarred from further annoyance of the defendant and be required to mark time while we stand erect on our preserves, free from interference or competition in our rights to life, liberty and the pursuit of happiness.

Wherefore the defendant prays your honorable court that the case be dismissed, and if the instigator of this accident or "the man higher up" can be discovered that he be exiled to the grill room and condemned to associate with the Knockers for thirty days.

Furthermore, your defendants pray that the brand of liquor which leaves a man in such a condition that he cannot discriminate between the Pacific Calm and the unpretentious word Stenwinder and the expressive, dignified and martial word Woodpecker be carried from the B. M. C.

Signed by defendants and by counsel for defendants.

#### Big Eastern Selling Merger

One of the biggest deals in the eastern trade was closed the latter part of February, when after three days' conference among prominent manufacturing and wholesale interests the Manufacturers' Lumber Company was organized with headquarters at 27 William street, New York City, with the following officers: Hon. W. C. Edwards of Ottawa, Can., president; Hugh McLean of Buffalo, first vice-president; Gordon C. Edwards of Ottawa, second vice-president; Maurice Preisch of Buffalo, secretary, and Van W. Tyler, New York, treasurer and manager, with Desmond N. Meighan, assistant treasurer, and Christopher Cox, assistant secretary. This company was formed for the purpose of handling the lumber products of the following firms, representing large outputs of white pine, spruce, hardwoods, etc.:

W. C. Edwards & Co., mills and yards at Ottawa and Rockland, Ont.

Robinson-Edwards Lumber Company, mills and yards at Burlington, Vt.

Hugh McLean Lumber Company, mills and yards at Buffalo, Cincinnati, Memphis, Chattanooga and Birmingham.

Haines Lumber Company, mills and yards at North Tonawanda.

Bathurst Lumber Company, mills and yards at Bathurst, N. B.

Cascapedia Manufacturing & Trading Company of Bonaventure and New Richmond, Quebec.

This is practically a consolidation of the selling departments of these firms. The new company will also pay special attention to the export lumber trade. Van W. Tyler, sales manager of the company, has been identified with the New York trade for many years and is widely known in export circles. He will be assisted by a corps of five competent salesmen, and the Manufacturers' Lumber Company will cater to the trade of southern Connecticut, southern New York, the state of New Jersey and the Metropolitan district.

#### Correcting an Error

The Record regrets to announce that in the last issue of February 25 appeared a very carelessly prepared statement in regard to the Underwood Veneer Company of Wausau, Wis. This item stated that the company had been incorporated with \$20,000 capital stock, when, as is generally well known among the hardwood trade, this concern has been in existence a good many years.

What should have been announced was the amendment of the articles of incorporation of the company, increasing the capital stock from \$20,000 to \$120,000. The company has the following officers: J. A. Underwood, Wausau, Wis., president; A. W. Underwood, Chicago, vice-president, and Otto C. Lemke, Wausau, secretary and treasurer.

# Monthly Meeting Chicago Hardwood Lumber Exchange

The Chicago Hardwood Lumber Exchange followed the monthly luncheon at the La Salle Hotel on Saturday, February 26, with a meeting of unusual interest to those present. Judging by the general and earnest discussion of matters pertinent and important to the lumber industry, the session will be fruitful of action along various lines having an important bearing on the trade.

The attendance was indeed gratifying, particularly so considering the inclemency of the weather. President Brown is to be congratulated on the spirit of enthusiasm and energy with which he has imbued the members.

Of special interest were the report of Chairman Trainer of the Market Conditions Committee, and a list of suggestions by President Brown in which he put on record certain policies long fostered by him. Following this was a general discussion of all phases of the recommendations submitted. Secretary Hooper of the Lumbermen's Association of Chicago talked intelligently and to the point on the demurrage question; his views should be of benefit to all who heard them.

Officers of the other local lumber organizations were present as special guests, with a view to initiating the movement toward a single Chicago association advanced in President Brown's special address.

Following the reading of the minutes, by Secretary Dion, in which an attendance of fifty-eight at the last meeting was reported, the president called for the reports of the Market Conditions and Labor Committees, Chairmen Trainer and Schreiber responding in comprehensive style.

In response to the call of the chair, President Agler of the National Hardwood Lumber Association addressed the attendance. He reiterated previous invitations to the coming convention of that body at Louisville in June.

President Brown's recommendations, before referred to, were the cause of general discussion, at his earnest request. They were read by the chair and well merited the close attention accorded them. The address:

It is our pleasure today to have as special guests of honor the officers of our local contemporaries, the Lumbermen's Association and the Wholesale Lumber Dealers' Association. Coming together at this time to break bread at the same board is most significant, inasmuch as it typifies the virtue which is our greatest fortress of strength, namely, harmony.

These three bodies are strictly commercial organizations primarily instituted for the sole purpose of enhancing our material well being by establishing justice and fair dealing which will attract the outside manufacturer and consumer of lumber by promoting the general welfare of the trade, which can not but redound to our profit and by insuring among the various branches of wood industries, which we severally represent, the stability of our organization and the sincerity of purpose back of our policies. These thoughts, together with a study of similar organizations in other cities during the last year impel me at this time to give utterance to an idea which I have long fostered and in which I am confident some of you gentlemen share. We must make a success of our individual business enterprises and, therefore, we must have at our backs the most efficient organization possible. I firmly believe that the imaginary lines which form the boundary between these organizations should be wiped out. They have served their purpose and are now obsolete.

Chicago stands preëminent as the world's greatest lumber market and should have an organization of lumbermen commensurate thereto.

The membership of our organizations is so interwoven as to make the roll of members almost lose its identity. The salient reasons for the existence of all of these bodies are identical. We differ, if at all, only in the application of minor ideas. It is a matter of conservation of effort as well as utility and economy which should warrant our union.

We look with great satisfaction to the wonderful strength and accomplishment of the Chicago Association of Commerce. How much more it is accomplishing than could be possible if its

forces were divided into three bodies. Should the feasibility of such a union into one association of lumbermen meet with your approval after giving its full consideration and study any differences of policy affecting any phase of the lumber business as we individually view it could be advanced through the work of departments or committees. With such a union Chicago would have the most powerful local organization of lumbermen in the world, whose undertakings would command respect everywhere and result in bringing about more speedily an improvement among various lines which most especially concern our business. We have come, gentlemen, to the point where such an organization seems to me to be imperative as well as the most logical thing for us to do. Strong objections may be urged against such a plan, some of them possibly growing out of old differences that may have existed in times past. In this age, however, we can not live in the past but must ever keep our face toward the future and our back toward the past. It therefore seems apparent that the advantages gained would in the aggregate greatly overwhelm the objections.

Following the reading of the address, the chairman called on the special guests for their views on the subject. President Gillespie of the Lumbermen's Association of Chicago, Vice-President Slayton and Secretary Hooper of the same body, Chairman Westcott of the Exchange Membership Committee and secretary of the Chicago Wholesalers' Association responded in order, the trend of their remarks being heartily in support of President Brown's proposition.

During his talk Mr. Hooper, in touching on the demurrage question, referred to the benefits accruing to yard dealers through the so-called average plan embodied in Rule XII. By this arrangement, if a consignee is enterprising enough to unload a car within twelve hours of the time limit, he is credited on his next car with that length of time. The speaker maintained that such a rule would not only materially help both dealers and the railroad service, but would eventually do away altogether with the payment of demurrage.

Supplementing these remarks, President Brown raised the question as to whether or not a common carrier has the legal right to hold up cars, pending the settlement of disputed demurrage claims, and actual payment of such demurrage. A most aggravating instance in his own business was used by the president to emphasize his point, as well as a case involving four hundred cars consigned to the Illinois Steel Company, the cars being held on the same pretext. Drastic and immediate action was recommended, in order to call the bluff of the railroads and to guard against similar outrages in the future.

Following the discussion on the consolidation question, Chairman Schreiber moved that the matter be referred to the Trade Committee who, after conference with similar committees from the other bodies, will report to the exchange. The motion was adopted with the amendment proposed by Mr. Agler, to the effect that the Board of Managers be substituted for the Trade Committee.

The last business transacted was the appointment of two nominating committees by the chair, to report within two weeks on selections of officers for the ensuing year, the next meeting being the regular annual. The personnel of the committees was: First, Theodore Fathauer, C. L. Cross and F. M. Baker; second, J. S. Trainer, O. O. Agler and A. H. Schoen. Contrary to usual custom there will be two ballots, which in due time will be mailed to all members.

Following is a roster of the attendance:

Charles Westcott, Hayden & Westcott Lumber Co.  
Harvey Hayden, Hayden & Westcott Lumber Co.  
Tom A. Moore, T. A. Moore & Co.

Theo. Fathauer, Theo. Fathauer Co.  
Robert Maisey, Maisey & Dion.  
Louis A. Smith, Fullerton-Powell Hardwood Lumber Co.  
Murdock MacLeod, Oconto Co.  
J. W. Slayton, Mears-Slayton Lumber Co.  
Edwin E. Hooper, Lumbermen's Association.  
J. L. Lane, J. L. Lane & Co.  
F. B. McMullen, Fullerton-Powell Hardwood Lumber Co.  
F. C. Van Norstrand, Cotton Belt Lumber Co.  
George T. Mickle, George T. Mickle Lumber Co.  
Robert H. Gillespie, John Gillespie Lumber Co.  
J. H. Dion, Maisey & Dion.  
G. A. Larson, Fink-Heidler Co.  
W. G. Commentz, G. W. Jones Lumber Co.  
H. D. Welch, E. A. Thornton Lumber Co.  
E. J. Leech, Paepcke-Leicht Lumber Co.  
C. H. Wolfe, Heath-Witbeck Co.  
C. I. Holle, Heath-Witbeck Co.  
O. O. Agler, Upham & Agler.  
A. H. Ruth, G. W. Jones Lumber Co.  
J. D. Attley, J. M. Attley & Co.  
J. J. Fink, Fink-Heidler Co.  
T. J. Scanlon, May Bros., Memphis, Tenn.  
R. S. Corson, Upham & Agler.  
J. G. Brown, W. P. Brown & Sons Lumber Co., Louisville, Ky.  
C. L. Cross, C. L. Cross.  
J. C. West, Midland Lumber Co., Parkersburg, W. Va.  
F. H. Ostrander, D. K. Jeffris & Co.  
Frank F. Fish, National Hardwood Lumber Association.  
William C. Schreiber, H. H. Hettler Lumber Co.  
Frederick L. Brown, Crandall & Brown.  
J. S. Trainer, Trainer Bros. Lumber Co.  
R. A. Lounsbury, Maisey & Dion.  
Charles S. Smith.  
S. C. Hostler, American Forest Co.  
Winter F. Clark, Winter F. Clark.  
George K. Thayer, Empire Lumber Co.  
M. Bratz, Empire Lumber Co.  
S. C. Bennett, Hardwood Mills Lumber Co.  
H. C. Miller, Hardwood Mills Lumber Co.  
F. M. Baker, Hardwood Mills Lumber Co.  
William A. Eager, William A. Eager.  
Alex. H. Schoen, Columbia Hardwood Lumber Co.  
E. W. Meeker, HARDWOOD RECORD.  
H. H. Gibson, HARDWOOD RECORD.

## The Lumber Output of Missouri

While other states are ahead of Missouri in the quantity of yearly production, but few excel that state in quality of lumber output. The figures for 1909 compiled by the Red Book of the Bureau of Labor Statistics of that state point out the following interesting facts:

Missouri stands foremost in the production of red gum cooperage stock, while her production of walnut lumber is only surpassed by two other states. She occupies second position in sycamore trade, being outranked only by Indiana. For red gum lumber Missouri holds third place, ranking next to Mississippi and Arkansas.

While this state is not generally classed as a lumber or cooperage producing state, when certain timbers like walnut, red gum, oak, ash, hickory, tupelo, elm and cherry are separated from the other, the high standing of the community is at once very evident. She produces high-grade timber, which in reality yields far greater dividends than the much larger production of low-grade stocks, which abound in some of the rival states.

The figures referred to place the output of Missouri for the last year at 453,938,000 feet, with a value of \$8,208,927 at the mills and \$8,719,822 St. Louis. The cooperage output consisted of staves, headings, hoops, baskets, boxes and wagon and furniture timber in the flat, handles of all kinds, egg cases, pencil slabs, walnut gun stock, spokes, bent wood, crates, etc., with a value of \$5,869,800. There were 10,110,700 railroad ties cut, which sold for \$4,044,200.

Red gum is the principal material used in the manufacture of cooperage supplies, while for hoops elm is the favorite wood, though several of the cooperage factories turn out considerable quantities of red gum hoops.

## Appalachian Reserve Question

A recent bulletin of the American Forestry Association meets in an emphatic manner the three principal arguments advanced by opponents of the Appalachian Forest Reserve. A recent speech of President Guild of this association is almost completely embodied in the bulletin, a digest of which follows:

Whether the money spent to preserve the forests on the watersheds of the Appalachians comes as an appropriation from the national treasury or from the revenues of the existing forest reserves in the western states, the East and South have a right to ask the same attention to their development at the hands of the national government as has been already given to the West, and with universal approval.

The opponents of the creation of Appalachian National Forests at the hands of the general government have given three specific reasons for their attitude. They claim:

1. Forest reserves do not promote regular stream-flow. Their creation, therefore, would be a useless expense.

The only authority for this mistaken statement is the opinion of an officer of the United States army whose profession identifies him with military rather than with civil engineering. The hostile opinion of the military engineering officer is in direct opposition to that of the entire force engaged under the forester of the United States, and to the experience of China, of France and of Spain.

James S. Whipple, forest commissioner of New York, is credited with the following:

"More than 300 years ago France, in an evil day, permitted that which we are now permitting, to wit: the cutting of all its trees, which left its hillsides and mountain tops uncovered. The agricultural lands were much injured; the water supply much reduced. It had no forest, the hillsides were eroded, the soil was washed away. Then a splendid man, realizing the enormity of the evil that had come to his country, started out on a campaign of education over France, urging the people to plant trees. Since then the French people have expended more than \$200,000,000 in trying to reforest their waste land, and they have more work yet to do."

The opponents of Appalachian Forest Reserves present as their second objection:

2. The acquisition of forest reserves by the national government is unconstitutional.

The constitution in terms was ordained and established to "promote the general welfare." If the establishment of a permanent source of timber supply, the preservation of the water and of water-power, the drainage of cities, and the preservation of the public health, all of which are provided by the acquisition of forest reserves, do not make for the promotion of the general welfare, it is difficult to say what does.

Nobody questions the constitutionality of various other public enterprises, presumably

for the public good, as inland waterway promotion, western forest reserves, the purchase of lands for fortifications, etc. Why doesn't the Appalachian bill come under the same ruling?

The third argument against the reserve is:

3. The separate states in which forest reserves are proposed should pay for them out of their respective state treasuries.

The answer to this statement is that, with the exception of New York, and one or two others, the states separately cannot afford it.

One of the most needed of these reserves is in the state of New Hampshire, about the headwaters of many of the great rivers of New England, already shrunken in volume, already damaged as a result of the neglect by a national government that has been lavish in its expenditures to save woods and water-power and water supply for the states beyond the Mississippi. The little state of New Hampshire cannot afford, with her small population and rocky soil, to buy and manage such a reserve.

The nation, however, out of taxes, to which New Hampshire contributes, has maintained national forests of 25,605,700 acres for the rich state of California alone, and last year added 2,364,483 acres to the national forests located in that state.

California and her citizens receive the direct benefit of these forests. New England does not. It was not California alone that paid the bills of the war with Mexico. The support in California, led by one of her governors, of Appalachian reserves shows that Californians themselves appreciate that such a course is not merely generous, but just.

Not one state of the old thirteen that fought the Revolution is benefited directly by these reserves—not one state that helped to pay for the Louisiana purchase is directly benefited by these reserves—not one state that fought the war of 1812 is benefited directly by these reserves—not one state taxed to pay the bill for the cession of Florida by Spain is benefited by these reserves.

No existing national forest has been acquired and paid for, none is even now exclusively maintained, by the people of any state or states directly benefited by it.

It is true that the extensive forest reserves in the West were taken out of the national domain, but who paid for the national domain, and reserved these lands for the local benefit of the new states? Was it not the very states who then composed the Union, the very states whom the new sectionalism would now cut off from receiving a small part of benefits such as they have been given?

Whatever develops any part of our country is for the benefit of every American. The states that are asking for Appalachian Forest Reserve are merely asking for themselves what they have already gladly helped to give others. For the first time in our

history the governors of South Carolina and of Massachusetts have stood side by side before the committees of Congress in this appeal for simple justice and common equity. If the maintenance of national forests is a wise policy, that policy should be indeed national and no longer sectional in its scope.

### Semimonthly Memphis Lumbermen's Club.

The regular semimonthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso on Saturday afternoon, March 5. Luncheon was served and the attendance was large.

W. R. Barksdale, chairman, and other members of the entertainment committee, received a vote of thanks for the splendid work they did in arranging the details of the annual banquet of the club.

Geo. C. Ehemann, chairman of the Committee on Statistics, stated that he has mailed blanks to the members to be filled in with information which the committee desires. When these answers have been received, the committee will compile statistics showing the volume of business handled by the members, also other interesting features regarding the lumber industry of Memphis. There have been no such statistics compiled during the past three years and something new along this line is desired, as it is felt that the old statistics which have been used for so long do not do Memphis justice.

A. L. Foster, chairman of the River and Rail Committee, called the attention of the club to the decision handed down by the Interstate Commerce Commission in regard to the minimum weight of car lot shipments. He stated that, in accordance with the decision, if a shipper orders a car in writing from a railroad company and specifies the minimum weight, it is impossible for the carrier to recover from the shipper even if the amount loaded into the car is not up to the minimum for that special car. In other words, if a shipper orders a car of which the minimum weight is 30,000 pounds, and the railroad furnishes a car whose rating is 34,000 pounds, the shipper cannot be held for freight on the additional 4,000 pounds.

A letter was read by Secretary Thompson from the Helena (Ark.) Board of Trade stating that there was a desire to organize a club in Helena somewhat similar to the Lumbermen's Club of Memphis.

There were five applications for membership, four of which will receive serious consideration at the hands of the membership committee. The fifth was somewhat of the nature of a joke at the expense of John W. McClure, first vice-president of the club. After the secretary had read the first four names, he was handed an additional blank in which the name was stated as J. W. McClure, Jr., residence address, Carr avenue, business address, Randolph Building, and firm associated with the Bellgrade Lumber Company, Memphis. In response to the question as to whether or not the applicant was interested financially in said firm, it was stated that he was not but that he expected to be. As to the capacity in which he was employed, it was stated that he was a silent but noisy partner.

There were several visitors present, including George I. Hull of the Webster Lumber Company, Swanton, Vt.; H. J. Dudley of the Dudley Lumber Company, Memphis and Grand Rapids, and Joseph J. Hyde of Geissel & Richardson, Philadelphia.

In the announcement of the meeting, Secretary Thompson included the recent resolutions of N. Butler Haynes, looking to the formation of a lumber exchange at which transactions in lumber might be conducted during certain hours of the day. This subject will come up for consideration at an early date.



# How to Reduce the Fire Hazard and Obtain a Low Insurance Rate in Sawmills

The Insurance Standard Woodworker makes one valuable suggestion for cutting down fire risk in new mills, thus lowering insurance rates considerably. For the most part the following matter is quoted verbatim from a pamphlet bearing the above title, issued by the Lumber Insuring Mutual Companies, which include the Lumber Mutual Fire Insurance Company of Boston, the Pennsylvania Lumbermen's Mutual Fire Insurance Company of Philadelphia, the Lumbermen's Mutual Insurance Company of Mansfield, O., the Central Manufacturers' Mutual Insurance Company of Van Wert, O., and the Indiana Lumbermen's Mutual Insurance Company of Indianapolis. This pamphlet first takes up the subject of general construction, walls, floors and roofs, etc., and then goes into regulations for equipment, as follows:

## Construction

**WALLS.** All brick, cement and stone walls unless mill is unexposed should extend full thickness of top story wall 2' above roof and be stone or tile coped. Walls should not be pierced by timbers unless same are set in self-releasing anchor blocks, but wall should be ledged for their support. Openings in exposed walls should be protected by standard automatic fire doors and shutters. Openings in division walls should be as few as possible, and each should be protected by two automatic standard fire doors, one on each side of the wall. No belt holes should be allowed in division walls. Wooden walls should be of "slow burning" construction, i. e., timber and planks. Posts 8"x8" or larger, sheathed with 3" matched or tongued and grooved plank, clapboarded and painted or iron clad.

**FLOORS.** Bottom floor should be plank, laid directly on ground or in coal tar concrete; or be cement or brick. There should be no space beneath bottom floor unless this floor is of "slow burning" construction without an opening in it and access to space beneath from outside cut off by heavy wire screening. Floors above the bottom floor should be "slow burning" construction, i. e., timber and plank, no joist.

Roofs should be of "slow burning" construction, similar in construction to the floors, though posts and beams may be slightly smaller. Roof plank should be 3" and in cold location, paper and 1' boards are added on top of plank. The covering of plank should preferably be tar and gravel. Don't have any shingle roofs, for there is a charge of \$2.50 per \$1,000 of insurance for shingle roof on a mill, and it is a prolific cause of fires.

**SKY LIGHTS** should be glazed with one large pane of wired glass, and all outside woodwork tin covered.

**HOLES IN FLOORS** should be avoided. The standard floor has no holes in it, stairs, belts, elevators, steam, gas and water piping and electric wiring passing from story to story in a tower outside of the mill. Have shafting overhead, and belt down to machines and not up through floors. Main belt should be in a tower outside of mill. Stairs and elevators should be outside; can be inside if they have automatic trap doors at each floor, as heavy as the floors, or tin clad metal links.

Electric drive direct connected does away entirely with danger from this source. Steam pipes through floors should be jacketed, not thimble, i. e., the surrounding iron guard should extend all the way through the floor. Water and gas pipes through floors can be thimble. Electric wires at floors should pass through porcelain tubes and be boxed up about 4' above floors; to keep clear of stock and prevent damage to them. Refuse chutes should be of brick or heavy galvanized iron with iron covers or doors.

## Hazards

**HEATING.** Stove not approved. If used, floor for 3" front and around should be protected; a heavy iron fence 4' high and about 3' distant should enclose. Pipe to chimney should not be over 15' long and should be riveted, and not be within 2' of wood.

**STEAM PIPES** should be on iron overhead; exhaust steam should be used; one foot of 1/4" pipe should be used in a well-built enclosed mill for each 70 cubic feet of space to be heated. If mill is more open or colder, use more pipe. Supply pipe from engine and boiler to radiating coils should be covered completely (straight pipes, valves, joints, elbows, etc.) with magnesia, asbestos air cell, imperial asbestos or other efficient and safe covering.

**HOT AIR** from steam coil and fan—steam coil and fan should be located in a clean place, outside of mill, and should draw only clean air and air free from sparks from stack.

**STEAM COILS** should be enclosed in an iron case with side or top of casing removable so that piping can be easily and thoroughly cleaned, and fan should be behind the coil and suck air through the coils rather than be in front and blow the air through, and coil and fan should have a brick or cement foundation, and floor around them be brick or cement.

**LIGHTING.** Don't use gasoline pressure feed lamps, considered exceedingly dangerous, both to life and property. Gravity feed, stationary lamps are as safe as any gasoline lamp can be. Any gasoline lamp increases the insurance rate and special permit must be attached to the insurance policy if gasoline is used or kept on the premises.

Kerosene lamps with glass oil holders are dangerous and will increase the insurance rate, as will open kerosene teakettle or dangle torches.

Gas jets should be immovable, or so arranged that they cannot swing too near or under combustible material. Should be a valve outside with necessary wrench with which to shut off gas entirely from mill in case of emergency, and when it is not in use to avoid paying for leakage.

When electric lighting is installed dynamos should be in a clean brick room or building with a cement floor and ample space above and around it. The "switchboard" should be slate; rheostat should be iron cased; all wires should have a "weatherproof" or "waterproof" insulation, not the old "Underwriters'." Weatherproof wire has one or two woven covers saturated with a black sticky compound. Waterproof wire has a rubber cover inside of a woven cover. The old "Underwriters'" wire has a woven cover saturated with a white (looks like dry white lead) powder; (any white covered wire, about 1/4" thick, is certainly "Underwriters'" wire). All wires should be clear of all wood

and combustible material; running on porcelain supports, not over 4 1/2' apart lengthwise of wire and wires not nearer each other than 2 1/2" except at cutout, etc. All joints should be soldered and taped. Wherever one of the two wires that extend around the mill parallel to each other or one of its branches crosses the other or one of the branches of the other, the wires should be separated by porcelain tubes, taped in position. Where wires enter buildings, there should be a loop down just before wire enters so that moisture and rain will not follow down the side (in or out) of the building from the wire. Where wires pass through partition beams or any combustible material they should be surrounded with porcelain tubes, taped in position. Where passing through floors, wires should be guarded by a box to prevent damage. Wires and cords should be kept clear of iron and combustible material, especially of steam, gas and water pipes. Keep lamps clear of combustible material. Don't make shades for lamps by tying paper of any kind to or around them. All cords should be cable or armoured, i. e., covered with an especially heavy insulation. Cutouts should be porcelain (as should rosettes, etc.) and be of the plug or tube pattern. Cutouts and instruments controlling lights in each room should be grouped at entrance and be enclosed at a readily reached height in an asbestos lined box. If there is a stair tower, these boxes should be located in this stair tower. Cutouts and switches should not be in varnish rooms and lamps over varnish dipping tanks should be of the keyless double globe pattern guarded by wire cage. Keep current cut off from parts not in use, while they are not in use, and if electric current is obtained from the public service keep the current cutout at entrance except when it is in use.

**ARC ELECTRICITY.** Some remarks as to incandescent electricity, as far as they apply; only the kind of arc light in which the arc is enclosed in a tight fitting globe should be used. Lights should be supported independently of the feed wires, and each light have its own switch.

**DON'T USE GAS AND ELECTRICITY IN THE SAME BUILDING.** Electric wires in contact with gas-pipes have caused many disastrous fires. A workman is liable to make such contact at any time, if both gas and electricity are used. Electrical rules free, on application.

**REFUSE.** Suitably constructed refuse burners or waste vaults should be installed in connection with blower conveyor.

**VARNISHING,** painting, etc., should be preferably done in a separate building; dipping tanks should have self-closing tin-lined covers and vent pipes at top leading to sewer on outside. If gasoline, benzine, naphtha, or any of the products of petroleum of greater inflammability than kerosene oil of the U. S. Standard is kept or used on the premises, a permit should be attached to the insurance policies.

**OILS.** Lubricating oils, except the supply distributed in small cans around the mill, should be kept outside of mill and away from main valves.

**COTTON WIPING WASTE.** One raised self-closing riveted metal waste can should be provided for each 2,500 square feet of floor surface in the manufacturing and varnishing department; also one in engine room.

**SHAFTING** should be overhead or in a space 9' high in the clear. Drip cups should be provided where oil escapes and would drop on floor or work. These drip cups should be emptied at regular intervals and oil filtered and used again. The use of mineral grease in compression cups is well spoken of by users as preventing hot boxes.

**GLUE.** Heat by steam. The supply pipe should be covered with magnesia, asbestos air coil, imperial asbestos or other safe and efficient covering. If gas heated, the connection should not be by rubber tube but by an iron pipe and care should be used that the flare of the gas under the pot or when blown by the wind cannot ignite anything. The jet and pot should be enclosed in an ample iron box. If by kerosene the heater should be enclosed in an ample iron box.

**USE CAUL** or hot box for drying and heating lumber before glueing it together

**EMERY MACHINE** benches should be iron and floor around emery grinders should be iron clad, or all wood exposed to sparks of emery wheels should be iron clad.

**MACHINE SHOPS.** Oily waste cans, drip pans for oils, disposal of iron filings in iron receptacles and where not exposed to water are the points required.

The cupola house of the foundry should be entirely of brick, cement and iron, with ample clearance. Core oven and surroundings should be entirely of brick, cement or iron; roofs should be covered with the best spark-proof material and storage of wooden flasks should not endanger plant.

**FORGE** floor and surroundings should be brick, cement or iron clad and 2" clearance at roof around pipe from hood. The regular smithy forge should be brick with brick hood and chimney. The fan blown enclosed brazing forge should have full 2" clearance around pipe at roof, as this pipe gets much hotter than the pipe of an open forge, and has charred and set fire to the wood of roof close to it. Forge should be located in a separate room.

**DRYING** is one of the chief hazards of the woodworker. Therefore cut it off absolutely hollow space, 4" plank "slow burning" construction or entirely of brick, cement, iron or terra cotta. Walls should be standard, stone, cement or brick, parapet at sides and up to the tracks in front and rear, and if ends expose mill they should be protected by fire doors. This can be done by enclosing transfer platforms by brick walls and having fire doors at sides, the regular canvas door being used at front of kiln proper.

**STEAM PIPE KILNS.** There should be no wood of any kind below the wheels of the cars or below the rack on which stock is piled; steam pipes should be 24" to 36" above ground and be entirely upon iron or brick. Kiln should be equipped with automatic steam sprinklers 10' apart below roof on same piping as the drying system and also with a hand operated steam jet.

**HOT AIR DRY KILNS.** Both kiln and hot blast room should be cut off from mill by fire walls and fire doors. Hot blast should be arranged with the same care as for heating mill. Automatic steam sprinklers should be placed every 10' in top of kilns and in coil box between fan and coil and in fan room, and hand operated steam jets should be provided.

**BOILER HOUSE AND SHAVING VAULT** should be stone, cement or brick, standard. Floor should be brick or cement, roof should be 4" plank "slow burning" construction, reinforced concrete or entirely of brick, cement, tile and iron. Walls should be parapet, no matter what the construction of the roof. In

case of fire in a shaving vault with a corrugated iron roof and walls not parapet and adjoining a wooden mill, the heat of a fire in the burning shavings would make the iron of roof hot enough to set fire to the wood of mill against which it would be and in some cases the corrugations of the iron leave a space for flame to enter mill when walls are not parapet. All openings from boiler house and shaving vault should have standard automatic fire doors. There should be automatic steam sprinklers and hand-operated steam jets in the top of shaving vault and of boiler room. An all iron roof is a poor roof to work under—hot in summer; cold in winter; moisture condenses on it and drops from it; 1/4" asbestos boards have been used under the iron of the roof to prevent these defects. The latest and best thing in the shape of a roof for boiler and shaving vault or kiln is the fireproof reinforced concrete roof, which is said to cost about 15 cents a square foot. For the South we would advise a boiler house detached 10' with cement floor; brick walls to a height of 3' all around, 10"x10" posts above this to a mill constructed 4" plank roof, or iron posts and reinforced concrete roof, all protected by automatic water sprinklers.

**BOILERS.** Brick set tubular or water tube boilers should be used. Do not use locomotive style boilers. Setting should be 18" thick with air space in center, and be set clear 2' of all wood. There should be 6' or more space above boilers and boilers should be covered with brick and cement so as to make an easily cleaned surface. If mill is a saw mill feed refuse by all iron chutes and all-iron conveyor into a Dutch oven. At a general woodworker feed refuse into boiler directly from cyclone, which should be located directly above boiler front, with an automatic cutout in feed pipe, and a sweep-up pipe at shaving vault door. This is safer, will save about one-third the fuel and the boiler room can be kept clear of refuse. Door from firing room to refuse vault should be at right angles to boiler and not in front, i. e., in line with back draft. Don't use forced draft by fan blowing under boiler or by steam jet under boiler tubes unless boiler firing room is standard, and even then natural draft is preferable. Do not have engine exhaust into the stack. All wood of roof should be cut away from the stack one-half the diameter of the stack. Herewith is a description of a spark chamber for the permanent prevention of sparks from a boiler stack (specification sent free on application). The boiler flue enters horizontally a hollow, brick, stone, cement or iron chamber like unto the base of a brick chimney. This starts from the same level as the boiler and extends 6' above the top of the boiler flue. The interior cross section of the chamber is about four times the cross section of the flue, or in other words the diameter of the flue in feet multiplied by itself and that product multiplied by 3 1/4 should not be less than the product of the width of the interior of the chamber multiplied by the length (not height) of the interior of chamber. If the flue is 2' in diameter the chamber should be 2'x2'x3 1/4', equals 13 square feet, or about 3 3/4' square inside; with a 3' flue, the chamber should be about 5 1/2' square inside, and with a 4' flue the chamber should be 7 1/4' square on the inside. Out of the top of the chamber rises an iron stack, the same size as the flue; at the bottom of the chamber is a small door giving access into the chamber. The larger the chamber, with reference to the size of the flue, the better. This is the only spark preventing arrangement that is permanently efficient and almost the only one that is of the least value. The usual

sieve in top of the stack is useless.

**CARE AND CLEANLINESS.** Institute a system of cleaning up mill floors daily (at small mills the watchman can well do this) and also clean bearings nightly; of having the oiler brush off every bearing of line shafting and of blower daily; of cleaning out pulleys and brushing off beams weekly; of cleaning hot blast fan weekly; of keeping engine room clean all the time; of keeping boiler hearth clean except when actually throwing fuel into the boilers; of cleaning off top of boiler daily and around the plant weekly and keeping roofs clean. Cleanliness is more than equal to godliness in preventing fires.

**GASOLINE EMBOSSEING MACHINE** should be fan feed, by some such system as that put into laundries by the Empire Laundry Machine Company of Boston, Mass., and not pressure feed as generally in use, and a permit should be attached to the insurance policies.

**GASOLINE ENGINE** should have brick or cement floor and foundation. Exhaust should be 1" clear of combustible material, engine should be pump feed; the reservoir being outside 30' distant, and below the level of the engine. Permit should be attached to insurance policies.

"BURNER" or "SLAB PIT" should be at least 200' from the mill and said space should be clear of buildings, refuse, lumber or other things. It should be enclosed on side toward mill by a fireproof obstruction of earth, stone, brick or cement or can be iron skeleton iron-clad, 20' high extending out 25' on east side of the slab conveyor with ends flared 5' toward pit. Conveyor over burner for 10' from burner toward mill should be entirely of iron. Two-inch water pipe should be carried along end of conveyor over the burner, pipe to be perforated or with open sprinkler heads and valve controlling this water system to be located at a convenient and safe place where heat from burner will not prevent operation.

Suggestions for further protection in stand-ard mill are one extinguisher of the turn-over variety, each story—one or two filled casks each story at stairs—one filled fire pail (distributed) for each 500 sq. ft. of working floor surface and to each 1,000 sq. ft. of storage floor surface; sand in half the casks and pails in varnish rooms (the factory mutuals advise for fire pails a solution of chloride of calcium, saying it won't freeze; has no unpleasant odor, won't evaporate, but wooden receptacles must be prepared for it); one 3" vertical pipe at exit with sufficient 1 1/2" hose attached and ready for use to reach with water all parts of interior; steam jet with valve outside and steam sprinklers in each dry room, shaving vault and boiler room.

**ENCLOSURE.** Arrange mill to close up and lock up and enclose the entire property (mill, sheds and yard) with a fence and locked gates, 10' tight board fence is standard for a city; 10' fence of "field fencing" 6" mesh, with two strands of barb wire on top, is acceptable elsewhere.

**WATCHMAN.** Consult authorities of companies insuring risk as to what is an "approved" watchlock. For a while portable watchlocks were not accepted by some of the underwriters' bureaus, and this may be so at the present time. It is well to get the names of approved watchlocks from companies insuring the risk. The electric and magneto systems are, we believe, approved by all insurance companies. Personally we think the magneto system is the best.

## News Miscellany

### Meeting of Lumbermen's Club of Cincinnati

Evidently Joe Bolser, chairman of the Entertainment Committee of the Lumbermen's Club of Cincinnati, believes that the way to the heart is through the stomach, and carries his doctrine into practical life by always providing an excellent dinner as the attraction to bring a goodly number to the meetings. At the March meeting on March 8 at the Gibson House, a beefsteak dinner was provided, with good old Cincinnati lager as a side issue. While the palate was being tickled with the viands the ear was delighted with melodious strains from the celebrated Pork Chops Band. Coffee and cigars being passed, President Cliff S. Walker drew forth from his pocket, not the familiar old jack-knife, but his brand new gavel and rapping for silence, said: "Gentlemen, you have the privilege of opening business or listening once more to the melodious strains of 'Rings on My Fingers, Bells on My Toes.'"

The song was unanimously decided upon.

President Walker then called the meeting to order and asked the secretary to read the minutes of the last meeting.

The minutes were approved as read.

Under the constitution the naming of nominating committees to arrange tickets for the annual election in May is in order. For the regular ticket the chair will name A. B. Jackson, George Morgan and Sam Richie. The independent committee named from the floor was George Littleford, Chas. F. Shiels and B. A. Kipp.

The special order of business is on the report of the Committee on Advertising.

Mr. McCracken, chairman of the committee, stated that the discussion was held over from the last meeting. The matter of advertising the city as a hardwood market by the club had often been discussed, but no definite action has been taken. We should do something, either as a club or as individuals. I am in favor of the club advertising. We ought to spend something. Other cities are in the field claiming to be the greatest hardwood market, and we should be recognized. It is now up to the club to say whether we spend money on advertising as a body.

The chair called upon various members to express their views, and opened up a general discussion in which every phase of the situation was touched upon.

Several newspaper representatives were present, and a number of the members took occasion to say that the lumber trade press had always treated Cincinnati fairly, and were of the opinion that all should be treated alike on the advertising problem when it came to a distribution of the loaves and fishes.

As the main topic of discussion was on the hardwood market, some of the members of the club who do not handle hardwoods objected to advertising Cincinnati as a hardwood market, but insisted that it be the "greatest lumber market," owing to the fact that they were selling yellow pine.

After a discussion which lasted over an hour, the whole matter was referred back to the Advertising Committee to report a plan with cost at the April meeting.

The resignations of the Galloway-Pease Company and the Queen City Box Company were presented, and referred to the Executive Committee for action and report.

A letter from the National Wholesale Lumber Dealers' Association extending invitations to their banquet to the president and two members was read. The chair explained that the additional invitation was given to S. Richey and Fred Mowbray. Action was concurred in.

A letter from the Trade Expansion Committee of the Business Men's Club was read, invit-

ing the club to send a committee to confer. The object is to arrange for a large excursion of business men of Cincinnati to visit various cities and "boost" Cincinnati.

Mr. Bolser moved to refer to a special committee of five. Carried.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, who was present, heartily indorsed the movement, being a firm believer in boosting, and relating incidents of his experience in the "boosting" game at other cities where he has been located.

The president appointed on this committee Joseph Bolser, chairman; Lewis Doster, C. M. Clark, Mr. Hollowell and Frank E. Scott.

Lewis Doster was given the privilege of the floor, and said that he was unable to attend the February meeting owing to absence from the city, but that he had been delegated by the Executive Board of the Hardwood Manufacturers' Association of the United States to express to the club their most grateful appreciation of the manner in which they had been entertained by the Lumbermen's Club of Cincinnati on the occasion of their recent annual convention in this city. He said further that on recent trips the praise of the hospitality of the Lumbermen's Club of Cincinnati was on every lip, and the club had reason to be proud of its success. On behalf of his association he extended their most sincere thanks.

He said that the man, who as chairman of the Entertainment Committee, worked night and day and neglected his own business to bring about this magnificent success should not be overlooked and moved that a vote of thanks be extended to Joseph Bolser.

The vote of thanks was unanimous and amounted to an ovation, during which Mr. Bolser was called upon for a speech. He declined, however, by stating that he appreciated their good will, but that he had never made a speech in his life, but was willing at all times to do his share of the work.

E. J. Thoman, manager of the club bowling team, stated that the club possessed a team of bowlers which was the equal of any team of lumbermen bowlers in the country, and were open to challenges to defend their contention. Cincinnati is not alone the greatest hardwood market, but now boasts of possessing the best team of lumbermen bowlers. Let the Cincinnati Lumbermen's Club bowlers hear from the pin knights of other centers.

Chester F. Korn of the Committee on Permanent Quarters, on being called upon by the chair, reported that the committee would be in shape to report something definite at the next meeting. He said that the committee was not asleep on its job, but owing to the absence of the chairman from the city a definite report was not ready.

John Long, of the New York Lumber Trade Journal, was present and was called upon by the chair for a few remarks. He excused himself on the ground that he was not effective as a speechmaker. The meeting then adjourned.

### Large Lumber Companies Merge

The Tug River Lumber Company and the C. L. Ritter Lumber Company have been merged into one company and will hereafter operate under the title of Rock Castle Lumber Company, with headquarters in the Frederick building, Huntington, W. Va. The companies are both well known, and have extensive lumber and timber possessions in Kentucky and Virginia, operating several mills on their several tracts of timber. The entire operations of the company will be controlled from the Huntington office. C. L. Ritter, one of the large stockholders, is a resident of Huntington and has been

very successful in the lumber business for a number of years. The C. L. Ritter Lumber Company was located at Avoca, W. Va., for a number of years and only recently completed cutting its timber at that place, when it moved its mills to newly acquired property. Just recently the company closed a deal for a large boundary of virgin timber on which it will begin operating at once.

### A Dangerous Wood

A suit now pending in the Blackburn county court, England, in which a sawyer sues a firm of shuttle-makers for one hundred pounds damages for injuries sustained while at his work is unusual in the cause of the action.

In recent years the scarcity of Persian boxwood has led manufacturers of shuttles to substitute the African product. Shortly after its introduction a rumor was circulated that investigation had revealed the presence of a certain poison of cardiac nature in this wood.

The plaintiff in this case maintains that the sawdust which he has inhaled has so poisoned his system as to render him incapable of continuing his work. The subject has been a source of general discussion between labor bodies and employers, and the former have forbidden their members to work on the African species more than a certain number of consecutive hours.

### Forest Service Encourages Manufacture of Odd Lengths

The last annual meeting of the National Lumber Manufacturers' Association at Seattle, Wash., in July, recommended that odd lengths be made standard in flooring, ceiling, partition, finish, moulding, drop and bevel siding, and urged its affiliated associations to adopt odd lengths as standard in these forms, several associations responding favorably immediately. The Pacific Coast Lumber Manufacturers' Association immediately adopted the recommendation and began an active campaign for the universal manufacture of odd as well as even lengths in several forms of planing mill products. At the present time practically all of the largest mills operating in the Pacific Northwest have begun to manufacture odd lengths in flooring, ceiling, siding, finish and rustic, and are placing such lengths on the market.

An investigation was made by the United States Forest Service at a number of mills in the states of Oregon and Washington before the manufacture of odd lengths was put into practice. The figures compiled as a result of this investigation were obtained by keeping a record of the amount of clear material of each form which was wasted, because of the custom of manufacturing even lengths only.

In the manufacture of flooring, it was found that the waste amounted to 1.67 per cent of the total amount manufactured; in rustic, 1.66 per cent; in ceiling, 2.81 per cent, and in siding, 2.7 per cent. The average waste in all forms investigated amounted to 2.07 per cent of the material run through the machines. This percentage, while seemingly small, assumes large proportions when it is considered that approximately 750,000,000 feet of lumber is manufactured into planing-mill products annually, in the states of Oregon and Washington, the yearly waste amounting to 15,000,000 feet, an amount equivalent to the annual growth of wood on approximately 30,000 acres of good timberland in that region.

While Pacific Coast manufacturers are doing their best to save this waste the retailer, in certain instances, is strongly opposing the manufacture of odd lengths. It is his contention that the present building practice is founded upon even lengths and that the saving of the manufacturer, by the new practice, is merely transferred as a loss to the consumer,

and that, after all, there is no real gain.

In reply to this it must be said that the number of odd length pieces manufactured forms only from 10 to 50 per cent of the total amount produced; the average number being approximately 20 per cent. In the construction of modern frame buildings, it is customary, especially in that section of the country which is subject to severe weather conditions during the winter season, and generally throughout the country in the construction of first-class residences, to use sub-floors and sheathing, as a nailing base. It is well known, also, that the dimensions of rooms or walls of a building are as likely to be in odd feet as in even feet, and therefore it is reasonably certain that all of the odd-length material which would be manufactured could easily be used, resulting in an ultimate saving, not only to the manufacturer, but also to the consumer.

#### Plan for Correction of National Forest Boundaries Approved

The examination of national forest boundaries carried on by the forest officers last summer and fall, upon the initiative of Secretary Wilson and under his direction, has resulted in new information, which will make it possible to restore to the unreserved public domain much land not best suited to forest purposes. This is to be done under a plan just approved by President Taft.

A definition of the lines along which action should be taken was called for by the fact that reports and maps are now in the possession of the Department of Agriculture which show the character of the lands and the cover along the lines of the national forest boundaries. The purpose of the department in securing this information was to make possible a correction of the boundaries on the principles now approved by the President, for it has never been intended that the national forests should include agricultural land or grazing land not suitable for forest purposes. On the whole the changes which are found to be called for are of relatively minor importance, but in their aggregate they open to settlement a large amount of land.

Some of the land is suitable for dry land agriculture, though the greater part is grazing land. In Idaho, which has a large national forest area, about 470,000 acres will be eliminated, of which 34 per cent is tillable. Eliminations in similar proportion will be made in a number of the other western states which have large amounts of land in national forests.

#### Building Operations in February

Official reports from forty-three building centers throughout the country, as compiled by The American Contractor, Chicago, show an aggregate loss of 23 per cent as compared with February, 1909. According to predictions made throughout the latter part of last year, by the industrial and financial press, the year 1910 was set down as a coming record-breaker, which forecast, however, has failed to materialize in

building operations. Of the forty-three cities, sixteen show a loss of from 4 to 79 per cent and twenty-seven show a gain of from 2 to 679 per cent. Cities presenting a gain of 50 per cent or more are: Birmingham, 66; Grand Rapids, 55; Hartford, 112; Louisville, 217; Los Angeles, 160; Manchester, 679; Minneapolis, 61; New Haven, 52; Salt Lake City, 65. Particulars are shown in the following table:

City	February, 1910. Cost.	February, 1909. Cost.	Per Cent Gain, Loss.
Atlanta	\$ 338,069	\$ 506,784	21
Baltimore	427,356	392,101	9
Birmingham	274,867	165,240	66
Chicago	5,678,600	5,159,000	10
Cleveland	500,020	544,390	8
Cincinnati	540,975	470,450	13
Columbus	84,985	110,484	23
Dallas	188,311	241,101	21
Denver	592,590	819,948	27
Des Moines	65,075	54,025	20
Detroit	808,410	772,300	5
Grand Rapids	99,120	63,946	55
Hartford	277,110	130,450	112
Indianapolis	335,665	312,710	7
Kansas City	1,155,875	839,525	37
Little Rock	64,370	314,641	79
Louisville	318,988	100,401	217
Los Angeles	1,324,269	584,470	160
Manchester	170,300	21,985	679
Milwaukee	274,156	601,291	57
Minneapolis	485,980	300,745	61
Memphis	317,900	287,701	10
Mobile	25,350	27,750	7
New Haven	169,047	111,012	52
Newark	635,890	495,844	28
New Orleans	239,563	168,751	41
Manhattan	7,632,935	16,289,597	53
Brooklyn	2,319,125	2,313,055	2
Bronx	2,645,660	4,349,265	41
New York	12,597,790	22,951,917	45
Omaha	150,825	240,740	33
Philadelphia	2,045,075	2,141,280	4
Paterson	137,615	124,253	10
Pittsburg	481,644	778,912	38
Portland, Ore.	1,600,055	1,329,546	20
Rochester	259,047	519,530	50
St. Louis	1,229,693	2,170,041	43
Seattle	1,353,415	1,152,155	17
Salt Lake City	334,100	202,200	65
Toledo	119,045	316,643	62
Tacoma	131,360	187,935	43
Worcester	196,423	582,210	66
Wilkes Barre	72,735	56,224	29
Total	\$36,446,891	\$46,356,631	23

#### A Self-Feed Rip and Edger

A brand new machine is being manufactured by the J. A. Fay & Egan Company known as No. 245 Self-Feed Rip and Edging Saw.

This is a strictly high-class tool for sash, door and blind and other planing mill work.

It is designed to meet a wide range of requirements for general ripping or edging both long and short stock. It combines the advantages of quick adjustment with an edging carriage, producing a perfectly straight edge as well as parallel work. It possesses another advantage, viz., that the section of the carriage track at the right of the machine proper may be removed, converting the machine into a regular self-feed rip saw.

It will rip 17 inches wide between saw and fence and up to 4 inches thick.

The main frame is cast in one piece, is heavily ribbed and carries the bearings for the countershaft, making the machine entirely self-contained.

The table is made of glued-up strips of hard wood and is provided at the front end with

slide and index plate for rip fence, having self-locking eccentric clamp lever.

The saw mandrel is carried on a swinging frame and provided with a gravity belt tightener to keep belt at a proper tension. The mandrel bearing is provided with adjustment for aligning and is raised and lowered by means of a hand wheel either at the front or the side of the machine convenient to the operator, when working either as a rip saw or an edger. The mandrel is fitted with the company's expansion bush for saws with different size holes.

The feed works, consisting of both power driven feed-in and feed-out rolls, is carried on a swinging frame which may be instantly raised or lowered by means of a lever, either at the right of the main frame or in front of the edging carriage.

The edging carriage is mounted on rollers and travels on planed tracks, one side being "V," insuring absolutely perfect edging on material full lengths of carriage. When so ordered it is furnished with power rope drive with return of carriage at three times the speed of feed.

Further particulars concerning this machine may be had by writing the manufacturers, J. A. Fay & Egan Company, at 414-434 West Front street, Cincinnati, O., who make a standard line of woodworking machinery.

#### Proper Car Equipment for Lumber Transportation

Leonard Bronson, manager of the National Lumber Manufacturers' Association, recently sent the following letter to the Hon. James R. Mann of the House Committee on Interstate Commerce, in connection with the question of the suitable equipment of rolling stock to carry lumber shipments:

The lumbermen do not feel that they are selfish in asking that when amendment of the interstate commerce law is reported it be so worded as to require complete equipment of flat or gondola cars for the carriage of their products, because, as they believe, every other commodity of anything like equal importance with theirs from the transportation standpoint is given equipment especially designed to its needs.

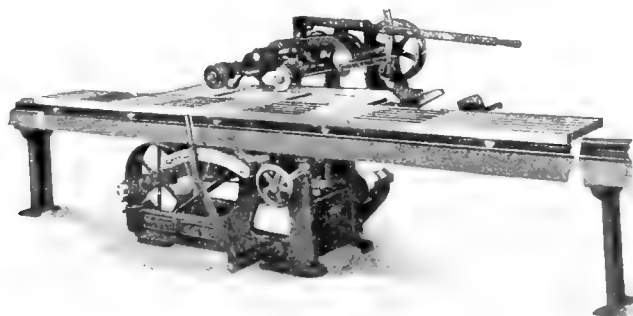
As I stated during the hearing, I am not a lawyer, and so may make suggestions that are not entirely apropos nor readily put into words, but it seems to me that a fair and comprehensive inclusion of this matter in the law might be accomplished in substantially the following way:

In section 1 of the act as it stands today, in the second paragraph, is a definition of the term, "transportation," reading: "the term 'transportation' shall include cars and all other vehicles and all instrumentalities of shipment or carriage" etc. If you should insert after the word, "cars," or after the word, "vehicles," the words, "completely equipped for the safe carriage and protection of all commodities ordinarily transported in carload lots," it would, I think, substantially cover the point at issue and be fair to all classes of shippers. The exact wording to cover the purpose and thought I have is very gladly left to you.

You are aware of our feeling that the railroads can well afford to furnish car stakes, binders, etc., in view of the fact that by their use they are able to transport a larger load on a cheaper car where a box car is used.

It would seem to the layman, in view of the verbiage that follows the part I quoted above, that this broadening of the definition of the term, "transportation," should be unnecessary. Seemingly, it would be covered by the words, "all services in connection with the receipt, delivery," etc., yet the Interstate Commerce Commission has not seen fit so to interpret these words or to apply such an interpretation, and, therefore, I believe it is necessary that his interpretation, if it be sound, be written into the law.

I do not know whether such an addition as I suggest should absolutely require the railroads to furnish the equipment or whether they could simply pay for the equipment if furnished by someone else. The latter, if permitted, would undoubtedly be the way in which the matter would be handled at first, though I am sure that after the railroads had equipped a few hundred thousand flat and gondola cars with temporary stakes and binders they would soon devise some permanent arrangement, and be glad to do so; but perhaps it would be necessary to cover this point in the law, perhaps in the sections defining the duties of the Interstate Commerce Commission. If the railroads have the option of furnishing the equipment or paying for it, and choose the latter, the charge allowed should be absolutely fixed by the Interstate Commerce Com-



FAY & EGAN NO. 245 SELF-FEED RIP AND EDGING SAW



mission, either by an allowance in the rate a lumberman receives or by a fixed allowance on each carload. Some lumbermen think that reduction of 1 to 1 1/2 cents a hundred pounds in the rate on lumber shipped on open cars would be a satisfactory way of settling the matter. I do not agree with that view, but am willing to leave it to the wisdom of the Interstate Commerce Commission! the only point on which I am insistent being that the rate or allowance, or whatever it may be called, be fixed and published by the Interstate Commerce Commission as its investigations may determine to be just.

If you can again call this matter to the attention of the committee and secure the incorporation of this idea in the committee's reported bill you will be doing a service to several of the leading industries of the country, and at the same time, I believe, be doing no injustice to the railroads, but simply be placing upon them a duty which is properly theirs. The exact wording and form of the amendment desired I am glad to leave to the wisdom of yourself and the other gentlemen of the committee.

Mattison Turning Machines

In contemplating the infinite variety of turned articles in common use there comes to the mind of the thinking person the wonderful machines which produce these turnings, of necessity rapidly, accurately and at small cost. But few people, even among the woodworking trade, have any idea of the accomplishments of the modern turning machine. That it might produce numerous turnings of the same type but varying patterns is not surprising, but that it should be capable of making turnings of many different shapes and a great variety of patterns is remarkable.

The C. Mattison Machine Works, turning machinery specialists of Beloit, Wis., produce a line of tools of this type that have a wider range of variety turning than perhaps any other machines on the market.

One of the features that has made the Mattison machines so successful is the patented cutter-head of a design used exclusively on these tools. Knowing the kind of work produced by the hand turner with his chisel, the same principle has been applied to these machines, the knives operating and cutting in exactly the same manner that the hand turner applies his chisel in cutting across the grain of the wood. For instance, in forming a bead, or other orna-

mental member, the turner always starts his cut at the highest point, and shears down, first to the right and then to the left. In this way he is cutting just as much with the grain as against it, and the result is an easy cut and a smooth one. The Mattison cutter-head acts on identically the same principle—the knives are all made in pairs, right and left, and stand at an angle so that one shears one way and its mate the other, always downward and with the grain of the wood.

The Mattison people have studied turning machinery thoroughly and have learned the weaknesses and difficulties encountered in most tools of this sort, with the result that their machines have overcome many of these annoying features. For instance, there is no getting around the fact that where centers are used to hold long, slim stock, it is impossible to prevent springing and vibration, no matter what style of cutter-head is used. This is due mainly to the end pressure exerted by the centers, and when the stock is turned down so slim that it becomes weak this pressure has a tendency to spring it into the knives. To overcome this the Mattison people have provided a work-holding device for use on slim turnings, which consists of a pair of hollow chucks that grip the stock at each end, close up to the cut, holding it firmly and without end pressure.

Now that turnings are again going to be used extensively on good furniture, it is quite a serious proposition for the average manufacturer to provide a practical and economical way of making the turnings. Ordinary round turnings can of course be gotten out by a hand turner, but when it comes to square and octagon turnings that are coming into general use, it is an absolute necessity to have some practical machine for the work, not only on account of the prohibitive cost of making square and octagon work by hand, but the difficulty of doing it smoothly and true to patterns.

The Mattison machine will handle all this work, either round, square, octagon or any other polygonal shape. It will handle any of the delicate patterns that can be made by hand, do the work as well or better, and every piece comes out exactly alike in size and shape. It requires

only one size machine for all kinds of work, as it handles anything from a small spindle to a table pedestal or bed post.

For handling Flanders style of turnings, which are now so popular, it is also very valuable. It will put a turning on a back post after it is bent, doing away with the necessity of doweling or splicing. Turned parts can also be built out and made larger than the square portions.

Further details in regard to these interesting machines, together with profusely illustrated and clearly written descriptive matter, can be had by those interested by writing to the C. Mattison Machine Works at Beloit, Wis.

Factory Waste

In drying lumber the factory waste will average thirty to thirty-five per cent. This is admitted by careful manufacturers who know. This waste is produced all the way from the yard to finished wood work, in about this order: If lumber is not properly piled on the yard to air-dry, overhanging boards will check, twist and bend down by the weight; they become weathered, and these projecting ends are practically worthless. Stickers are not put over each other and not put in thick enough, and no attention is paid to uniformity of thickness; hence, the lumber is kinked, which necessitates cutting out; the proper pitch of piles is lacking, and this causes the lumber to stain. When put in the kilns the same slipshod methods are pursued, and a woe-ful lack of knowledge of proper means of drying is universal. The lumber is baked dry, causing it to twist and warp, check and honeycomb. Some of it is overdried and some is underdried, even in the same car, and when this much-abused lumber reaches the saw it is literally cut all to pieces to remove the defects that have been largely produced by carelessness. Now, twenty-five per cent of the above average waste can be saved by yarding, sticking and drying this lumber properly. This twenty-five per cent on \$20 lumber equals \$5 for 1,000 feet. If a manufacturer cuts 10,000 feet a day, it is \$50 a day, or a saving of \$15,000 a year of 300 working days—rather a tidy sum to be thrown away in useless waste. The Grand Rapids Veneer Works believes that with its new vapor system of drying manufacturers can save this twenty-five per cent.

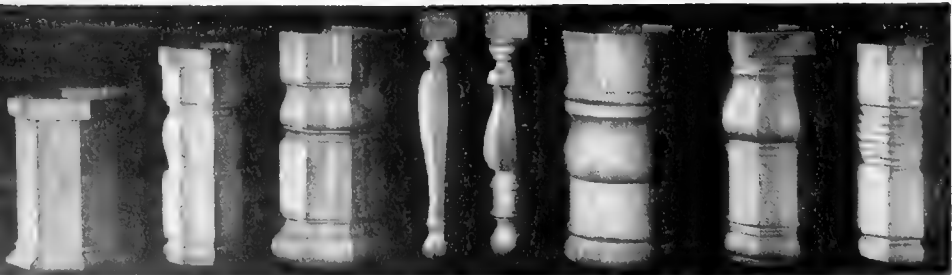
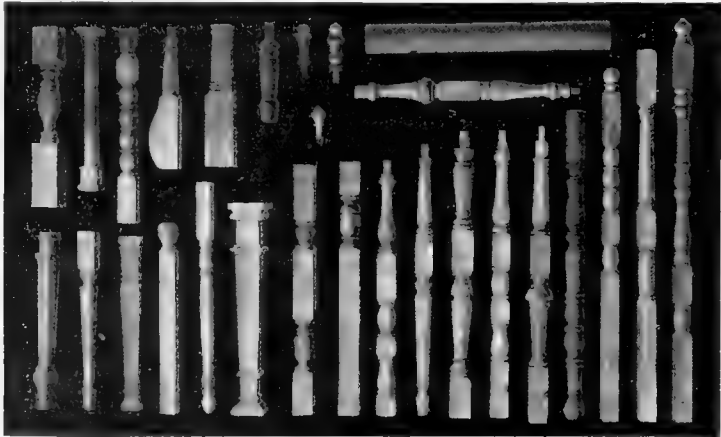
Atkins Pioneers Get Together

The policy of reciprocity between employers and employes is yearly gaining ground in all lines of business. Instances are noted almost daily, where industrial leaders have become convinced of the folly of maintaining an unsurmountable barrier between themselves and those under them, and by exhibiting an interest in their help, personally and as a body, show themselves good business men as well as beneficiaries of mankind.

In no instance have attempts of this nature, to get together with the laboring element, failed to produce gratifying results from a business as well as from a humanitarian point of view.

A recent event in Indianapolis brings the idea more forcibly home to the lumber trade. On the evening of January 25 one hundred and twelve members of the so-called "Atkins Pioneers" met for their third annual banquet in the Spencer House in that city. Incidentally it may be said that this hostelry is the property of members of this vast concern. The Pioneers are composed of all employes who have been with the Atkins concern for twenty years or more, new members being admitted as eligible. A roster of the membership will be exhibited with pride by the Atkins people. Few concerns can show a better record of faithful employees.

The affair was a source of gratification to everybody and embodied many features indicative of the general hearty spirit of good fellowship that prevailed. I. H. Wilde, for thirty years foreman of the band saw department and now retired with a life pension, was toastmaster and



SAMPLES OF WORK DONE ON MATTISON MACHINES



called on representatives of the various departments, who responded to the following toasts: "The Pioneers," J. T. Dowling; "This Office End," N. A. Gladding; "The Second-Story Back," William Brennan; "The Alley View," Albert Meredith; "Over the Board," Frank Wells; "Eddy Street Gang," Frank Kingsley; "The Outlook," H. C. Atkins.

Of particular interest were the greetings from Mrs. E. C. Atkins, presented by N. A. Gladding and received with a rising vote of respect; and the invitation of H. C. Atkins, who requested the presence of the Pioneers as a body as his guests at a picnic to be given next summer on his country estate.

This most pleasurable and beneficial evening closed with the reading of a toast to the Pioneers, put in verse by a daughter of one of the old members.

### Big Foreign Shipments

A shipment of shafting, safety collars, couplings, bearings, pulleys, hangers, pillow-blocks, etc., are in readiness at the factory of the Dodge Manufacturing Company for a long journey to Valparaiso, Chili. The goods are crated and weigh about 100,000 pounds. The customer is the Braden Copper Company, and the material will be used in a new mill under course of construction in Chili.

A short time ago the Dodge people shipped eleven carloads of heavy power transmission machinery to Moji, Japan, for use in the Imperial Steel Works, owned and operated by the Japanese government. The total weight of this was 343,000 pounds. As individual items there were several heavy belt wheels, including one 264 inches (22 feet) in diameter with 72-inch face, bored 25 inches to fit the main engine shaft.

From time to time, other shipments have gone to Bombay and Buenos Ayres, Cape Town and Christiana, Copenhagen and Calcutta, Kobo and Caracas, London and Lima, Mexico City and Montevideo, Moscow and Melbourne, Sydney and Singapore, Vienna and Valparaiso and other cities.

Export business is today a big item with the Dodge Manufacturing Company.

### Tree Trading Offers Advantages

German nurserymen have come to recognize the value of larch seeds from Montana, and have placed extensive orders in that state. In return the town of Guelph, Ont., has ordered from the German trade sufficient white pine seedlings to plant a hundred and sixty-eight acre tract belonging to that municipality.

It has been recognized in Germany for some time that the conditions of their forests could best be improved by introducing valuable species from other countries, though it has always been a common understanding that trees would flourish much better on their native soil than any other habitation. As an instance of the wisdom of the new order of things the successful transportation of Norway spruce, Austrian and Scotch pine from across the ocean and their successful planting in this country might be cited. Several American species, among which are Douglas fir, black walnut and some of the other large western firs, have been extensively planted in Europe and show a flourishing growth, with good prospects for future returns. In the West the eucalyptus, an inhabitant of Australia, is an example of successful naturalization.

Years ago the common American white pine was taken from this country to Europe, where it has attained such vast commercial importance and been planted in such numbers that the German nurserymen often are able to deliver seedlings in this country at a lower rate than they can be secured on this side of the water. The same course of events will probably result from the introduction of western larch in the foreign market. In requesting shipments of the seeds of this tree the Germans instruct that only the

choicest and healthiest seeds be collected when ripe this fall. An enterprising nurseryman in the Flat Head Lake region has made a proposition to the foreign buyers in which he proposes that they exchange seeds of some of the desirable German shrubs for the larch seed which he will furnish, he believing that he can create a considerable market for the German species in this country.

According to reports from Guelph the planting which they contemplate will serve the purpose of protecting the town's water supply by suitable forest cover over the springs from which the supply is drawn. Besides, the trees will serve the purpose of a public park and in the future will serve as a source of revenue to be derived by cutting firewood. Abroad, the municipalities and state governments largely own the forested areas, a scheme which not only puts the community on a self-sustaining basis but insures a permanent timber supply. Planting in this country other than for purely decorative purposes has scarcely been thought of until recent years, and any indications that such plantations are being carried on to a more extensive scale will undoubtedly be welcome to advocates of conservation.

### Miscellaneous Notes

The Coss Hardwood Lumber Company, Lima, O., was recently organized by F. B. Coss with a capital stock of \$5,000.

A new concern to enter the lumber manufacturing business at Mobile, Ala., is the Mobile Column Company. The capital stock is \$20,000, fully paid. Among those interested are R. R. MacGregor, F. A. Handley and I. J. MacGregor.

The Falls County Lumber Company, Lott, Tex., was recently incorporated with a capital stock of \$20,000 by J. T. Davis, W. I. McReynolds and J. L. Mankham.

The Chesapeake Lumber Company is a new concern at Charleston, W. Va., to own standing timber, manufacture lumber and operate saw and planing mills. It is capitalized at \$10,000. The incorporators are Harrison B. Smith, R. M. Price, I. L. Jewell, C. Q. McFarland and E. W. Adams, all of Charleston.

The F. S. Crannell Lumber Company was recently incorporated at Albany, N. Y., with a capital stock of \$80,000. The directors are Francis F. and Charles R. Crannell of Albany.

The Hagerstown Spoke & Bending Works, which has done a large business at Hagerstown, Md., for several years, has gone into

bankruptcy. The trustee states that the claims will all be paid and the stockholders will get 30 cents on the dollar for their stock.

Articles of incorporation were recently filed by the Spokane Hardwood Floor Company of Spokane, Wash. The company is organized by Cesar and Herman Schneider and Joseph Schisel.

The Brittingham & Young Company recently sold its business at Gray Mills, Wis., to the Nuzum-Hunter Lumber Company.

The Alexander Box Manufacturing Company has been incorporated at Indianapolis, Ind., with an authorized capital stock of \$10,000.

The Clinton Wagon Stock Company, capitalized at \$25,000, is a new concern for Clinton, Mo.

The St. Louis Basket & Box Company of St. Louis, Mo., has recently increased its capital stock to \$500,000.

The Valliant Shingle & Handle Company of Valliant, Okla., was recently incorporated with a capital stock of \$12,000.

The Kauffman Buggy Company at Miamisburg, O., is succeeded by the Kaufman Vehicle Manufacturing Company.

A new concern to enter the handle business is the Montpelier Handle Company of Montpelier, Ind., capitalized at \$10,000.

It was recently announced that the Sikes Chair Company of Buffalo, N. Y., which at present has a large plant in Clinton street, will build a large six-story manufacturing plant on Spring street, just above Clinton street. About \$60,000 will be expended in the new structure.

The Northwestern Lumbering & Cooperage Company of Gladstone, Mich., is planning to build one of the largest hardwood flooring mills in the country. It will be 100 by 350 feet in dimensions and will be started in the spring. It is expected that a large number of men will be employed. The opening of the new plant will prove a big boom to Gladstone.

Fire of unknown origin recently totally destroyed the factory of the Portland Manufacturing Company of Saint John, Ore. The steamer Sacaajawea, which was moored at the dock alongside the building, was also destroyed. The loss is estimated at from \$50,000 to \$100,000. Amount of insurance carried is unknown.

The Gulf City Hardwood Company of Mobile, Ala., recently increased its capital stock from \$5,000 to \$20,000.

Articles of incorporation were recently filed by the Little Rock Axe Handle Company of Little Rock, Ark. The capital stock is placed at \$50,000.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

Leslie C. Stevens, secretary and general manager of the Haynes Bros. Company of Cadillac, Mich., well-known retail and planing mill institution, died on Tuesday, March 8. Rheumatism of the heart was the immediate cause of Mr. Stevens' death. He was an old-time employee of the Cummer Lumber Company of Jacksonville, Fla., and eventually became secretary and general manager of the Haynes Brothers Company of Cadillac. He was a very forceful and successful business man and had many friends throughout Michigan.

The Record was honored with a call on March 8 from A. J. Auger of Auger & Son, the well-known lumber and pulpwood house of Quebec, Canada. Mr. Auger was accompanied by the Record's old friend, Owen M. Bruner of the Owen M. Bruner Company of Philadelphia. These gentlemen are making a little business and social trip through this part of the country.

J. D. Bolton, sales manager of the Hayden & Westcott Lumber Company, Railway Exchange, Chicago, returned on Saturday from a month's business trip in the South and East. Mr. Bolton is very optimistic over immediate business prospects.

E. D. Galloway, president of the Galloway-Pease Company, now located at Saginaw, Mich., was a Record caller on March 8. Mr. Galloway states that George L. Humphrey, the secretary of the company, who has never been active in the enterprise, is now about to interest himself in the sales end of the business. Mr. Galloway expects to spend a large portion of his time at headquarters at Johnson City, Tenn., taking care of the company's four saw mills near that point, while Max L. Pease, vice-president of the company, will have charge of the Poplar Bluff, Mo., mill of the company. Mr. Galloway regards the removal of his headquarters to Saginaw as a very desirable one.

The Record's old friend, Frank T. Sullivan, is now making his headquarters at Buffalo, N.

and is actively interested in the sales department of Hamilton H. Salmon & Co., the well-known hardwood operators of 88 Wall Street, New York City.

E. Fisher, proprietor of the Fisher Machine Works of 1841 Carroll Avenue, Chicago, well-known woodworking machinery producers, is home from an extended trip, where he has been "doing" lumber and box-making association carnivals.

A caller on March 4 at the RECORD office was E. W. Ackles, secretary of the Alton Lumber Company, manufacturer and wholesale dealer in poplar, oak, ash and other hardwoods at Buckhannon, W. Va., who was making one of his quarterly visits to the trade in this vicinity.

Announcement is made of the recent marriage of Ralph W. Bower, junior member of W. H. Bower & Co., to Miss Sallie B. Abitt, Lodinburg, Ky. Mr. Bower is a nephew of W. H. Bower, who is prominent in the lumber trade of Kurtz, Ind., and is well known among the hardwood trade as a capable and efficient lumberman. The bride is a member of one of the old families of Breckenridge county. The marriage was celebrated at the residence of the bride near Lodinburg at half past three on the afternoon of February 23. The lumber trade will unite in commendation of the mutual good choice of the bride and groom.

J. P. Konzen of the McParland & Konzen Lumber Company, has returned from an extended trip in search of wagon stock. Mr. Konzen does not report any serious scarcity of material of this kind, but at the same time he could not fill all his bills to his entire satisfaction. The prices encountered were about the same as had prevailed for some time, showing a tendency to strengthen rather than to decline.

A recent transaction involving a small order of 28-inch panel poplar sets a new mark in value for this stock. A big jobbing house in this city was in immediate need of a limited amount, and on finally locating what they wanted had to pay \$200 a thousand for it.

John —, salesman for the — Lumber Company of this city, recently lost what proved to be a highly desirable order through the magnifying power of his tongue. Mr. — is one of a council of three, the other two being a customer of his and an outsider. He had been confidentially telling of some recent sales placed in what had always been considered impossible territory, and when he was through the customer pulled out a couple of closely written sheets and said, "John, I brought a pretty fair order over today with the intention of letting you take it to your office. After hearing you talk I have come to the conclusion that you are already doing too much business, so I am going to give this to one of those fellows who has been calling right along but never landed anything." He did what he said.

The Lucas E. Moore Stave Company of New Orleans, La., advises that on March 1 it moved its offices to the Weis Building, 826 Common Street, that city.

The Palmer & Seamans Lumber Company, manufacturer and wholesaler of lumber with home office at Uniontown, Pa., will open its sales department at rooms 1419 and 1420 Oliver Building, Pittsburg, Pa., March 14. I. F. Balsley is the efficient manager of sales for this company.

Another change in address is that of the Belgium importer of American hardwoods and softwoods, Auguste Brants, who on February 15 moved his main office to 3, Rue Anneessens, Antwerp, Belgium. His branch office will remain at same address as heretofore, viz: 24 Gelbelstrasse, Altona, Hamburg, Germany. Mr. Brants imports oak, walnut, red and sap gum, white wood, cottonwood, etc., in logs and lumber.

The Forbes-Everts Lumber Company, wholesaler and manufacturer of hardwood lumber, car oak, cross ties and wagon stock, has closed

its office at Van Buren, Mo. Hereafter all correspondence should be directed to the company's home office at St. Paul, Minn.

The Western Cigar Box Manufacturers' Association held its quarterly meeting in the south parlor of the Auditorium Hotel, Chicago, on February 15 and 16, and was well attended. Two features of special interest were the discussion of cost and a talk on the general situation of the cigar box industry by E. H. Defebaugh. After the meeting, the evening of February 15 was delightfully spent in seeing the performance of "The Girl in the Taxi," at the Cort Theater.

W. H. White of the W. H. White Company, Boyne City, Mich., accompanied by his wife, was in Chicago a few days ago en route south. On this trip they were accompanied by Mr. and Mrs. W. O. King, of Chicago. Their first stop after leaving here will be Hot Springs, Ark. Messrs. White and King figure that a month or so a year is well spent in a vacation trip and their wives usually participate in tours of this sort. While on the job at Boyne City, Mr. White indulges in but few periods of recreation, but it is rarely that one does not see Mr. King when at the shooting grounds of the South Shore Country Club on a Saturday afternoon, making scores with a gun that make every other member of the club do some good shooting in order to keep in his class.

Sam Burkholder of Crawfordsville, Ind., one of the pioneers of the trade, and one of the most progressive men of that state, was in Chicago a few days ago and when asked about timber in Indiana stated that there was still some left, but prices had got so high that he was looking over some timber in one of the neighboring states in order to keep his son and partner, Roy, busy in the business.

Dreyfus & Mayer-Dinkel of Mannheim, Germany, advise the RECORD that on February 16 this company had the pleasure of entertaining Dr. Schenck and his students of the Baltimore Forest School at the firm's mills and yards at Mannheim, and afterward a tour of inspection was made of the famous harbor facilities of that port.

Oliver O. Agler of Upham & Agler of this city, and president of the National Hardwood Lumber Association, accompanied by Secretary Frank F. Fish, of the association, attended the recent banquet of the Memphis lumbermen, and report having had a splendid time.

Jesse Schertz of P. Schertz & Co., Gibson City, Ill., was in the city Monday of this week and visited among his friends in the lumber district.

The Sargent Lumber Company, which has had offices in the Metropolitan Block, this city, for nearly twenty-five years, has been forced to seek larger quarters on account of increasing business, and after March 1 will be found in the Great Northern office building. Edward Browne is the general manager of the company.

The directors of the Chicago Wholesale Lumber Dealers' Association held a meeting on the 23rd at the Union League Club, all but E. A. Thornton being present. Matters of strictly association routine were discussed.

George J. Pope, vice-president of the D. S. Pate Lumber Company, whose offices are in the Fisher Building, is in the South.

## NEW YORK

Simon Herrnstadt, who for many years past has been conducting a wholesale hardwood business at 66 Broad street, Manhattan, as sales representative for numerous concerns, filed a petition in bankruptcy in this city February 24 with liabilities of \$78,361, and no assets.

W. W. Dempsey, prominent hardwood and spruce manufacturer of Johnstown, Pa., and local office at 118 Broadway, has recently purchased a controlling interest in the Pervis Plan-

ing Mill Company, Butler, Pa., which will give him added facilities in that line in the conduct of his business.

Gouverneur E. Smith & Co., well-known wholesale hardwood house of 17 Battery place, have just made another very satisfactory mill connection with the Craggy Lumber Company, large hardwood lumber producers of Swannanoa, N. C., to handle their entire output of oak, ash, poplar, etc., running about 5,000,000 feet a year, in the Metropolitan district and vicinity.

E. Hendrickson, who for many years has been associated with H. J. Dykeman, large Brooklyn hardwood and box house, severed his connection therewith to engage in business on his own account at 306 Carroll street, Brooklyn.

Waldron Williams of I. T. Williams & Son, the large Eleventh avenue hardwood house, sailed on February 26 for Bermuda for a little vacation. He was accompanied by Mrs. Williams. Before leaving, Mr. Williams, who is president of the Lumbermen's Club of New York, held a meeting of the Governing Board at which time March 19 was decided upon as the date for holding the annual meeting. A large attendance is anticipated at this time.

The Webster Lumber Company, manufacturers of northern and southern hardwoods, Swanton, Vt., closed out its New York sales office at 1 Madison avenue, and has engaged Mr. Hull, formerly with the Atlantic Lumber Company of Boston, for its representative in the Metropolitan district and nearby trade.

E. C. Mershon of W. B. Mershon & Co., well-known manufacturers of band resaws, Saginaw, Mich., spent several days in town during the fortnight prior to sailing for Nassau, Bahama Islands, where he will spend several weeks. He stated that business with his firm was excellent.

W. A. McLean of the Wood-Mosaic Company, New Albany, Ind., was a prominent visitor during the fortnight.

W. H. Martz of the Goodland Cypress Company, New Orleans, La., spent several days at the new office of the company, 115 Broadway, on a general eastern business tour.

Riddick & Co. is the name of a new wholesale house with office at 115 William street, to conduct a wholesale commission business. It is composed of H. A. Riddick and W. A. Coffin, the latter being identified with the Greenfield Box Company of New York and New England.

E. E. Eaton, wholesale hardwoods, 1 Madison avenue, has just returned from a business trip to mill points, where he picked up some very desirable lots of hardwoods for his customers.

Ralph E. Sumner of H. H. Salmon & Co., wholesale hardwoods, 88 Wall street, just returned from a tour of the southern mills in the interest of business. He found conditions, both as regards production and general demand, to be very active with prices high. He stated that this was due to the fact that buyers in the eastern markets have been slow to appreciate the real relation between supply and demand with a result that production is largely going West at good prices. He believes that the opening of spring will see prices on a higher range than ever before. He found very little dry lumber with stocks badly broken and when present production becomes marketable it will only be at much higher prices.

Fire practically completely destroyed the large plant of the New York Veneer Seating Company, Passaic avenue, Jersey City, N. J., on February 27 and was only extinguished by the use of every city apparatus. In addition to the total destruction of the plant, nine carloads of finished material were consumed. The loss will reach \$200,000. The main office of the company is on Canal street, Manhattan, and the company also has branch plants at Newburgh, N. Y., and Sheboygan, Wis.

Among the recent visitors here were E. E. Wheeler, Wheeler Lumber Company, Waterford, Pa.; L. M. Young, L. M. Young Lumber Company, Boston, Mass.; B. B. Burns, Tug River

Lumber Company, Bristol, Tenn.; Hugh McLean, Hugh McLean Lumber Company, Buffalo, N. Y., and F. E. Parker, Mershon-Eddy-Parker Company, Saginaw, Mich.

Manager Sam E. Barr of the Lilly Lumber Company, hardwood manufacturers of Hinton, W. Va., headquarters 1 Madison avenue, New York, reports that Mr. Lilly was recently stricken with appendicitis and operated upon. Late reports state that he is doing nicely.

Judge Hoyt has granted a motion in favor of Silas F. Minter, wholesale lumber dealer of No. 1 Broadway, against whom a petition in bankruptcy was filed on April 15, 1908, confirming the report of John J. Townsend, referee in bankruptcy, overruling specifications of objections to a discharge. His liabilities were \$63,807 and nominal assets \$23,065.

## BUFFALO

The Standard Hardwood Lumber Company is hard at work shipping stock down the Cumberland from its Tennessee mills and will soon be putting some of it in here, for which the late good sales have made room. A big year is apparently under way.

A. Miller is keeping his hardwood stock well filled in, so that there is always something in that customers want, and he is keeping the members of the Hardwood Exchange at work on certain puzzling transportation matters, while general matters are quiet.

F. W. Vetter comes back soon from his southern trip, which was at first taken down the coast as far as North Carolina and finished in the Ohio valley. He has made the year so far quite the best he has had since going into business.

Scatcherd & Son lately sent Manager Hopkins down to Memphis to urge the sawmills on, for the sales are always going far ahead of the stock. Oak is the specialty of the firm and the mills are turning out a good lot of it.

The firm of G. Elias & Bro. is sticking to the Pacific coast for long-length timbers, but is of the opinion that the sawmill prices of western white pine are too high, so the usual purchases of that wood have not been made yet.

F. M. Sullivan lately made a long trip to the eastern market, finding everything promising in every way. The yard sales for the winter have been of the best and a season is opening that is expected to be even better.

Frank A. Beyer has his county treasurer's office in such running order that he can give some attention to his sawmills in Missouri, having made two trips out there lately. The outlook is good.

It looks as if the missionary work so long done in gum lumber by the Buffalo Hardwood Lumber Company was beginning to bear fruit, for the office now reports that gum is one of its best selling woods, with all others doing well. The removal of its veneer mill to the table mill premises at Bladell is about complete and the new machinery will soon be started up.

H. A. Stewart is preparing to take another trip South soon in order to keep up the flow of oak, chestnut and poplar this way, as the sales of these woods is very good, while the cherry and walnut season is not here yet.

It is now the aim of the Hugh McLean Lumber Company to sell its oak and other special stock so that it can be shipped to the customer direct from the mills or yards in the Southwest, not carrying a very heavy stock here.

The public business of C. E. Yeager is just now taking much of his time, as he is chairman of two important committees of the Lumber Exchange and Chamber of Commerce. The lumber business is good for all that and is not neglected.

The annual meeting of the Lumber Exchange takes place on the 12th. G. Elias, who has been president two years, will now retire, no

doubt, as that has always been the rule. The vice-president is Knowlton Mixer, who is in line for the presidency. Business before the exchange has been light for some time.

## PHILADELPHIA

Ralph Souder of Eli B. Hallowell & Co. reports his concern very busy. The continued bad weather has been at times a handicap, but he is sanguine the spring will see a restored activity.

J. Randall Williams of J. Randall Williams & Co. says things are moving along fairly well. He anticipates a stiff advance in trading when more favorable weather sets in.

Joseph P. Dunwoody of Fleck & Dunwoody states that the heavy snows have prevented the prompt filling of orders. Otherwise, matters are not bad. Paul W. Fleck, suffering from an attack of grippe, has been recuperating at the sea shore.

Edgar M. Bechtei of William Whitmer & Sons, Inc., says business would be satisfactory if they could manage to ship the goods, but the recurring snow storms throughout the East have made transportation so expensive, orders are held until the return of better conditions. He looks for an unimpeded trading when spring opens.

William P. Shearer of Samuel H. Shearer & Sons reports a fair influx of business this winter. He looks for activity again as soon as weather conditions are more favorable.

William A. Jackson of Jackson-Wyatt Lumber Company sees good business ahead. The company is going strongly into hardwoods and is preparing accordingly to meet all comers.

Harry S. Field of Justice P. Taylor & Co. is not inclined to find fault with the trend of conditions. Harry Field, as he is known among his friends, is a thorough optimist and an indefatigable hustler. He believes good will come to him who will go after it hard enough, and he substantiates his creed by generally getting what he seeks, in the way of a generous business.

H. Billetter, manager of the Lumber Insurance General Agency and the Co-operative Insurance Agency, is thoroughly established in his new office, 919 Crozer building, where he will be pleased to meet his many friends. He reports business fairly well sustained.

Samuel B. Vrooman of Samuel B. Vrooman & Co. says they have been very busy and that everything is running smoothly. Mr. Vrooman at present is luxuriating at Old Point Comfort, Va.

J. C. Tennant, secretary of the Fenwick Lumber Company, reports business good, considering weather conditions. His company has been handicapped in manufacturing by the heavy storms in the North. Demand continues good and prices are well sustained. Oak is especially in good demand, but orders are being entered only for such stock in oak and other woods as is actually on hand and in shipping condition. Mr. Tennant anticipates a brisk demand and lively market for the balance of the year. He considers the outlook for a good hardwood market excellent.

John W. Coles says inquiries and orders have increased, but the heavy weather in the country districts has defied prompt delivery.

Ben C. Currie of Currie & Campbell reports a comparative slacking up in business during the first part of February, due to adverse weather conditions. However, orders are coming in more freely at present and things are looking proportionately brighter. The firm has moved to 1008 Commonwealth building, where it will have improved facilities for handling increasing business.

The Pennsylvania railroad has placed a large order with the Allis-Chalmers Company for equipment of the new shops at Conway, Pa.

Pennsylvania lumbermen, it is reported, are

migrating to the states in which there are some primeval forests left. B. T. Lynch of Wellsboro, who has taken a big lumber job in North Carolina, shipped his horses and outfit and left the Tioga county seat recently. He was accompanied by twenty-five of the most expert woodsmen in that section.

The Philadelphia & Reading Railway has issued an order reducing the hours of labor in all locomotive and car shops to eight hours a day. This is due to a falling off in the volume of traffic. The order will effect a reduction in shop expenses of about fifteen per cent.

T. DeLong Furniture Company of Topton was recently adjudged an involuntary bankrupt. Samuel E. Bertolet was appointed referee.

P. Erwin Swartley has conveyed to the West Philadelphia Carriage & Wagon Works the four-story factory at the southeast corner of Thirty-seventh and Filbert streets, 44 feet by 40 feet, with an adjoining building on Filbert, 36 feet by 90 feet, for a nominal consideration. The assessed valuation is \$7,000.

Peter C. Arnold, carriage manufacturer of Manheim, Lancaster county, Pennsylvania, died on February 4, aged sixty years.

The Fanning Motor Company, Philadelphia, was incorporated February 18 under Pennsylvania laws, with a capital of \$10,000.

The Wolfe Casket Company, Bangor, Pa., obtained charter under Pennsylvania laws, February 18; capital, \$30,000.

The Georgia Lumber Company, Perth Amboy, was incorporated under New Jersey laws February 18, with a capitalization of \$125,000.

The Newark Motor Car Company is a new concern of Newark, N. J. Its capital stock is \$50,000.

The George Anderson Bamboo & Furniture Novelty Works, Sewell, obtained charter under New Jersey laws February 22. The company is capitalized at \$25,000 and will manufacture furniture novelties.

The Mayo & Volkert Furniture Company, New Brunswick, was incorporated under New Jersey laws February 23; capital stock, \$50,000.

The Southern States Lumber Company, Pittsburgh, obtained a charter under Pennsylvania laws February 25. Its capital stock is \$120,000.

At a meeting of the Philadelphia Wholesale Lumber Dealers' Association, held Thursday evening, February 17, the following resolution was unanimously adopted: "Whereas, The fair development of the foreign commerce from this port, so important as an industrial center, urgently requires the opening of the Delaware river, with a channel of not less than thirty-five feet, as quickly as possible, therefore, be it resolved, that we earnestly petition the United States engineer corps to give earnest consideration to the pressing needs of this port and approve the appeal for a thirty-five-foot channel."

The city of Philadelphia sent to the recent annual of the National Wholesale Lumber Dealers' Association at Cincinnati the strongest delegation of lumbermen sent by any city. They were a jolly bunch and they all report having had a fine time. Those comprising the party were as follows:

George F. Craig of George F. Craig & Co.

A. J. Cadwallader of George F. Craig & Co.

Edward F. Henson of Edward F. Henson & Co.

Charles J. Coppock of Coppock-Warner Lumber Company.

Harry S. Field of Justice P. Taylor & Co.

Justin Peters, manager Pennsylvania Lumbermen's Mutual Fire Insurance Company.

B. Franklin Betts of Charles M. Betts & Co.

Horace G. Hazard of H. G. Hazard & Co.

Frederick S. Underhill of Wistar, Underhill & Co.

William A. Jackson of Jackson-Wyatt Lumber Company.

Jacob Holtzman of HARDWOOD RECORD.

John T. Riley of Charles S. Riley & Co.

J. Randall Williams, Sr., of J. Randall Williams & Co.

W. M. Brune of Owen M. Brune Company,  
 G. G. B. Beecher & Barr,  
 J. B. Beecher & Barr,  
 J. C. Williamson, Media, Pa.  
 Henry Palmer, Langhorne, Pa.  
 George F. DeWitt, DeWitt Lumber Company,  
 New York  
 K. E. Bennett of Manger & Bennett, Camden,  
 N. J.

### PITTSBURG

The Goodyear Lumber Company has just completed a job of logging 8,000,000 feet of logs, 15,000 hardwood ties and 3,000 cords of bark on Media Run, Pa. The work was done by Magnus Clusto, a big lumber jobber of Lock Haven, Pa., who has worked on an average seventy-five men all winter.

The Kendall Lumber Company has secured as a new superintendent of its mill at Crellin, Md., E. E. Ferrier of Friendsville, Md., who was formerly superintendent of the Damascus Lumber Company at Damascus, Va. The Kendall plants at both Crellin and Kendall were forced to shut down a few days during the last deep snow, but are now running full.

L. N. Woollett, president of the Aberdeen Lumber Company, took a run around to Cincinnati and Chicago a short time ago and did some good business. He is bringing up a barge of cottonwood from the Southwest, which he is selling rapidly to box manufacturers.

The W. P. Craig Lumber Company won a suit last week against the East End Lumber Company of Shamokin, Pa., by which the defendant will have to pay \$300 for a car of lumber which was ordered from the Pittsburgh firm, but which was delayed in shipment.

W. W. Dempsey, the well-known Johnstown, Pa., lumberman, has bought a large interest in the planing mill business of L. C. Purvis & Co. at Butler, Pa. The new firm will be known as the Purvis Planing Mill Company.

The Allegheny Lumber Company has secured G. A. McDermott to cover its Ohio territory. He is well known in that district and formerly was with W. W. Dempsey.

J. M. Hastings, president of the J. M. Hastings Lumber Company, has gone to Hollywood, Cal., where he will spend the month of March with his family. The Hastings company has closed out all its property and machinery at Jacksonburg, W. Va., where it recently finished its hardwood operation.

The Fredonia Planing Mill Company, capital \$15,000, is a new concern at Fredonia, Mercer county, Pa., forty miles north of Pittsburgh. It was incorporated by Jonas A. Baker and W. H. Reisher of Fredonia, Pa., and C. C. Conkle of Pittsburgh.

The J. L. Lytle Lumber Company reports West Virginia stocks very light and is rather bullish on the poplar market. Its business with the Buckeye yards has been increased steadily this winter.

C. H. Babcock of E. V. Babcock & Co. has secured one of the finest home sites on Squirrel Hill, the most aristocratic section of Greater Pittsburgh.

The Monongahela River Consolidated Coal & Coke Company is preparing to move all its craft building and repairing plants to McKeesport, Pa., fifteen miles above Pittsburgh on the Monongahela river. The plants are at present scattered up and down the Monongahela river and the plant proposed will employ 800 or 1,000 men.

H. F. Demboff, president of the Acorn Lumber Company, reports a big lot of figuring being done down East, but says that fear of labor troubles is holding up many of the contracts. He is getting a nice business this spring with the yards.

C. C. Vaughn, a well-known yellow pine man, is the latest accession to the force of the American Lumber & Manufacturing Company.

He will handle that department at the Pittsburgh office.

George W. Nicola, president of the Nicola Lumber Company, has gone South to look over Carolina and Mississippi operations and timber tracts. He will not return until about April 1.

Bemis & Vosburgh are cutting over 60,000 feet a day of hardwood, spruce and hemlock at their big West Virginia plant. H. C. Bemis spent a few days at the Pittsburgh office recently.

The Flint, Erving & Stoner interests have formed the Southern States Lumber Company with R. H. Erving, E. H. Stoner and W. H. Donner, incorporators. Mr. Erving is in the South now shaping up the new proposition.

The Corry Timber Company has been formed at Corry, Pa., by Henry Kempel, W. Edward Marsh and J. R. Calkins of that place and C. E. Webster of Girard, Pa., to do a general timber business.

C. M. Van Meter, traffic manager of E. V. Babcock & Co., died at his home at 643 Park avenue, Avalon, Pa., after a brief illness of pneumonia. Mr. Van Meter had been identified with the Babcock interests for five years, and prior to that time was for a number of years connected with the freight claim department of the Pennsylvania Company.

The Goodyear Lumber Company has started to open one of the largest remaining tracts of timber on the stump in all Pennsylvania. It is located at Keating Summit and to reach it a branch railroad, twenty miles long, is being built in from the Buffalo & Susquehanna. The tract contains a large amount of hardwood and this will be manufactured chiefly into staves and shipped over the Shawmut railroad. It is likely that a big stave mill will be moved from Osvego to Keating Summit this summer.

A. M. Kinney reports a good inquiry for white oak and other heavy hardwood timbers from both mining corporations and railroads. He has just started another mill at Shannopin, Pa., on the P. & L. E. railroad and is running his other country mills full blast.

A. G. Breitwieser of the Breitwieser & Willson Company has gone away for a two weeks' pleasure trip. Office Manager Wilson of this company reports inquiry increasing right along and says that February business was very good considering weather conditions.

I. F. Balsley is preparing to have a formal opening of the new offices of the Palmer-Semans Lumber Company in the Oliver building Monday, March 14. They will be among the finest lumber quarters in the city.

The H. V. Curll Lumber Company is now making good shipments from Alderson, W. Va., where the new Glenray railroad there reaches its big tract of hardwood lands. H. V. Curll is back from a stay in Atlantic City and feels good over the hardwood outlook for spring.

The South Greensburg Lumber Company has sold its plant at Greensburg, Pa., to C. E. Rohland of Mill street, Greensburg, who will enlarge the business at once.

Pittsburg shippers have been complaining more the past two weeks of a car shortage and are taking the matter up with the railroad officials here. The trouble has been chiefly on the short lines and the mountain cuts where deep snows practically held up all traffic.

The Mead & Speer Lumber Company reports collections hard but general conditions fairly good. Its hardwood operations at Strange Creek, W. Va., are going ahead very nicely.

President Nelson Bell of the Furnace Run Sawmill & Lumber Company says, "We're busy," and says it with lots of force and confidence. This company booked an order for fifteen cars of timber about two weeks ago. It has added William Hunter to its force of salesmen, to cover Ohio territory. F. H. Thompson is doing good work for the company at the Philadelphia end.

S. C. Ewing, formerly office manager for the McDonald Lumber Company, has accepted a position with the Interior Lumber Company as salesman. The Interior is getting a better lot of inquiries this month and believes that spring trade is going to open up well.

Mayor William A. Magee has appointed as a tree commission to help beautify Greater Pittsburgh, Edward M. Bigelow, former director of public works; W. D. Grimes and City Controller E. S. Morrow. They can levy one-tenth of the mill taxes for their use, which will give them about \$75 to spend. The commission is going to work right away and will have the assistance of the Pittsburgh Civic Commission, which is doing an immense work for the general uplifting of the Smoky City.

The Pennsylvania Railroad Company has just issued its report of forestry operations in Pennsylvania, which shows that 3,482,186 trees have been planted since 1902. These have been placed at Pomroy, Vandyke, Eyer, Denholm, Connewago and Morrisville, Pa., Parkton, Md., and New Brunswick, N. J. A total of more than 1,000,000 were planted last year. In 1909 a special effort was made to grow ornamental shrubbery for use in parking, station lawns, etc., and 6,000 plants were imported from France. The big pressure treating plant at Mt. Union, Pa., is now in full operation and a small non-pressure plant has been established at Greenwich Point, where the second one will be built this spring. This plant will have a capacity of 1,000,500 ties per year or a total of 7,861,000 feet of lumber at Mt. Union alone. The Greenwich Point plant turns out 432,000 feet of lumber, 5,000 fence posts and 25,000 paving blocks a year.

The recent annual convention of the National Wholesale Lumber Dealers' Association at Cincinnati drew quite a number of Pittsburgh wholesalers who gave their able support to F. R. Babcock, who was elected first vice-president of the association. Those who went from this city are as follows: J. G. Criste, manager of the Interior Lumber Company; W. D. Johnston, president of the American Lumber & Manufacturing Company; E. V., F. R. and C. L. Babcock of the Babcock interests; Carl Van der Voort, secretary of the Pittsburgh Lumbermen's Mutual Fire Insurance Company; R. A. McDonald, president of the McDonald Lumber Company; Alexander Willson of Willson Brothers Lumber Company; J. H. Henderson, secretary of the Kendall Lumber Company; A. J. Diebold and Mr. Murphy of the Forest Lumber Company; W. J. T. Saint of Sharpsburg; I. F. Balsley, sales manager of the Palmer & Semans Lumber Company; Capt. Diver and W. W. Dempsey.

### BOSTON

William E. Litchfield, Wendell M. Weston of the W. M. Weston Company and Frank W. Lawrence of Lawrence & Wiggin were the delegates from the Massachusetts Wholesale Lumber Dealers' Association to attend the convention of the National Wholesale Lumber Dealers' Association at Cincinnati March 2 and 3. Mr. Litchfield is a member of the board of trustees of the National association.

The Keith Car & Manufacturing Company has been organized in Portland, Me., with a capital stock of \$2,000,000. The president and treasurer is James F. Bacon of Boston.

L. O. Davis of L. O. & E. S. Davis plans to take over the business. The firm will be dissolved. It is reported that four months from February 21 has been fixed for creditors to present their claims.

The Hon. John M. Woods of John M. Woods & Co. attended the convention of the National Wholesale Lumber Dealers' Association at Cincinnati last week.

At the recent annual meeting and banquet of the Lumber Dealers' Association of Connecticut,

held at the Hotel Elton, Waterbury, Conn., the following officers were elected: President, A. Aschumacher, Waterbury; vice-president, F. A. Lines, Ansonia; secretary-treasurer, L. A. Mansfield, New Haven. The following were elected directors for three years: L. A. Lampson, New Haven; John O. Fox, Putnam; Horace Hatch, South Norwalk, and H. P. Platt, New Britain. The meeting was one of the most successful ever held by the association and was largely attended. One of the Boston dealers who attended said it was the best gathering of lumber dealers he had ever attended. Frederick Joyce of Boston acted as toastmaster at the banquet. The guests were welcomed to the city by W. B. Hotchkiss, mayor of Waterbury.

At the annual meeting of the Massachusetts Wholesale & Retail Lumber Dealers' Association, held in Springfield, February 18, the following were elected officers: President, H. W. Sears, Middleboro; first vice-president, C. R. Ferry, Pittsfield; second vice-president, C. M. Forrest, Lowell; third vice-president, L. A. Willison, Holyoke; secretary, Ernest N. Bagg, Springfield; treasurer, M. L. Foster, Worcester; directors, E. E. Stone, Spencer; Edwin Bradley, Holyoke; J. L. Temple, North Adams; D. E. Palmer of Great Barrington and W. B. Gaines of Greenfield.

The Brayman Woodenware Company was recently organized at Phillips, Me., with a capital stock of \$75,000, of which \$20,000 is paid in. The president is Marshall Brayman, and the treasurer, Edgar A. Brayman, both of Phillips.

George Murchie of James Murchie & Son, Calais, Me., was a visitor in this city early in the month.

George Cushing of Andrew Cushing & Co., Ltd., St. Johns, N. B., visited New York and Boston last week.

W. A. McLean, president of the Wood-Mosaic Company, New Albany, Ind., was in the Boston market last week.

K. V. Hobart of Hobart & Co., Boston, has been making a trip through the West and South.

## BALTIMORE

The National Lumber Exporters' Association has scored another success in dealing with railroads and obtaining concessions from them. When the association was about to make complaint to the Interstate Commerce Commission at Washington against the Kansas City Southern and the Iron Mountain railroads on the ground that their charges on lumber from producing points within the state of Louisiana to New Orleans were lower on shipments intended for the domestic trade than on forwardings designed for export, the Kansas City Southern gave notice of the cancellation of the arbitrary of two cents on staves. The tariff making the concession has just been filed and will go into effect on March 28. This was one of the points contended for by the association, which maintained that higher charge is arbitrary and in fact an unfair discrimination against export shipments. Representations have been made on the subject to the railroads by the association, and the refusal of the two companies to equalize the rates induced the exporters to frame a complaint. Alfred H. Clement has been appointed one of the official tallymen of the association at New Orleans.

The J. L. Durnell Lumber Company, with headquarters at Norfolk, Va., and a mill at Brambleton, Norfolk county, has been taken over by the Brenda Lumber Company, Inc., a corporation formed under the laws of Virginia last January with a capital stock of \$25,000. The Brenda company has for its head J. L. Durnell, who was also president of the old company, and Robert McLean, secretary and treasurer. The board of directors consists of these two and J. T. Alexander of the Norfolk Veneer Company, E. L. Dinning and A. A. Wendel, the latter general

superintendent of the Norva Land & Lumber Company, of which Mr. McLean is general manager. The Brenda company was formed especially for the purpose of taking over the other corporation, and will continue to operate the mill, making a number of improvements, which are calculated to permit an increase in the output.

Mr. McLean visited the Norva company's plant last week and also inspected the mill at Brambleton, Va., which is being operated by him individually. He stated that the demand for the white gum turned out by his company was greatly on the increase. It was Mr. McLean who virtually created the demand. He purchased an extensive tract of gum timber, organized the Norva company and the mill at Wallacetown was erected. Much of the gum is manufactured into staves and headings for export, while some of it is used for other purposes. Last year the Pennsylvania Railroad Company took 5,000 cross ties, which were creosoted. The wood is said to be excellent for this purpose.

R. E. Wood, president of the R. E. Wood Lumber Company, and H. L. Bowman, manager of the sales department, have returned from a trip of several weeks through the southern states. They went as far as Florida and Alabama, and while recreation was their main object, some attention was also given to business. They found that the mills are asking high prices for stocks, and they were not able to pick up considerable sized lots of lumber at attractive figures. A marked firmness prevailed throughout the sections visited, and the mill manufacturers expressed themselves as confident of good returns in the future.

One of the visitors who arrived here last week was Carl G. Petersen of the firm of Laur O. Petersen of Copenhagen, Denmark, and Hamburg, Germany. Mr. Petersen is a son of the senior member of the firm and a partner with him. This is his first visit to the United States and he will take in a considerable part of the country, visiting chiefly the mills with which his firm has maintained connection. He came over on the steamship Mauretania.

M. S. Baer of the hardwood firm of R. P. Baer & Co. is on an extended European trip. He sailed from New York for Naples with Mrs. Baer, and it was his intention after landing to visit the principal cities of Italy, afterward going into Germany and other countries on the continent. Subsequently he planned to cross the channel into Great Britain. While sight-seeing was his chief object, it was considered likely that he would give some attention to the lumber trade situation abroad and endeavor to get information at first hand.

A. Harvey McCay, in charge of the Baltimore office of William Whitmer & Sons, Philadelphia, is down at Palm Beach, Fla., for a month recuperating and spending his vacation. He had not been away for some time and felt that he needed a rest.

Among the Baltimoreans who attended the annual meeting of the National Wholesale Lumber Dealers' Association in Cincinnati last week was John L. Aleock of John L. Aleock & Co., president of the Lumber Exchange here. He went in his official capacity, and it was his intention while out West to visit some of the lumber sections of West Virginia on the way home.

## CLEVELAND

Will Martin of the Martin-Barriss Company, one of the city's best-known hardwood men, is home sick with an attack of la grippe. He expects to be back at his desk again in a few days.

The federal engineer here has notified the Lake Shore Saw Mill & Lumber Company that it can proceed with a fill in Lake Erie, opposite its property at the foot of East Fortieth street, to a distance of 250 feet from shore. A bulk

head will be built and a wharf established where the company can load and unload lumber coming by boat. It will give the concern several additional acres of room.

Building permits for the month of February show a substantial increase over last year. The total number for the past month was 255, with a total value of \$590,020. The total for the previous month was 183 permits with a value of \$281,659, while for February of last year the total was 368 permits with a value of \$544,800.

The Cuyahoga Lumber Company, which has acquired the White City amusement park, is negotiating with eastern capitalists for its sale. The lumber company has a big claim for lumber against the concern and bought in all the stock. It now proposes to turn it over at a profit.

A. G. Webber of the Advance Lumber Company is back from a visit through the company's hardwood mills in the South and reports that the mills are working full time and turning out large volumes of lumber. It is being shipped, however, almost as rapidly as it is manufactured.

E. G. Carleton is back from a fishing trip to Florida, and is armed with a number of real "sure enough" photographs of fish which he says he caught.

Ralph Loveland and Frank Stone of Loveland & Stone, Cutler, Ont., were among the callers on the local trade during the past week.

C. T. Williams, the veteran boxmaker, who has been ill since last December, was back at his desk for a little while this week. He hopes to be entirely recovered soon.

A small fire supposed to have been started by tramps at the plant of the American Box Company during the week did about \$500 worth of damage. It was confined to several lumber piles.

The warm weather of the past week has started innumerable small building projects. It is believed that with the opening up of the spring in earnest everybody in the lumber business will be unusually busy in Cleveland.

The Smeed Box Company say that the box business is rapidly resuming a normal aspect. It is installing eight new machines and preparing for a big spring rush.

During the first week in May Cleveland wholesalers, including a number of lumber dealers, will make a four-day trade extension excursion into western Ohio and as far as Marion, Ind. It is expected that about thirty towns and cities will be visited.

## COLUMBUS

At a meeting of a dozen representatives of the wholesale lumber firms of Columbus, held recently, steps were taken to perfect a permanent organization of wholesalers of the Buckeye capital. No name was given the organization, but that matter will be taken up at a future meeting. The object of the organization is to become better acquainted and to further the social life of the lumber trade in Columbus. The inception of the association was in the temporary organization of wholesalers effected at the recent convention of the Union Association of Lumber Dealers in Columbus, when the wholesalers entertained the delegates with a special performance at a theater and by looking after their material wants.

The preliminary meeting was held at the Ohio club when the situation was gone over and it was unanimously agreed to form the organization. A committee consisting of John R. Goby, A. C. Davis, H. R. Allen, W. L. Whitacre and Edward Giesy was named to draft a constitution and by-laws to be acted on at the next meeting. The firms represented at the preliminary meeting were the W. M. Ritter Lumber Company, John R. Goby & Co., H. R. Allen & Co., H. H. Hildreth, The Throop-Martin Company, C. T. Nelson & Co., Powell & Rowe, J. H.



H. & C. W. L. Whitacre, McLaughlin-Huffman Lumber Company and M. A. Hayward & Sons.

C. G. McLaughlin, general manager of the McLaughlin-Huffman Lumber Company, reports a better outlook on all sides for the hardwood trade. He says prices show a disposition to advance and that railroads are in the market for a larger amount of materials. Mr. McLaughlin believes that the market will continue to expand as the better weather appears.

H. C. Bard of the Middle States Lumber Company returned the first of the month from a trip through the South. He reports a disposition on the part of the mills to hold on to their stocks.

H. W. Putnam, president and treasurer of the General Lumber Company, reports unchanged conditions in the lumber trade in Ohio. He believes that the lull has been due to the unfavorable weather and predicts better conditions since the warm days arrived. Orders are coming in steadily. The company has a large amount of logs in the Big Sandy, ready to be floated down to the mill at Ashland, Ky., as soon as the spring freshets are over.

H. W. Collins, manager of the central sales division for the W. M. Ritter Lumber Company, said: "The condition in the lumber trade is unchanged, with prices ruling steady. There is a good demand for oak, poplar, chestnut, basswood and ash. Dealers are now getting ready for the spring trade and buying will be more general when the winter breaks up." The company has added an additional traveling salesman to the central territory in Carl R. Asher who will cover western Ohio. His headquarters will be in Lima.

W. L. Whitacre reports a steady market, with the unfavorable weather holding back orders. He says prices, especially in hardwoods, have been holding firm. D. W. Kerr of the Whitacre company attended the hardwood meeting at Cincinnati the first of the month.

John R. Gobey reports a lull in trade, due to uncertain weather. He reports firm prices, especially in hardwoods where recent advances have been announced. He believes there is every indication of a better market as soon as winter leaves. Mr. Gobey reports strength in cypress.

At Wellsville, Ohio, the Wellsville Lumber Company has sold its yard and building material business to Forbes & Morrow.

The Whistler & Searcy Company of Ironton, Ohio, has started operations at its band mill located at Farmers, Ky., and report a nice demand for hardwoods.

A. C. Davis, head of the A. C. Davis Lumber Company, reports a steady market in hardwoods despite the unfavorable weather which has prevailed in this section. He says there is a disposition on the part of dealers to purchase. George B. Jobson, secretary of the company, was called to Detroit on business recently, leaving that city to attend the meeting of wholesalers at Cincinnati.

C. T. Nelson, a column manufacturer, reports a steady run of business, with bright prospects for the spring trade.

The M. A. Hayward & Sons Lumber Company reports a steady demand for oak flooring, which is one of its specialties. An advance in this line is looked for soon. Operations at the company's mill at Ford, Ky., are now started and the stock is larger. M. A. Hayward, head of the firm, is spending a several weeks' vacation at Battle Creek, Mich.

President Mulby of the Columbus Builders' & Traders' Exchange has named a committee consisting of W. H. Conklin, R. L. Watson and H. C. Agner to look after matters before the Ohio general assembly. One of the laws they will back is a bill to provide for a commission to formulate a state building code. The exchange is of the opinion that such a law is badly needed.

The wholesale and commission concern which has been operated under the name of H. D. Brasher on the eighth floor of the Columbus Savings & Trust building, has been changed to

a partnership under the name of the H. D. Brasher Lumber Company. The office has been moved to more commodious quarters on the seventh floor of the same building. The partnership consists of H. D. Brasher and his brother L. A. Brasher who was formerly a traveling salesman for the firm. Both were salesmen for the Van Cleave Lumber Company of St. Louis for a number of years before starting business in Columbus. The change in the firm and the change in offices were made necessary because of the great increase in business the past year. The company will act as jobbers and commission men for maple and hardwood flooring, yellow pine, shingles and dimensions.

J. A. Cheney, W. S. Hatcher, C. M. Anderson, B. F. Whipples and C. M. Voorhees have incorporated the Ohio Casket Company of Columbus with a capital of \$30,000. It will take over the coffin factory at 154 West Naghten street, formerly operated by the Capital City Casket Company.

### CINCINNATI

Pleasant spring weather is now being enjoyed in this section, and the result is seen in the outdoor activities in all the yards and mills in this vicinity, while the railroads are rapidly working out of their freight congestion. Business both in the downtown offices and around the mills and yards is said to be all that could be desired. Not only is this true of the hardwoods, but also of yellow pine, northern pine and building material of all classes. Furniture manufacturers are all busy and the mails are constantly adding to their orders.

One of the noted recent changes is that of J. Ed Dulweber, the handsome and successful lumber salesman for several years connected with the Cincinnati branch of Nicola, Stone & Meyers, who is now connected with the house known for years to the trade as John Dulweber & Co., with offices and yards along McLean avenue yards of the Southern railroad. B. F. Dulweber, too well known to need mention, is now the owner of this plant, which in the past generation was operated by his father. Under the present management the plant has grown to extensive proportions and covers several acres of ground, with an army of operatives. In the office department can now be found B. F. Dulweber, J. Ed Dulweber and John Dulweber, three of the sons of the founder. All of the brothers are born and educated as lumbermen.

C. H. Loveland of Winchester, Ky., dropped in at the Hardwood Manufacturers' headquarters to pay his respects to Lewis Doster. He spent several days here on business.

A dispatch received yesterday from Winchester, Ky., announced the death of W. R. Thomas, president and manager of the Ford Lumber & Manufacturing Company. Pneumonia was stated as the cause of death. Mr. Thomas was well known to the lumber trade of the Queen City, where he was a frequent visitor.

The Cincinnati Poplar Company, which removed its yards from Court street and Eggleston avenue in this city about a year ago to the outskirts of Newport, Ky., along the tracks of the Chesapeake & Ohio railroad, has been placed in the hands of H. Morrill as receiver. Tom J. Orr, well known to the lumber trade, is the head of the concern.

The classification, official grading and inspection rules of the Hardwood Manufacturers' Association, adopted at its convention in February, are now printed in pamphlet form of convenient pocket size and distributed to the trade.

C. M. Clarke, Cincinnati manager of the Swann-Day Lumber Company of Clay City, Ky., Winchester and other points, is now occupying his new and elegant suite of offices

on the tenth floor of the Second National Bank building. He says that business with the Swann-Day company is very satisfactory. While its mill at Clay City is closed down temporarily for repairs, the other plants are in operation. Mr. Clarke is one of the smiling optimists who see a splendid business in the near future and continued prosperity.

The Chamber of Commerce reports show that the receipts of lumber at Cincinnati for the month of February were 5,828 cars, against 5,404 cars for the same month last year. The shipments in February were 5,162 cars, while in February, 1909, they amounted to 4,525 cars.

H. S. Field of Justice P. Taylor & Co., Philadelphia, Pa., said this was his first visit to the Queen City and that he was both surprised and pleased at the magnitude of the city and its great facilities for buying hardwoods. He stopped long enough to look over the trade of the city and become acquainted. He was principally interested in chestnut and soft or red oak, and said the lumber trade spirit in Philadelphia was improving.

V. W. Long, president of the Long Lumber Company of Birmingham, Ala., was in the city for a few days last week on his way to Boston and Philadelphia. He dropped in on the big convention and was pleased with the large attendance.

Among the visitors in the Queen City in the past fortnight was W. Higford Smith of Antwerp, Belgium, a representative of Alfred Beting, the well-known European lumber merchant. He was touring the country in the interests of his firm and expected to remain in the country for some months, getting acquainted with the trade. He was principally interested in hardwoods for export and pitch pine. He left Cincinnati for the South, going via Memphis, Tenn.

While in no manner related to or acquainted with W. Higford Smith, A. P. Smith of Mt. Vernon, Ala., was also a sojourner in Cincinnati on the same days. A. P. Smith represents the Mt. Vernon Pump & Lumber Company, and after leaving Cincinnati made a short stay in Indianapolis. He said business down his way was showing signs of slow revival, but he had hopes that the year would show up very well.

Fred Mowbray of Mowbray & Robinson is again sojourning at Hot Springs, seeking rest. Mr. Mowbray returned from a long siege at the springs last fall and early winter, but was not feeling as robust as his former self and so returned for further rest. His friends, however, insist that he never looked so well as now.

J. B. Thomas of the American Cigar Box Lumber Company of Johnson City, Tenn., dropped into the city last week and put in a few days hustling for business.

Lewis Doster, the popular secretary of the Hardwood Manufacturers of the United States, returned to Cincinnati from a trip to the West in time to be present at the convention of the National Wholesale Lumber Dealers' Association at the Sinton. President R. M. Carrier was also an interested visitor.

O. O. Agler, president of the National Hardwood Association, was a welcome visitor at the sessions of the National Wholesale Lumber Dealers' Association.

W. J. Shippen of the Shippen Brothers' Lumber Company of Ellijay, Fla., spent some time in this city last week in the interests of his company.

Quite a number of the delegates to the convention of the National Wholesale Lumber Dealers' Association remained over in Cincinnati until Saturday night, calling upon the trade and getting acquainted with the Queen City lumbermen. There are still a few in the city working out business details. On Saturday noon President Clif S. Walker invited a number to be his guests at lunch at the now

famous "Woodpeckers' Table" at the Business Men's Club.

At its March meeting the Queen City Furniture Club extended a vote of thanks to the Hardwood Manufacturers' Association of the United States for its invitation to consumers to attend the meetings of its grading conference. A new board of officers, with W. J. Sextro, a prominent manufacturer, as president, was installed.

The new Provident Bank building is rapidly becoming a large lumber colony. The new offices of Fagin & Kirkpatrick, on the eighth floor, are now completely furnished and present a welcome appearance. Mr. Fagin was formerly with Dwight Hinckley, while Mr. Kirkpatrick is the well-known millman of the Ripley Mill & Lumber Company of Ripley, Ohio.

### TOLEDO

Building in Toledo during the past week has developed some activity and a season of unusual prosperity is anticipated. Contracts for new work have already been signed, amounting to more than \$3,000,000 and there is a large volume which has not yet reached the contract stage. The new work is not confined to any one line, but will consist of industrial, residence and commercial property. Present indications point to a season of unusual activity, and local lumbermen feel that they have made no mistake in building their hardwood stocks to their present large proportions.

W. S. Booth, manager of the Booth Column Company, who has been in the East on a business trip for the past three weeks, will return shortly. Reports from the local plant say that, while business has been dull during the winter season, the spring trade is now coming in, and prospects are for an unusual activity from this time forward.

Henry C. Wason, proprietor of the lumber firm of H. C. Wason & Co. of Toledo, died suddenly this week from heart failure. He had been a resident of the city for thirty-five years and was sixty-six years old at the time of death. He was well and favorably known to the lumber trade throughout this section and was a prominent member of the Masonic order.

The Hardware & Woodenware Manufacturing Company's plant at Kenton, Ohio, has again resumed operations after being closed down for a year on account of litigation. The full working force of 150 men will soon be engaged.

A. H. David of the David Lumber Company is on a business trip to Waterville, Ohio. The concern reports a brisk demand from factories for all kinds of hardwoods, with belated shipments from the Michigan district.

The name of the Traffic Bureau of Toledo has been changed to the Receivers' & Shippers' Bureau of Toledo. It will become a department of the Toledo Business Men's Club and will maintain offices on the sixteenth floor of the Nicholas building, where A. C. Fischer, secretary and commissioner, and O. B. Wood, rate clerk, will be in charge.

### INDIANAPOLIS

E. R. Parry of the Parry Manufacturing Company has returned from a trip to Florida and Jamaica.

The aggregate amount of building permits issued during February was \$334,765, as compared with \$312,710 for the corresponding month of 1909.

A. K. Hollowell, L. P. Hollowell and G. E. Hadley have organized the Veneer Joining Company in Indianapolis with \$5,000 capital. They will join and sell veneers and hardwoods.

Innes, Pearce & Co., furniture manufacturers at Rushville, are installing a 200 horse-power

Corriss engine, which it is believed will give the concern abundance of power.

William B. Barry, founder of the Barry Saw Company, died at his home in this city a few days ago. He was sixty-nine years old.

About 21,000 acres of timber land in Florida, which it is believed will yield 25,000 feet of lumber to the acre, has been purchased by Lee C. Thayer, W. C. Dudding and Charles S. Townsend of Greenfield.

The New Market Lumber Company has been organized and incorporated at New Market with an authorized capitalization of \$25,000. Those interested in the concern are William E. Childers, William W. Basenlark and Leland C. Childers.

Property formerly owned and occupied by the Mainland Manufacturing Company, manufacturers of hardwoods, has just been sold to the Enterprise Foundry & Fence Company, which is erecting a new factory. The property is at Yandes and Twenty-fourth streets.

R. F. Benson, S. M. Benson and Delia M. Butler have organized the American Lumber Company at Madison. The company has been incorporated and is capitalized at \$10,000.

T. G. Pierson of Spencer has been elected a director of the newly organized Spencer Commercial Club, which hopes to attract a number of new manufacturing plants to that city.

John B. Emerson, for twenty years superintendent of the Balke & Krauss Company, hardwood lumber dealers and manufacturers, was murdered near his home recently, presumably by a hold-up man. He was fifty-eight years old and was formerly engaged in the lumber business with his father, the late R. B. Emerson. A reward of \$1,000 has been offered for the apprehension and conviction of the murderer.

### EVANSVILLE

H. I. Cutsinger of the Putnam Veneer & Lumber Company of Roachdale, Ind., was in town this week.

Frank L. Donnell, sales manager for Young & Cutsinger with office in Indianapolis, spent a couple of days at the local office of the firm this week. Mr. Donnell is pleased with the outlook for business.

At a meeting of the stockholders of the Hickman-Elbert Wagon Works of Owensboro, Ky., recently it was decided to sell the plant and disband the company, as the factory for the past two years has been a losing venture. The company was incorporated December 30, 1904, and was capitalized at \$300,000. James H. Parrish, who is now serving a sentence in the penitentiary for wrecking the Owensboro Savings Bank & Trust Company, was one of the moving spirits in starting the plant. For a time the plant was one of the busiest in this section. Two years ago the plant was shut down and has been running spasmodically since. The plant will be sold by the sheriff on March 15, the receipts to go towards paying the numerous debts of the concern.

Walter G. Bass of the National Veneer & Lumber Company of Indianapolis was in Evansville this week.

The Indiana Hardwood Lumber Company was incorporated at Shelby, Ind., recently with a capital stock of \$40,000. The directors are Joseph T. Arthur L. and Clay B. Johnson. The concern will manufacture hardwood lumber.

George I. Cheate, representing the Manufacturing Wood Workers' Underwriters of Chicago, was in town on business last week.

The new plant of the Neyer Split Seat Company is nearly finished and will be in operation about April 1.

Among recent visitors to the trade here were George M. Hoban with George J. Kennedy, 1 Madison avenue, New York, and F. J. Roys, sales manager for the Fullerton Powell Hardwood Lumber Company, South Bend, Ind.

An addition 80 by 160 feet, two stories high, is being erected at the plant of the Carriage Woodstock Company, Owensboro, Ky. It will be used for building automobiles. The company expects to turn out 200 finished cars this season.

The Wabash Manufacturing Company of Wabash, Ind., is erecting factory buildings at Terre Haute, and expects to move its plant there in April. The company manufactures a line of children's wagons, hand cars, steel sleds and also porch furniture such as swings, settees, etc.

### MEMPHIS

Business conditions are very wholesome throughout the Central South. Bank clearings in Memphis during February were more than \$5,000,000, or twenty-seven per cent ahead of last year and broke all records for that month. This showing is regarded as exceptionally favorable and it is all the more striking when it is reflected that there was very little cotton sold during the month. The lumbermen have contributed in a very large way to this excellent result. The railroads themselves make no secret of the fact that the lumber business is furnishing a very large proportion of the total tonnage they are now handling.

The actual returns covering building operations for February have not yet been made public, but it is stated on official authority that the total is well ahead of last year. Reports from Birmingham also show a considerable gain for February, the total for the month being \$274,867, compared with \$169,848 last year. This brings the increase at Birmingham since January 1 over last year to \$440,107. Little Rock also shows an increase and there is no doubt that building operations throughout this territory are on a large scale. Contrary to expectations, the permit for the Union station was not taken out during February. However, grading has already begun for this structure and the permit will be secured at an early date. It will involve between \$2,000,000 and \$3,000,000.

The big band mill of Russe & Burgess, Inc., in North Memphis, has resumed operations after an extended shut-down while repairs and improvements were made, which have increased the capacity of the plant fully twenty-five per cent. The management states that the demand for hardwood lumber is very good, and notes particularly that the export situation is improving.

The Hugh McLean Lumber Company, New South Memphis, has kept its mill in steady operation recently. This company has a large supply of logs in its yards in New South Memphis, and it states that the demand is good enough to justify operations on a full scale. It is making a specialty of cutting white oak at the present time.

The Mississippi river will reach a stage of thirty feet by the latter part of this week, but it is now conceded by government officials that there will be no rise above the danger level, which is thirty-three feet. Reports from the upper Mississippi indicate that the water is rising to some extent, but those from the Ohio river say that the water is falling. There is a splendid stage of water for logging purposes but it is regarded as doubtful whether much timber will come out on this rise for the reason that the woods have been so wet that it has been well nigh impossible to do any logging.

G. H. Smith, manager and purchasing agent for the Antwerp Wine Company, Antwerp, Belgium, was in Memphis during the past few days, negotiating for the purchase of a large quantity of white oak staves in the manufacture of wine casks. The company has bought a good many staves here in the past, securing the bulk of its supply from this market.

The Memphis Machine Works has filed application for an amendment to its charter whereby its capital stock is to be increased to \$40,-

000 J. R. Pepper, W. N. Taylor and others have signed the application.

The Chapman Dewey Lumber Company, according to advices received here, has given the Arkansas authorities notice that it has decreased its capital stock from \$400,000 to \$300,000. This company has extensive holdings in and around Marked Tree, Ark., just west of Memphis.

As an offset to the announcement of the decrease of the capital stock of this company comes the report from Helena, Ark., that the Archer Lumber Company at that point has given notice of the intention to increase its capital stock from \$100,000 to \$250,000.

Houston Brothers have resumed operations at their hardwood plant at Walters, Miss., after an idleness of several months.

The Cooper-Purdy Chair Company, capitalized at \$100,000, has succeeded and taken over the plant and other holdings of the Malvern Chair Company, Malvern, Ark. C. H. Purdy, formerly of Philadelphia, has been elected president and general manager of the new company. Operations have already begun under the new management.

The Blythesville Lumber Company of Blythesville, Ark., has been granted a charter under the laws of that state. The capital stock is \$25,000. J. H. Elkins and A. L. Sanders are the incorporators.

Announcement is made by W. W. Craig, one of the Ohio capitalists who recently purchased the plant of the New South Works at Columbus, Miss., that operations will not be resumed until August 1. The reason assigned is the lateness of the season. It is further stated by the new management that up-to-date machinery is to be installed and that facilities are to be prepared whereby the company will be able to turn out a higher grade article at smaller cost than under the old regime.

John W. McClure, secretary-treasurer of the Bellgrade Lumber Company, and first vice-president of the Lumbermen's Club of Memphis, is one of the happiest men in Memphis at the present time. He is receiving the congratulations of his many friends on the birth of his first son, a bouncing ten-pounder.

George D. Burgess, John W. Dickson, J. S. Dickson, W. S. Darnell, Frank May, J. T. McSweeney, E. R. McKnight and other prominent lumbermen of this city were the guests of J. F. Meath, commercial agent of the Illinois Central railroad Wednesday afternoon, when they went to New South Memphis to inspect the new system of unloading cotton and lumber from barges into freight trains. The work is done by machinery which is known as an electric telepher. The machine is rather simple, but it is capable of doing very rapid work, and the officials of the Illinois Central believe that it marks the end of the trouble with roustabouts for unloading heavy traffic from the steamboats. No attempt will be made to handle cotton with the telepher this season, but lumber and logs brought in on barges or rafts will be handled by this means which accounts for the fact that the lumbermen here are much interested in the new movement. The telepher not only elevates logs and lumber from the barges but carries them a distance of several hundred feet to the freight cars of the Illinois Central Railroad, standing on top of the banks. It is expected that this system of loading and unloading will materially reduce the cost of bringing logs and lumber to Memphis by water.

The plant of C. & W. Kramer Company, Prineadale, Ark., was totally destroyed by fire a short time ago. Owing to the fact that the plant was closed down a couple of days for repairs, but few of the employes were on hand. The fire made very rapid headway, destroying not only the mill but 3,000,000 feet of lumber and all of the houses occupied by the employes. The loss is estimated between \$70,000 and \$75,000, while the insurance is considerably less than

that amount. No plans have been announced by the management as to the future.

W. A. Gilchrist and W. H. Greble have just returned from Arkansas where they went to look after the interests of their firm.

Frank B. Robertson, J. W. Thompson, James E. Stark, W. R. Barksdale of Memphis and William Wright of Portland, Ark., have returned from Cincinnati, where they attended the annual of the National Wholesale Dealers' Association. J. W. Thompson, president of the J. W. Thompson Lumber Company, has been one of the trustees of that organization for some time.

The Arkansas, Oklahoma & Western Railway Company will extend its line from Rogers to Huntsville, Ark., a distance of thirty-five miles. The contract for the construction of all the necessary bridges has been let to the W. R. Felker Construction Company and the same firm has the contract for grading the entire line.

The Valley Log Loading Company, of which J. W. Dickson is president, reports that it handled about 950 cars of logs into Memphis during February and that it will handle a large amount during March. Mr. Dickson states that the railroad has withdrawn a considerable number of the cars heretofore used by the log-loading company, but it does not anticipate any particular trouble on this score as it believes that the Yazoo & Mississippi Valley Railroad Company will furnish all the cars necessary.

Work is making rapid progress on the 50,000 ft. band mill being built by the Wisconsin Lumber Company of Chicago at Huttig, Ark. The company hopes to have this mill in readiness for operation by the latter part of July. The site of the plant has been cleared and side tracks laid so that the material may be unloaded without any hitch.

C. L. Wheeler of J. W. Wheeler & Co. has returned from New Mexico, where he spent the greater portion of February. Mr. Wheeler states that the big band mill of the firm at Madison, Ark., is running on full time and that the outlook is very satisfactory.

There will be a Hoo-Hoo concatenation following the banquet of the Retail Lumber Dealers' Association of West Tennessee and Kentucky at the Business Men's Club Tuesday evening, March 8. A number of applications have been taken and many kittens will be in search of light. The association will be in session Tuesday and Wednesday and a number of subjects of interest to the retailers will be fully discussed. In addition to the banquet and concatenation, the delegates will be taken on a tour of the manufacturing district of Memphis.

## NASHVILLE

"The Selects" and "The Saps" are the names of the two tickets that will be run by the Nomination Committee of the reorganized Nashville Lumbermen's Association, the election to be held March 19. The committee has arranged two strong tickets and there is no doubt that entire satisfaction will result, no matter which wins, or if a mixed ticket wins. The personnel of the two tickets are:

"Selects"—J. W. Love, for president; A. D. Card, vice-president; F. Fetzner, secretary; A. N. Price, treasurer; and H. Baker, S. Lieberman, J. H. Baird, J. R. McIlwaine and W. J. Wallace, directors.

"Saps"—M. F. Greene, president; J. S. Denton, vice-president; S. C. Ewing, secretary; W. J. Cude, treasurer; and A. B. Ransom, C. E. Hunt, Hamilton Love, J. Hamilton and A. Love-man, directors.

Already the Membership Committee of the new organization has reported fifty new members and these were approved at a meeting held a few days since.

Simon Lieberman of the firm of Lieberman, Loveman & O'Brien has returned from his annual camp fish in Florida and reports a most delightful trip. Annually Mr. Lieberman with

a congenial party of friends from Nashville and elsewhere makes for Homosassa on the western coast of Florida, and there he and the party of ten or a dozen take a boat and make a thirty-mile run to the Chesowhitzka river. It is up this beautiful river that they do their fishing and camping. In the day they amuse themselves trolling and still-fishing for the myriad bass and other game fish that abound in the clear waters of the river and at night they fight mosquitoes, swap lies, brag about the fish they caught and argue about who caught the biggest one. At none of the pastimes have any of the "bunch" got anything on the veteran lumberman and from confidential advices from the camp none have a thing on him either in the eating line. Last year Mr. Lieberman had the honor of catching the biggest bass of the trip, a monster weighing 9½ pounds, and this year he was right up "in the money," as it were, on the size and extent of his catches.

The annual report of Building Inspector E. A. Laurent of the city of Nashville submitted to Mayor Howse a few days since shows that for the year 1909 the building operations of the city footed up a million and a half dollars. The total number of permits was 2,389.

A special from Jackson, Tenn., announces that the W. W. B. Company, a hardwood manufacturing plant of Richmond, Ind., is seeking a location in the South to manufacture spokes, handles and other hardwood specialties. It is probable that Nashville, Jackson and other cities will be visited in the near future by representatives of this company.

A special from Decatur, Ala., announces the incorporation there of the E. C. Payne Lumber Company with a capital stock of \$17,600. The officers are: E. C. Payne, president and general manager; J. D. Bush, secretary and treasurer, and R. L. Parsons, superintendent.

F. P. Handley, a prominent lumberman of Dickson, Tenn., was taken seriously ill a few days since, but with timely medical assistance was soon out of danger. He is with the W. P. Brown & Sons Lumber Company.

Commissioner of Agriculture John Thompson the other day advanced some timely and interesting suggestions for the state of Tennessee along the line of forest preservation and conservation. He points out that there are thousands of acres of cut-over lands in the state which are not suitable for cultivation and which finally revert in many instances to the state for taxes, and even if they do not so revert he thinks these lands could be secured for a mere song. He proposes that the state use or acquire these tracts to be used for forest preserves. Mr. Thompson declares that the time has not only come for the southern states to maintain forest preserves, but he maintains that as far as local conditions will permit these laws in the various states shall be practically uniform. Recent statistics gathered on the subject of timber cutting in the South are to the effect that there are 14,000 sawmills in this section, representing an investment of \$200,000,000 with an annual output of lumber valued at \$300,000,000. This estimate went further and was to the effect that the chiefest lumber supply of the nation is in the South, where there are 250,000,000 acres of forest lands containing 600,000,000 feet of the best hardwood to be found anywhere. Commissioner of Agriculture Thompson insists that the South must continue to be the country's chief source of timber and that consequently the South's forests must be maintained.

The offices of the W. J. Cude Land & Lumber Company have been moved from the Stahlman building to the rooms over the Hermitage National Bank, of which institution Mr. Cude is vice-president.

A prominent visitor to Nashville during the past week was G. A. Maxwell of Cookeville, Tenn.

C. F. Gilmore of the Goshen Lumber Com-

## BRISTOL

pany, Goshen, Ind., bought a dozen cars of walnut here last week.

A federal plum was landed last week by a Bristol lumberman. It was the Bristol postmastership, paying \$3,500 per year, which went to Gaylord E. Goodell, a wholesale lumberman of Bristol, who was for many years in the sales department of J. A. Wilkinson.

Among the visitors in Bristol this week was George H. Mell of the Montezuma Lumber Company, of Kane, Pa. He came here to look after his company's operations in this section.

The Holston Club gave a farewell banquet this week to B. B. Burns of the Tug River Lumber Company apropos of the moving of the offices of the company to Huntington, W. Va. Mr. Burns' departure is sincerely regretted by the hardwood fraternity of Bristol.

C. Boice, who was a visitor in Bristol last week, and who has important connections in this section, has just closed a deal for the output of a mill at Richlands, Va., to be handled through his Richmond offices.

Several lumber corporations in this section may be subjected to fines for not having made full reports on March 1, under the law providing therefore, in connection with the federal tax of 1 per cent of the net incomes of corporations. It is said that at least in one or two cases it was impossible to get the report up, or rather to take an inventory. It is believed that the government will exercise leniency the first time and allow the reports to be made later.

J. A. Wilkinson reports the outlook for business as improving. Most of his mills are running and considerable new business is being received.

The Paxton Lumber Company is preparing to put in a new circular mill near Galax, N. C., on the Carolina, Clinchfield & Ohio railroad.

W. H. Bolling, a prominent hardwood manufacturer of Galax, Va., was a visitor on the Bristol market the early part of the week.

The Norwood Lumber Company, which recently purchased some 15,000 acres of timber in western North Carolina, is preparing to at once dismantle its bandmill in West Virginia and move it to North Carolina to develop the new property. The company's timber is situated on the Murphy branch of the Southern railway, in western North Carolina.

J. A. Stone of the Stone-Huling Lumber Company has returned from a business trip in Tennessee.

Several bandmills that have been forced to close down on account of the extremely rough weather of the past few weeks, will start again this month. Spring has now set in and it is believed that there will not be much more delay on account of the weather.

George W. Peter of the Peter-McCain Lumber Company has just returned from a visit to Philadelphia and other eastern points. Mr. Peter says that the lumbermen there are delighted with the prospects for business. He says that there seems to be a shortage of stock on the yards and believes that prices will move upward.

D. D. Hartlove, the well-known Baltimore hardwood buyer, formerly of Bristol, is in this section placing orders for immediate delivery of stock.

## LOUISVILLE

The sessions of the Louisville Hardwood Club are divided into three parts, the discussion of trade conditions, railroad rates and the coming convention of the National Hardwood Lumber Association, which will meet in Louisville June 9 and 10. The improvement in business is a topic of never-failing interest, of course, while the success of the Transportation Committee in

securing better rates and traffic regulations for this market has encouraged the club to go into this subject deeply. The result is being seen in the fact that the hardwood men are now being able to enter markets from which they have been shut out by prohibitive railroad conditions.

While the Entertainment Committee of the club, which is charged with the important duty of seeing that the visiting lumbermen are properly entertained when they visit the Kentucky metropolis three months hence, has not got down to brass tacks yet, a meeting will be held soon to go over the many plans the committee has thought out. T. M. Brown of the W. P. Brown & Sons Lumber Company believes that there will be 1,000 here, and the plans of the club will be made on that basis. Something rich, rare and racy is promised for the visitors.

Regarding the railroad question, the action of the Interstate Commerce Commission in taking up the whole subject of milling in transit is expected to result, provided the commission approves that plan, in Louisville securing the reconsignment privilege, by which lumber shipped into the yards here and then rebilled to consuming points would get the benefit of a through rate. This practice, it is asserted by President A. E. Norman and other members of the club, is in vogue at many other points, and there is no reason why Louisville should be discriminated against. It results in a considerable decrease in the rate, and when it is in effect puts the lumberman who has the privilege at a decided advantage over his competitor who hasn't it. The club has retained the firm of Hines, Chandler & Norman to represent it before the Interstate Commerce Commission, and it is believed by the members of the club that Louisville will have the reconsignment privilege extended to it if the milling in transit proposition is approved by the commission. If it isn't, then the privilege will be abolished everywhere, and this market will be no worse off, relatively, than others.

Lumbermen were interested and rather disappointed in the action of the state legislature, which, after passing the forestry bill through the senate, turned it down in the house by a narrow margin. The bill provided for the creation of a State Forestry Commission, which was to have charge of forestry in this state and to exercise general supervision over the timber operations. The lumbermen raised no objections, and it is believed that had the bill been passed conservative steps would have been taken in the direction of scientific lumbering without injuring the lumber business of the state. The bill was defeated because of the appropriations it carried.

Members of the Hardwood Club are much pleased at the interest being taken in the organization by the North Vernon Lumber Company, which recently became a member. The company, which has its principal offices in North Vernon, Ind., conducts its hardwood business here and operates a good-sized band sawmill. The officers of the concern are: Frank M. Platter, president; Charles E. Platter, vice-president; Joseph H. Powell, treasurer, and Orval R. Platter, secretary. The club now has ten members and is in a flourishing condition.

The Norman Lumber Company has not yet had an opportunity, because of bad weather, to begin moving to its new quarters on Magnolia street. Conditions have settled considerably, however, and it looks as if the process of changing base will commence shortly. Mr. Norman believes that the new site will be an improvement over his present one.

H. J. Gates of the Louisville Point Lumber Company is in the mountains looking after stock of the company. The heavy demand has cut into that held at the Louisville yards, and Mr. Gates is getting the lumber at the Ford mill in shape to ship. The company sells freely to manufacturers of automobile bodies, and has a good

trade in wide poplar, exceptionally good grades of which are required by the makers of the benzine buggies. W. P. Brown & Sons' Lumber Company has also done well in this line, though the trade is unusually difficult to handle on account of the extreme care which must be taken with the stock. Prices on all grades are going up, E. L. Shippen of the Louisville Point company said. He added that good weather is enabling his concern to ship out a lot of orders that bad weather delayed the movement of.

Barry Norman of E. B. Norman & Co. has returned from a trip down the Ohio river. He went down on a scouting expedition to recover as many as possible of the logs which the ice and high water deprived him of. He lost 1,100 and succeeded in getting 700 of them back. There was a payment of twenty-five cents salvage for each log recovered on the Kentucky side of the river and fifty cents for those picked up on the Indiana side. They were gotten into fleets and will be towed back to the Louisville mill as soon as possible. Mr. Norman's company was the only loser here, but thousands of logs belonging to C. Crane & Co. of Cincinnati passed Louisville and landed if the term may be used in the Mississippi river.

S. E. Booker, who has charge of the box department of E. B. Norman & Co., has returned from French Lick, Ind., where he attended the convention of the National Association of Box Manufacturers. He enjoyed the meeting a great deal. While there he discovered that he had a chorus girl in his family, a fact of which he had not been aware. It turned out that Bodley Booker, his younger brother, had that sort of part in "Turvyland," a musical comedy produced recently in Louisville by the Arcadians, the dramatic organization of the University of Virginia, where young Booker is acquiring a higher education.

J. T. Armstrong of the Tyler Box Company, A. W. Cornwall, Jr., of the Mengel Box Company and H. W. Elbry and Wallace Embry of the Bell-Coggeshall Box Company, all of this city, who attended the French Lick meeting, are back, and pronounced the convention unusually interesting and profitable. Mr. Cornwall was accompanied by his wife, who assumed his name just three weeks ago.

T. M. Brown of the W. P. Brown & Sons Company is making hay while the sun shines, or, to put it more accurately, is shipping lumber while the sun shines. Bad weather put him, like the rest of the hardwood folks, behind, but he is rapidly catching up. Business is fine, he said, and the scene in the big yards of the company at Sixth and A streets testified to that.

H. A. McCowen of the Ohio River Saw Mill Company came down for a little while from Salem, Ind., where the furniture factory in which he is interested is located. Business with the company is good, according to R. F. Smith, the local manager. The McCowen furniture factories absorb a large part of the saw mill's output.

C. R. Mengel and D. C. Harris, president and traffic manager, respectively, of C. C. Mengel & Bro. Co., are back from a two weeks' trip in the South. Mr. Mengel had the pleasure of seeing one of his African cargoes of mahogany logs come in at Pensacola, and was much pleased at the sight. They also visited Mobile while they were away. Business with the company is excellent. J. C. Wickliffe, secretary, who is back on the job after a trip through the West Indies and various other sections of this hemisphere, saying that February was one of the best months the company ever had. Building reports are very encouraging, also. In order to take care of the increasing demand for yard room, the company has filled in a low part of its tract in South Louisville, and has added several acres to its available space.

Though rain has interfered somewhat with shipments, business generally is good, said Ed-



ward L. Davis of the Edward L. Davis Lumber Company. Claude Sears of that company, who is a member of the Entertainment Committee of the Hardwood Club, is working his mental apparatus unusually hard framing up some "stunts" for the hardwood lumber convention in June. He believes that it will be a hummer.

John Davey, who is known as the "tree doctor," will deliver a lecture here shortly on the subject of "Our Wounded Friends, the Trees." Mr. Davey is said to be an expert on the care of trees, and will be brought here under the auspices of the Woman's Outdoor Art League.

It has been announced that the recommendation of the Kentucky Retail Dealers' Association, which convened here recently, regarding the adoption of the strip count instead of face measurement as a basis for handling flooring, ceiling and other dressed and matched lumber, has been indorsed by the retailers of Louisville, and that it will go into effect beginning March 15. The Louisville Lumbermen's Club, the organization of brokers and retailers, had a beef-steak dinner at the Louisville Hotel March 5. William C. Ballard is president of the organization.

Senators Paynter and Bradley, representing Kentucky at Washington, are joining with Representative Langley in an effort to secure \$50,000 additional for the improvement of lock 14 on the Kentucky river. The river is much used by the lumber people.

The Louisville Bridge Company may double track its bridge across the Ohio at Fourteenth street. The announcement of this probability has interested the hardwood men, as a great deal of lumber shipped out of here goes over that bridge, which is used by the Pennsylvania and the Monon railroads. The single track has cramped its facilities considerably.

The State Railroad Commission has adopted the demurrage rules approved at the national convention of the Association of Railroad Commissioners. Average demurrage, giving credits when less time than the limit of forty-eight hours is consumed in unloading, is the feature of the system. The Hardwood Club recommended that this feature be incorporated when the subject was up for discussion at Washington.

Improved business conditions all over the South are indicated by the report of the Louisville & Nashville Railroad Company for the three weeks of February covered by the report. An increase of \$341,000 is shown, while since July 1, the beginning of the fiscal year, the increase in gross earnings is \$3,496,000.

The lumber interests of the state are much interested in the good roads bills now in the legislature. It is feared that the session will adjourn before they are put through. They are the result of the adoption of the good roads amendment to the state constitution at the November election. Bad roads are the bane of Kentucky lumbermen, many mills being idle right now because it is impossible to transport logs over the muddy highways.

The report of the building inspector for February shows that 130 permits were issued for a total of \$318,988, as compared with 151 permits in February, 1909, representing \$100,000. The gain of more than 200 per cent is considered encouraging.

Lumbermen of Louisville recognize an old friend in E. L. Roederer, who has been appointed division agent of the Big Four railroad with headquarters in Louisville. He was formerly located here, and owing to his familiarity with the lumber situation and his desire to help the hardwood market, he won a place in the hearts of the local men.

The Moody-Mitchell Lumber & Building Company has filed an amendment in the county clerk's office enlarging the scope of its business and fixing the amount of its indebtedness at \$70,000. Those interested are John Mitchell, W. H. Feltman and J. R. Kirwan.

## ASHLAND

Vansant, Kitchen & Co. placed in operation their double band mill last week and have on a supply of logs that will run them for a short time. They did not receive the amount of timber on the tides of last week that they had expected, as the rise in the Big Sandy and its tributaries was not sufficient to bring out a large supply of timber. Large amounts of poplar lumber are being loaded out at present, making room for the new stock. The company is now making a specialty of long oak timbers in addition to poplar lumber. Regarding present conditions, the office reports that the receipt of large orders and inquiries are more plentiful than they have been since before the panic of two years ago.

B. F. Vansant, lumber dealer of Morehead, Ky., was a business caller in our city and visited our lumbermen. Mr. Vansant has a very optimistic feeling as to the lumber business for this year and is very much pleased over the outlook.

Leon Isaacson, vice-president of the Yellow Poplar Lumber Company, was a recent business caller in the city. He advises that a large supply of timber was received on the tides of last week, although not as much as was expected. The company is very busy in the logging operation some distance from Elkhorn City, and expects with the new splash dam it has in the brakes of the Big Sandy to get out more timber this season than ever before.

The Wright-Saulsberry Lumber Company is running its mills again and loading out a number of cars this week, consisting of oak and poplar lumber and oak timbers, shipping, especially, some very long oak timbers, of which material it makes a specialty. The company received a fair supply of timber on the tides and it is expecting more on the tides of this spring than it has received thus far. Business with the company is very satisfactory and prospects are very encouraging for this year.

The Miller-Crosier Lumber Company, the new firm of Huntington, reports the work of building new houses for its men and also the hotel and commissary building at the large mill it is erecting near Anthony, W. Va., moving along nicely. Mr. Miller advises that the company has a large portion of the right-of-way graded for the railroad, which is being constructed for the purpose of hauling its timber to the mills on the C. & O. railway. The company expects to be in operation in a short time.

The Dimension Lumber Company of Herkimer, N. Y., is operating its band mill at this place. This is the first it has had this mill in operation for some time on the account of having no timber. The company is putting the lumber on sticks, which will later be shipped to its own factories, where a large portion of its lumber is consumed in the manufacture of dimension stock and furniture.

August Schmidt of the Herman Lumber Company spent several days last week on a business trip to Louisville, Ky. Very good reports are received from this company's office as to the present conditions of business and the amount of orders received. The company makes a specialty of cutting its lumber into knock-down furniture stock, shipping it mostly to eastern customers.

## ST. LOUIS

Building operations during the month of February fell off in comparison with February of last year. The total estimated cost of the buildings proposed in the 557 permits issued during the month was \$1,229,263 against \$2,170,041 for the 655 permits issued during February, 1909. This shows a decrease of \$940,778. New buildings last month aggregated \$1,111,495 and \$117,768 was spent in alterations.

The following is a report of the movement of lumber at this market during February: Receipts by rail during February, 1910, were 13,488 cars; during February, 1909, there were 11,398 cars; an increase of 2,094 cars in 1910. Shipments by rail during February, 1910, were 9,230 cars; shipments by rail during February, 1909, were 8,243 cars, an increase of 988 cars during this year. During February of this year there were 37,000 feet received by river. Last year there was none. There were no shipments by river either last February or this February.

The lumber inspected and measured by the Lumbermen's Exchange of St. Louis during February was as follows, as reported by Secretary A. H. Bush:

Plain oak, 290,352; cypress, 54,787; maple, 1,704; ash, 83,718; poplar, 39,755; sycamore, 245; cottonwood, 93; cherry, 154; locust, 22; spruce, 16,065; pecan, 12,469; gum, 14,496; quartered oak, 57,333; hickory, 4,882. Total, 576,075 feet.

The Federal Court of Appeals has affirmed the verdict of the United States Court for the western district of Arkansas against the St. Louis Stave & Lumber Company, finding it liable for damages of \$1,894.43 for timber cut from government land in Arkansas. An improper survey of the last is said to have occasioned a misunderstanding about ownership of the timber.

A good business is reported by the Krebs-Scheve Lumber Company. Many inquiries are coming in and the company looks for a good demand for hardwood lumber during the spring months.

R. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, reports a nice trade on all items on the hardwood list. The sales of gum during the past few weeks have been quite large. The company's facilities for handling and the promptness with which it can ship lumber, owing to its mill connections, is a great advantage that it has over the majority of hardwood dealers. Alf. Bennett, president of the company, has returned from a business trip to Little Rock, Ark.

The F. C. Moore Lumber Company has changed its name to that of the Moore-Jordan Lumber Company, and its capital stock has been increased from \$2,000 to \$10,000. F. C. Moore, president of the old company, is a well-known hardwood lumberman, and one of the board of directors of the Lumbermen's Exchange of St. Louis. On February 1 the office of the company was moved to its yard in the north end, where it has excellent shipping facilities.

Gum and other items on the hardwood list are reported in good demand by the Garetson-Greaseon Lumber Company.

After attending numerous conventions throughout this territory, Julius Seidel, president of the Julius Seidel Lumber Company, is at home. He says the prospects everywhere are very good for hardwood lumber, just as soon as the spring demand begins.

A steady trade in all hardwood lumber items is reported by E. H. Luehrmann of the Chas. F. Luehrmann Hardwood Lumber Company. This is particularly true of red gum.

The Gram & Noser Lumber Company, wholesale hardwood lumber, dissolved a few days ago. However, it is reported that both members of the old firm will go into business again in a short time.

The Noser-Eppler Lumber Company was incorporated on March 2, to deal in all kinds of lumber. The capital stock is given at \$6,000. Those interested are Thomas J. Noser, Louis R. Eppler and Anthony Kulage.

## LITTLE ROCK

According to railroad men, there has probably never been such a demand for building material before in the history of the railroads in this section of the country; at least, material for railroad construction work, bridge timbers,



etc. This is particularly the report that comes from the transportation department of the Rock Island lines.

From the lumber trade there is also a most favorable comment, and the pessimistic note of a few months ago has entirely disappeared.

There has also been an unusually large number of lumber companies chartered within the last few weeks, indicating unusual activity in all lines throughout the state. Among the latest is the Home Lumber Company of Prescott, capitalized at \$15,000, incorporated by W. A. Hatley, president; T. H. Duke, vice-president; J. E. Williams, secretary-treasurer. This company will establish and operate both a sawmill and planer at Prescott.

The Blythesville Lumber Company, capitalized at \$25,000, all subscribed, is another of the husky lumber concerns to organize for operations in eastern Arkansas. The incorporators include W. W. Holipeter, president; J. H. Elkins, vice-president; A. L. Sanders, treasurer; R. L. Morris, secretary; J. C. Blair and T. B. Morris.

The Southwest Manufacturing Company of Little Rock, was recently granted a charter. It is capitalized at \$25,000, and will do a general saw milling business. Incorporators include C. A. Sawyer, M. G. Lapierre, A. J. Hale and Alvin Boss.

C. T. Abeles of the Abeles Lumber Company of this city, head of the committee pushing the project for a Hoo-Hoo temple for Little Rock, announces that the stock subscriptions from the lumbermen have already exceeded \$30,000, and that the project is an assured success. The building will be devoted exclusively to lumber company offices, with the exception of the ninth floor and roof garden, which will be dedicated to the order.

An interesting note is found in the reorganization of the Malvern Chair Company at Malvern, which discontinued business some two months ago on account of alleged mismanagement. The new company is capitalized at \$100,000, and is known as the Cooper-Purdy Chair Company. T. H. Purdy, late of Philadelphia, an experienced chair manufacturer, is at the head of the new company as president, and Walter Bady is secretary. The board of directors includes H. L. McDonald, T. H. Purdy, J. L. Cooper, Walter W. Bady and J. H. Reaves. The plant has already resumed operations.

The Perkins Land & Lumber Company of Memphis has secured a charter to operate as a corporation in Arkansas. H. E. Perkins of Watson, Ark., is named as state agent and to have charge of the affairs of the company as manager of the operations at Watson. The company has about \$20,000 invested in Arkansas properties. Its main office is located at Memphis.

Railroad extensions are being planned numerously in the timber section of the state. A deal is on now for a general extension of the Memphis, Paris & Gulf railroad, from its eastern terminus at Murfreesboro, in Pike county, on through the central portion of the state to Pine Bluff, thence to Marianna and on to Memphis. This latter extension, from Marianna to Memphis, is to be taken up by the business men of the two cities the ensuing week. Work is also being done on a western extension toward Dallas, Tex.

Another extension planned, and upon which some contract work has been let, is that of the Pine Bluff & Louisiana, from Dollar Junction across Union county to a connection with the Crossett branch of the Rock Island, at Campagnolle, a distance of twenty-two miles and across a splendid timber belt.

Both the Rock Island and the Iron Mountain are carrying on big improvement enterprises in track betterments, amounting to hundreds of thousands of dollars. The Iron Mountain will spend \$100,000 in small passenger stations alone during the coming year, and will put over \$1,000,000 into track betterments in this state. Among its improvements, also, is an addition

to the car shops here that will practically double the capacity. The addition is 500 feet long by 150 feet in width.

## MILWAUKEE

Referee in Bankruptcy E. Q. Nye of Milwaukee has ordered a dividend of 10 per cent to be paid the creditors of the bankrupt Milwaukee Seating Company. The proven claims of the creditors amount to a total of \$31,000 and the trustee reported at the recent hearing that he has in his hands as proceeds realized since he took charge of the assets, a total of \$6,500. The company went into bankruptcy last fall.

News has been received in Wisconsin of the recent death at Ludington, Mich., of A. C. Cartier, a wealthy lumberman, formerly identified with the lumbering interests of northern Wisconsin. He was a resident at Ashland for several years.

A big run of orders for the new models of the Raymond log loader are being received by the Raymond Log Loader Company of Marinette. The Cleveland-Cliffs Iron Company has purchased several of the machines.

It is expected that logging operations in the Wisconsin lumber country will soon be brought to a close for this season, not because of unfavorable weather at the present time, but because conditions have been so favorable this winter that an unusually large cut has been made.

The plant of the bankrupt Reidling Piano Company of Plymouth has been sold by the trustee, Charles Voigt, to the Parlor Frame Company of Plymouth for \$5,000. The plant will be remodeled and added to the present quarters of the Parlor Frame Company.

Announcement has been made that more than \$75,000 worth of improvements will be made this year upon the Racine, Wis., plant of the American Seating Company. A brick and steel powerhouse will be added, new boilers will be installed and a new two-story dry kiln, 100x70 feet in dimension, will be erected. It is rumored that the company will also erect a new warehouse and office building.

The plant of the Automatic File & Index Company at Green Bay was destroyed by fire recently and an adjoining warehouse partly wrecked with a loss of \$15,000. An insurance of only about \$6,000 was carried.

A. A. Frazer has taken out a lease on the Wambold building at Appleton and will remodel the structure for planing mill purposes. Later, the manufacture of office and bar fixtures will be taken up.

The Hamilton Manufacturing Company, manufacturers of cabinets and wood type at Two Rivers, has taken up the manufacture of ticket racks and has been receiving orders from all the leading theaters of the country.

The Fond du Lac Church Furnishing Company of Fond du Lac has enlarged its factory force in order to care for its rapidly increasing orders.

The Gillette-O'Leary Company, a new wholesale lumber firm, has been organized at Tomahawk by F. E. Gillette and D. J. O'Leary.

## MINNEAPOLIS

Twin City building is just as brisk as ever, and Minneapolis building permits for the first two months of this year ran 57 per cent higher than last year. Minneapolis permits for February increased from \$300,745 last year to \$470,890 this year, while St. Paul increased from \$375,022 to \$543,706. Minneapolis for two months had permits estimated to cost \$1,073,285, and St. Paul for the same time had a total of \$898,298.

F. H. Lewis, who has been engaged in the wholesale hardwood business here for a number of years, is spending the winter vacation in

California. He is expected to be at home by the last of this month.

C. P. Coon of the Beldenville Lumber Company, Bruce, Wis., a well-known hardwood manufacturing concern, was here a few days looking over marketing conditions.

R. B. Thompson of the Thompson-McDonald Lumber Company, one of the veteran dealers of Minneapolis, has sold out his interest in the company and retired from business.

E. Payson Smith of the Payson Smith Lumber Company and L. P. Arthur, manager of the Chicago office, have finished a trip in Wisconsin where they were looking over some contracted stocks. Mr. Arthur remained in this city long enough to attend the annual meeting of the company.

## SAGINAW VALLEY

The lumber industry in this valley and eastern Michigan is in good form. There has been a steady movement of lumber all the winter, and it has increased, while prices have materially hardened, particularly on maple, birch and basswood. The winter has been on the whole favorable for logging, although in some of the northern localities the snow has been too deep for convenience. Despite this, however, a larger quantity of logs have been put in than during the last two years and operations will be brisk during the summer. Many sawmills have been operated at Bay City, Alpena, Cheboygan and other points during the winter, and a number of railroad mills are also turning out lumber. But the demand has absorbed all available stocks and large contracts have been made for stock to be cut. It is estimated that 60,000,000 feet of maple has been contracted for during the last thirty days, none of which has yet reached the saw.

The Johannesburg Manufacturing Company, operating on the Mackinaw division north of Bay City, sold 5,000,000 feet of maple to the Forman Lumber Company of Detroit to be converted into flooring.

W. D. Young & Co. are operating their plant day and night and are moving a large quantity of flooring by rail. Mr. Young says that business is brisk and satisfactory. Heavy shipments are being made for the export trade.

All of the hardwood plants are active at this time. The S. L. Eastman Flooring Company has bought the timber interests of the Prescott-Miller Lumber Company, operating a mill near Rose City, Ogenaw county, consisting of about 12,000,000 feet of timber. The mill at Rose City has logs to keep it busy about a month yet, when it will go out of commission. There will be considerable lumber to ship from the mill after it shuts down, and after that has been shipped the Prescott-Miller Company will wind up its affairs. The standing timber will be manufactured by the S. A. Robinson Lumber Company operating a sawmill near South Branch in the same county. Mr. Eastman is a heavy stockholder in the Robinson Company. This company has now more than 60,000,000 feet of stumpage. The maple lumber will go to the Eastman Flooring Company's plant at Saginaw for conversion into flooring. In addition to this the Eastman company has purchased 8,000,000 feet of maple lumber of the Kneeland-Bigelow Company at Bay City. This is to be manufactured during the season.

Five mills were operated at Alpena last season. The Richardson Lumber Company manufactured 2,550,000 feet of hardwood lumber. The Churchill Lumber Company manufactured 4,000,000 feet of hardwood lumber. The Island Mill Lumber Company manufactured 4,200,000 feet of hardwood lumber and the Beck Company manufactured 545,300 feet of hardwood lumber. The mill of F. W. Gilchrist is estimated to have manufactured 4,250,000 feet of hardwood lumber.

This gives Alpena a total hardwood output of 17,545,700 feet. All of the mills are being stocked, and one or two are now in operation. New boilers have been installed in the plants of Richardson Lumber Company and the Island Mill Lumber Company.

The Michelson & Hanson Lumber Company at Lewiston manufactured 10,369,000 feet of hardwood lumber last year. The mill will exhaust its timber and go out of commission in May next. The machinery has been sold to Louis Jensen of Salling and will be moved to Ontonagon county and set up, the owner owning a large quantity of timber there.

At Millersburg, S. F. Derry & Co. manufactured 7,299,944 feet of hardwood lumber. The mill has shut down and the firm is not lumbering to any extent this winter. It will have about 1,500,000 feet to cut in the spring. A portion of last year's cut is being shipped from the mill. Holmes & Nicholson have about finished logging in the Wolf Creek country near Alpena. They put in 1,000,000 feet of hardwood, mostly maple. The logs were manufactured into lumber with a portable mill right on the ground. A considerable quantity of the stock is birdseye maple.

Charles English put in 1,500,000 feet of hardwood near Alpena for the Island Mill Lumber Company of that place.

The Standard Hoop Company of Bay City operates a small sawmill in connection with the hoop and heading business. After five months' idleness the mill has resumed operations. The daily output is 120,000 headliners, 60,000 hoops and 20,000 feet of lumber.

A handle company is seeking through the officials of the Detroit & Mackinac Railroad Company a new location. The concern demands 600,000 feet of second growth ash annually and the certainty of a supply for ten years.

### CADILLAC

C. E. Chenevert of Defiance, Ohio, has finished the cutting of 1,000 pieces of hardwood timber for export to England. In addition, he has cut fifty pieces of square timber from pine to be exported, a rather unusual thing for this country. Mr. Chenevert has worked in Wexford county for three or four years.

There is still some good timber in the vicinity of Austin. John Stansell is shipping to the shipyards on the Clyde, via New Brunswick, three cars of rock elm logs of finest quality. None of the logs is less than 18 inches across the end and run from 12 to 32 feet in length. They are to be squared and used in ship construction.

The East Jordan Cooperage Company's dry kilns and stock was burned February 24, causing a loss of \$13,000. The kiln will be rebuilt at once.

The Charlevoix Lumber Company has completed its lumbering operations at Twin Lakes. It will run its Charlevoix mill another year to cut its up-lake timber.

It is stated at Lansing that the railroads are planning to attack the rate of taxation under which they are assessed by the State Tax Commission. There have been a number of conferences of railway officials relative to mode of attack who made a demand on the tax commission for copies of the proceedings of the commission in reviews of the general property which was refused.

Antoine E. Cartier, the pioneer millionaire lumberman of Ludington died March 1, as a result of acute kidney trouble. He was seventy-four years old. Mr. Cartier was identified with Ludington's early history, was a public-spirited man and mayor of the city in 1880 and 1881. He was president of the Northern Michigan Transit Company and head of the Cartier Lumber Company.

Frank J. Cobbs, vice-president and secretary

of Cobbs & Mitchell, Inc., and wife are spending the balance of the winter at Los Angeles, Cal.

Charles T. Mitchell, vice-president and manager of Mitchell Brothers Company has returned from a month's trip to the West Indies Islands.

Henry Ballou, superintendent of Cobbs & Mitchell, Inc., has returned from a three weeks' trip to New Orleans, La., Havana, Cuba, and other points.

Fred A. Diggins, Joseph Murphy and D. B. Kelley, prominent Cadillac lumbermen, have returned from a three weeks' trip to Texas.

Traffic on Lake City branch of G. R. & I., also Northport branch of same road, has been especially hindered because of the deep snow. One hundred men on each branch have been shovelling for several days to open up the tracks. The logging roads have also had their trouble in keeping their lines open. However, the thaw of the past few days has helped very materially in clearing away the snow.

Contractors having the job of decking logs for the Cummer-Diggins Company will have finished their work within a week or two. Edward Wing has decked 1,800M feet at Peru Siding without an accident to mar the winter's work, which is considered by woodsmen to be a sign that men are becoming more careful in woods work.

William Hayden will soon finish decking 1,500M feet of logs at McPherson, and Frank Skillet's contract for 500M feet at Peru Siding is about completed.

Tom Denton, of square timber fame, finished his cut of square timber at Mesick recently. He cut 1,200 pieces of excellent timber at Mesick; also 400 pieces in Henderson township on the R. G. Peters Salt & Lumber Company's land.

### GRAND RAPIDS

Fred I. Nichols of the Nichols & Cox Lumber Company, L. L. Skillman of the Skillman Lumber Company, and Charles Dregge of the Dregge-Grover Lumber Company have returned from the convention of wholesale dealers held at Cincinnati and report a very enjoyable time.

Z. Clark Thwing, manager of the Grand Rapids Veneer Works, reports that business is booming in both dry kiln and veneer manufacturing departments. The stock of logs in the yards at the present time is the biggest in ten years and the company is expecting to do a record-breaking business during 1910.

Otis A. Felger, secretary of the Hackley-Phelps-Bonnell Company, has just returned from a business trip through the South. He reports an improved tone in the hardwood market and a

better feeling. With a marked improvement in weather conditions, stock is moving much better and all desirable lumber is on a rising market. Cars are still hard to get, which is the one bad feature in the present situation.

"Business, in general, is very satisfactory," says E. F. Miller of the Engel Lumber Company, George Engel, president of this company, is now greatly improved in health and is able to work at the office and yards every day. The company has cut about two million feet of logs this winter in the vicinity of Floodwood siding, on the Pere Marquette road, in Clare county, and since its mill at this point was destroyed by fire last fall it will be necessary to hire the logs sawed.

"We shall be fully settled in our new building by the end of the month," says President Rice of the Rice Veneer & Lumber Company. "Business is picking up right along with us."

Henry S. Holden of the Henry S. Holden Veneer Company has returned from a business trip to the company's southern plant at Norfolk, Va.

The Wilmarth & Mormon Company, manufacturers of pulleys, drill grinders and factory tools, report a fine business. The shop equipment has been increased, with an increase, also, in the working force of about fifteen per cent.

The recent death of John Widdicomb of the John Widdicomb Furniture Company has resulted in reorganization of the company, with an increase in capital stock to \$500,000. The new officers are as follows: President, Harry Widdicomb, Jr.; vice-president, Ralph H. Widdicomb; secretary-treasurer, Burt A. Hathaway.

The Grand Rapids Car Loading Company, a private concern organized two years ago to handle carload shipments of furniture to distant points, has been purchased by the Grand Rapids Furniture Association, made up of the leading local manufacturers. E. L. Ewing, traffic manager for the association, will also have charge of the car-loading business in the future.

Marcus Schaff of the upper peninsula is Michigan's new state forester. He has just returned from a trip through northern Michigan and says that the first important question for the state to consider is the proper protection of its reserves from fires. Instead of planting more trees, he will urge the preservation of the trees that we now have.

George E. Donner of Cheboygan, who has completed a five-year lumbering contract for the Wylie-Buell Company, recently cut one of the largest elms known in that section. It measured six feet three inches across the stump and scaled 4,448 feet.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

The situation in Chicago is gradually getting back to the normal condition, most prices meeting those that prevailed before the panic and some showing considerable advance over any former figures. This can be said of quartered oak and the higher grades of birch especially. Owing to the enormous demands of some big Chicago companies, as well as to the increasing popularity of this wood, the upper grades of birch are exceedingly short and will continue to increase in value until checked by their own high price.

Air-dried birch is quoted at from \$38 to \$40 in firsts and seconds. The fact that a large amount of stumpage must be cut to supply the demand for high qualities results in overproduction of the low grade stock, hence the prices on low grade are not as high as might be expected. No. 1 common is worth \$24, No. 2 common bringing \$18.

Quartered white oak brings an average of \$80, and no good substitute has yet made itself evident. This figure shows a slight inclination to decline on the part of quartered oak, the falling off probably being due to the increase in price, which has already reached a figure beyond the means of many people.

Upper grades red oak are still in good demand, but few firms reporting a full stock. Firsts and seconds inch plain white oak are listed at about \$60.

High-grade hickory plank for wagon stock sell in this market for as much as \$55, the supply being commensurate with the demand.

Following prices prevail for cherry in the Chicago market, eastern and western stock being included: Firsts and seconds are worth from \$75 to \$80; No. 1 common, \$40 to \$45; No. 2 common, \$22 to \$26. Indications are that the prices on the better grades of cherry used for fine cabinet work will continue to increase until, as with other similar woods, they

have been placed it beyond the reach of the ordinary individual.

While good basswood is in very good demand and prices all that could be expected, the lower grades are still pretty unsteady.

Walnut shows the usual healthy condition, the best grades bringing from \$85 to \$95, depending on the stock. No. 1 common is worth from \$40 to \$50; No. 2 common from \$20 to \$25. Stocks are fairly plentiful.

Three-inch first and second maple is selling locally as high as \$40; one-inch stock showing a commensurate value of \$33. While the demand is excellent, thus far there has been no difficulty encountered in filling orders.

The elm market shows no appreciable change, quotations for the last month remaining in effect.

The first four grades of cypress are selling for \$45, \$40, \$30 and \$22.

The opening spring building trade has boomed the hardwood flooring business to a considerable extent, prices being favorable and orders excellent.

### NEW YORK

The hardwood market at New York shows a much better tone all along the line with the opening of spring. There is more activity noted among the retail mill work dealers, many of whom report a better trade for the year thus far than they enjoyed even in the late summer months, and the general feeling prevails that the spring season will produce a large amount of desirable business in all consuming lines. This activity on the part of buyers and consumers is being reflected in the wholesale market, and hardwood stocks of all kinds are moving more freely in all branches of the trade. The chief difficulty which seems likely to concern the spring trade will be in the matter of supplies, particularly good-grade lumber. Stocks are short at mill points which with the large increase in demand is keeping wholesale buyers scurrying in order to pick up their requirements, and there is no question but what the next sixty days will see prices moving up on a higher range of values, especially on good-grade lumber, with a very fair promise of low-grade moving up in sympathy. Taken as a whole, the general situation seems to be very promising for the hardwood trade for the spring and early summer.

### BUFFALO

The main question with the lumberman is where to get stock enough to meet his sales. This state of things has been true for quite a long time in the straight hardwood trade, but now that other woods have been added it remains quite as true. It is easy to push side woods so that they will take the place of certain hardwoods, but they do not always promise to last any more than hardwoods themselves do. One hardwood firm reports that it has sold a million feet of cypress this year and others are going into yellow pine.

Buying is as brisk as ever. As one of the dealers says, if anyone has any stock he is a very poor salesman if he cannot sell it. In most hardwoods the best market is for common and better, but if one has oak, chestnut, elm, basswood or maple he can sell it without much effort. A few of the dealers with southwestern mills behind them are now saying that they have some quartered oak in sight, but others say that there is a prospect of chestnut giving cut almost as completely as birch has done, and if it does it is going to be hard for the oak, as chestnut has been put in to replace it a good deal of late.

There is a big demand for maple, and white ash is doing decidedly well, but a dealer who

tried to pick up some black ash here the other day says he could find but very little.

### PHILADELPHIA

The first part of February showed a falling off in hardwood trading, but of late there has been a manifest improvement, and hardwood dealers are more encouraged over the outlook. However, there is no gainsaying the fact that there has not been the acceleration in the lumber business or in business generally that was predicted in the early winter, which nonfulfillment of promise to a wide extent is the result of the frequent storms, which have naturally interfered with prompt shipments. Railroads have been blocked and, in consequence, the unloading and transportation of merchandise has been accomplished only at an exceedingly advanced cost; in many instances a cancellation has been unavoidable, or at best a most undesirable delay in deliveries.

The hardwood end of lumber on account of the scarcity of stock at the mill centers has held firm prices, and orders are coming along more freely. The strikes in Philadelphia and in the near territory have hampered in no small degree and naturally had a disquieting effect upon the industries generally.

### PITTSBURG

If the hardwood business does not show a big gain in the next thirty days, every wholesaler in Pittsburg will be greatly disappointed. A gain was expected in February. No doubt it would have materialized had it not been for the extreme cold weather, the shaky condition of Wall street and threatened labor troubles. The first objection is now removed. The second is fast disappearing and the third, while still present, is not likely to seriously affect this district in the light of present prospects. On the other hand, conditions are steadily shaping themselves now for a good spring trade in hardwood. Building projects which have been on the boards for months are beginning to be let. Retail yards are once more moving stock out to contractors and builders. Big jobs of railroad and construction work are being started or resumed and purchasing agents have been ordered to secure quick deliveries of lumber. Inquiries are much improved and there is a general scarcity of stock at the mills.

Prices of hardwoods have held remarkably steady considering the unfavorable conditions which the market had to compete with. In fact, there have been no reductions. In several lines, such as white oak, hickory, ash and walnut, higher prices have been paid during the past six weeks than for two years previous. Stocks of these woods have been at practically low point for the past twelve months and shrewd buyers are coming into the market with all speed to corner any good lumber which can be secured for early spring delivery. It will take many of the country hardwood mills from sixty to ninety days to get square with their shipments already ordered and this will help to put a bulge on prices in April and May.

### BOSTON

The feature of the hardwood market continues to be the strength displayed in all sections of the country, and this without an active demand. Just an ordinary business is all that can be reported with possibly a few exceptions. No manufacturer is trying very hard to force business. Buyers admit the strength of values and state they cannot buy on as favorable terms in some cases as they could a few weeks ago. Although the general demand is not heavy at present, most dealers entertain cheerful views of the future. They believe the spring business will be satisfac-

tory, even with prices high. The lower grades of hardwoods are coming in for more attention. Retailers in this section are carrying moderate-sized stocks and offerings of dry lumber are not large. Automobile manufacturers are busy. A report from one of the largest makers shows their product for 1911 is practically sold at this time and another company plans to produce a thousand cars a month for the next year. Many mills have been handicapped for several weeks by the weather. Veneers are in better demand, with offerings of fair size.

A very firm market is reported for quartered oak and prices are higher. A leading wholesale dealer stated this week that it is not safe to take an order unless one owns the lumber, as it is very difficult to find mills in a position to accept prompt delivery orders. Plain oak is also very firmly held, with stocks far from burdensome. Maple flooring continues firm at the recent advance and prices tend upward. There has been an excellent export demand. Basswood has been attracting quite a little attention in this market. There has been no abatement in the strength of the market for cypress. Manufacturers continue to insist upon full asking prices, which in many instances show an advance. Whitewood is also well held. Ash and birch are firm. A moderate demand is reported for North Carolina pine.

### BALTIMORE

Though developments in the hardwood trade during the past week have not been of special moment, the movement continues to increase steadily and has now attained a fair volume. The numerous interferences with operations at the mills have restricted the output until it has fallen rather below ordinary proportions, while the demand has been sufficiently active to take up all the stocks offered, the result being that the mill men are enabled to ask and obtain satisfactory prices. With the exception of some eastern points, which salesmen have apparently visited in inordinate number, the trade seems to be in good shape, yardmen buying with considerable freedom, and showing a disposition to meet the terms of the manufacturers. Low-grade stocks, say some of the hardwood men, are offering with rather more freedom than is conducive to acceptable returns, but even in this respect the situation is stronger than it was some time ago.

Of note in the local building world are the proposed million dollar hotel in the center of the city and the addition to the Fidelity and Deposit Company's building, which will cost more than a million. These and other structures will consume large quantities of fine hardwoods, and will contribute to the improvement in trade conditions to be looked for. The railroads and furniture manufacturing establishments are in the market for lumber of all kinds, and the yards are preparing to take care of unusually large wants. Much uncertainty still prevails regarding the foreign situation, but the tendency appears to be toward a better demand, with higher prices. From some of the foreign centers large accumulations are reported, while in others the selection is not as free as it should be. At any rate, the foreign buyers show a willingness to forego some of the conditions which they insisted upon very strenuously not so long ago, and exporters have been asked to bid in a number of big orders. In view of all the circumstances the mills feel warranted in pushing operations as much as possible. It seems now as though there would be room for all the lumber that can be produced.

### CLEVELAND

The Cleveland market here seems to be strengthening considerably, the call for the higher grades especially being better during the

past month. Dealers here look for a big business during the spring and summer months, especially in the building line. The hardwood flooring business is constantly improving.

Poplar in wide widths still holds the center of the limelight in the manufacturers' field. The auto body companies can't get enough of it. Both quartered and plain oak are in good demand. The call for other lines of hardwoods, however, has not increased much above the normal as yet.

### COLUMBUS

The brighter weather which prevailed during the early part of March had the effect of increasing the demand for all varieties of hardwoods in Columbus and central Ohio. Prices have shown more strength under this influence and everyone connected with the trade expresses an optimistic view of the future. Manufacturing establishments have continued to operate steadily and their orders for materials have been slowly increasing. The same is true of the demand from the yard trade. There have been no declines in any variety or grade and the whole tendency of quotations has been to advance. It is believed that with the breaking up of the severe winter the hardwood market will become stronger and the sales will be larger. A car shortage together with a lack of motive power on some of the railroads having southern connections have been about the only drawbacks to the markets. Shipments have been delayed as a result in some quarters. Bad weather has also prevented the movement of stocks from the mills to the railroads.

The demand for quartered oak continues to increase, which with a limited supply keeps prices to the high point. There is also a good demand for both red and white oak. Poplar is one of the strongest points in the market and prices are firm. Wide sizes ranging from 24 to 27 inches bring about \$145 at the Ohio river, and sizes ranging between 18 and 24 inches \$125. Ordinary sizes are also strong in all grades. Chestnut is one of the steadiest woods on the market, with prices stronger. The same is true of ash, which has recovered from its weakness of the midwinter season. The demand for basswood is steady. Hickory is in good call. Hardwood flooring is now attracting more attention and the entire list shows a tendency to improve.

### TOLEDO

Oak, both plain and quarter-sawn, continues to lead the local hardwood market. According to reports from local concerns there is no trouble in selling all the oak to be had at fair figures. The poorer grades of poplar are plentiful and a trifle weak at the present time, but the better grades are strong. Inch stuff in widths from fifteen to twenty inches has recently moved at about \$70, while widths ranging from twenty-four inches up are selling from \$125 and over, depending much upon how badly the buyer wants it and how badly the seller wants the money. In fact, no regular price can be named for poplar that is suitable for automobile bodies. High-grade birch is scarce and not only is the local supply very limited but shortage is reported from the mills. Prices have advanced in some instances as much as \$4 since the first of the year, and the price tendency is all upward at present. Boxing materials continue to enjoy an active demand, and while the supply is abundant, prices are holding up well. Factory demand for all kinds of hardwoods is normal, and hickory, oak, ash, chestnut, birch, beech and even elm are finding ready sale. Dealers are still inclined to buy heavily and have lost none of their confidence in the prospects of the coming season. Shipments are coming in more promptly, but there is still some trouble in the Michigan district, and hardwood consignments

from that section are badly belated. The hardwood demand from the building end of the business has picked up considerably during the past few days and a number of large contracts which have been closed will supply a market for large quantities of various kinds.

### EVANSVILLE

The market continues good and it is certain the pleasant weather now prevailing will make March a big month in the lumber business, as quite a number of local dealers were behind with shipments on account of severe weather conditions. Mills are now running steadily, having plenty of logs to run on until the logging season opens up a little later. Local factories are having a good business at present, some being behind with orders. The call for poplar is still good with prices improving. Plain oak is in brisk demand, as is ash, especially in the common grade. Quartered oak, both red and white, enjoys its usual activity.

### INDIANAPOLIS

The spring trade has opened up nicely, now that winter has broken and the thaw is over. Hardwood manufacturers and dealers say they have some most satisfactory orders on their books and that there is more business in sight.

Manufacturing concerns using hardwoods are all running full time and are placing some orders, although many of them seem to be well stocked from last fall. Prices are practically unchanged, with the principal demand for all grades of oak and poplar.

### MEMPHIS

Lumber interests here continue to take a cheerful view of the outlook. Business in domestic circles is good and there has been considerable improvement in export business during the past few weeks. In fact, some of the exporters here take the view that business in their lines will be very good this spring and summer. Lumber interests have had considerable difficulty in operating their plants during the past few weeks because of continued sleet, snow or rain, but the way appears to be entirely clear for them just now. Manufacturing interests do not attempt to conceal the fact that they are manufacturing lumber as rapidly as possible. They state that conditions have improved to such an extent that they are thoroughly justified in this course and they furthermore declare that it is necessary for them to continue in steady operation if they are to have enough lumber ahead to meet the requirements of the late spring and early summer trade. Salesmen on the road are reporting very satisfactory business and orders taken by mail are of good proportions.

There is a splendid demand for high-grade oak and ash and a good movement is noted in the upper grades of cypress. Cottonwood is moving more readily in the higher grades and both firsts and seconds red and sap gum are in good demand. Red is very much wanted, especially in stock two inches thick, the supply of which is very light. Red gum is bringing better prices now than for a long while and the supply on hand is none too large. Cottonwood box boards are particularly firm and offerings are comparatively small.

The excellence of the demand for box boards made of this lumber has led to increased inquiry for gum box boards. There is not much poplar for sale in this market and what is offered is readily taken. Low-grade ash and oak move well and there is also a very good demand for shops and selects in cypress. The lower grades of cottonwood and gum are improving in tone and there is decidedly more business under way.

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Numbers one and two common red gum are in good request, but the lower grades of sap gum do not move quite so readily.

#### NASHVILLE

General satisfaction over the business for the month of February just passed is expressed by the Nashville lumbermen. In fact, it is frequently stated that it was the best February for several years past and at least fifty per cent better than February of 1908. Prices are regarded as satisfactory and the movement of timber is active enough, especially in the upper grades of poplar, oak and ash. Some of the dealers seem to fear the nightmare of scarcity of stocks in the future, while others are not so much afraid of it, knowing that scarcity of stocks means better prices, according to the law of supply and demand. Admittedly at this time, however, dry hardwood stocks of the good grades are scarce, and such stocks are broken as well. The recent heavy tides in the Cumberland have caused liberal receipts of logs. The local mills are quite busy filling their numerous orders. Heavy demands on the part of the railroads for construction material are reported. Some improvement is noted in low-grade hardwood stocks. Gum is in this list and cottonwood. The local dealers are all looking forward to an active spring trade in all departments. Reports reach them that stocks in the East are scarcer than usual and this in turn affects the local demand.

#### BRISTOL

With a few weeks of good weather, which now seems probable, after some months of the roughest this part of the South has ever experienced, hauling from country mills will begin and this will greatly add to the supply from this section. However the rural mills have done very little during the winter. There is a great scarcity of the higher grade stocks in the yards of this section, while several bandmills that have been closed will be started again. Several smaller mills are being installed. The railroads report traffic heavy and indications are that there will be much activity in business generally, as well as the lumber business, during the spring and summer.

#### LOUISVILLE

Although the low grades of hardwoods are still rather sluggish, the upper grades of nearly all items on the hardwood list are in much better demand than at any time since the opening of the new year. The demand is strong, with a tendency toward considerably higher prices. The fact that the severe winter made it impossible for the mills to begin operations until late has decreased the available supply of dry lumber, and those with large stocks are congratulating themselves. Calls for quartered oak and plain oak are coming in volume from the furniture factories and the planing mills, while the automobile body manufacturers continue to repeat orders for the best grades of wide poplar. Mahogany, owing to heavy building operations in the cities and the activity of the car builders, is in strong demand, while veneers are being bought in larger quantities than ever. The general line of hardwoods and allied industries are in splendid condition.

#### ASHLAND

Manufacturers are not receiving the amount of timber they had expected on the recent tides and are becoming somewhat alarmed for their timber supply to keep their mills going this season. Most of them have received a fair

supply, but nothing compared to what they have received in former years up to this time. The demand for lumber continues to increase and inquiries as well as orders are plentiful. Buyers are experiencing trouble in finding dry stock to satisfy their wants. It is the opinion of manufacturers here that the next six months will find the supply of dry stock very scarce, much more so than at the present time, with prices considerably higher.

High-grade stock is moving very freely, with prices getting better. The lower grades also are becoming more active than they have been for the past two years. The mills which make a specialty of car stock and planking report the receipt of orders, some of which have had to be refused. Prices on this stock have materially increased the past sixty days and there is every indication of a still better price. Poplar panel stock continues to soar very high in price and the supply very much limited in dry stock. The box manufacturers are buying very freely of the No. 3 common and box grade poplar which has been very slow on the markets for two years.

#### ST. LOUIS

The local hardwood conditions during the past couple of weeks have been rather quiet, owing to the general weather conditions. Cold weather has prevailed nearly everywhere in this territory. However, a good many sales have been made. Prices are quite firm on high-grade lumber and low-grade stuff is also firmer than for some time. The demand, too, for the latter has improved. The items most in demand are plain sawed white oak and quartered red oak, both in the upper grades. High-grade ash, first and second red gum and cottonwood are all in good demand. Buyers seem inclined to hold back orders, hoping for slightly lower prices, but those best informed state that instead of a weakening in price, there will be a stiffening. The factory and shop demand is improving. Inquiries are coming in from retailers very freely and the general outlook is excellent for a good spring trade.

#### MILWAUKEE

The inability of the railroads to furnish sufficient number of cars to meet the demands of the trade and the general slow movement of freight is causing considerable inconvenience to the general lumber trade of Wisconsin. The general tie-up means much at this time of the year when the near approach of the building season necessitates the placing of large orders.

While retailers are proceeding carefully about ordering stocks because of the traffic situation, excellent inquiries are being received by jobbers and every indication points to a busy spring trade. The brightest feature of the Milwaukee situation is the fact that factories in general are placing larger orders daily. The sash and door plants are now operating at full capacity in preparation for the building season and finishing and hardwood flooring establishments are all busy. Furniture manufacturers are all laying in good stocks also.

Low-grade stocks are in much better demand than they have been for some time. Plain and quartered white and red oak is wanted, as usual, and the supply of better grade stuff is getting low. Higher grade birch, poplar and basswood have advanced. Considerable improvement is taking place in hardwood flooring.

#### MINNEAPOLIS

Wholesale dealers here complain that their country trade is held back by inability of the railroads to furnish cars. Their trouble is all with carlot orders, as under present conditions



the roads are rushing the higher class freight and making lumber wait. When hardwood stock is sent in small quantities and at less than carload rate, it is delivered with fair promptness. The demand is fairly good from outside towns for flooring and wagon stock, and good prices prevail.

City trade continues fairly brisk from the factories, and is limited chiefly by the available supplies of factory hardwood. Oak from the South is taking an active place in present transactions. No. 1 and No. 2 birch are so well cleaned up that it is not so much a question of price as whether the stock can be obtained. Basswood uppers rule very strong. Maple flooring is selling well on advanced prices. There is a better situation with regard to low-grade stock. The box demand has improved to such an extent that prices are getting stronger on the low grades of pine. This has helped hardwood culls somewhat. A good call is reported for birch culls. Basswood culls are about out of the market.

### SAGINAW VALLEY

The market is strong and prices very firm with an upward tendency for some grades and these are much higher than last season. Sales have been so free that there is no excess accumulation of dry stock and lots of lumber has been sold to be cut, particularly maple. No. 3 has been sold up close to an advance of about \$1 per thousand feet. Lumber is moving freely. A large quantity of maple flooring is being shipped out. The stock of available basswood is small and dealers are asking here \$27 and \$32. No. 2 common maple brings about \$22 and \$25 and the trade would take more than is being offered at the moment. There has been less doing in beech than any other hardwood commodity. The market is strong for birch and sales have been reported at \$23 and \$26. Elm is moving fairly well at \$26 and \$30, a lot of it being used for auto and carriage bodies. The limited quantity of ash in manufacturers' hands is quoted at \$32. Trade conditions are good and there is much confidence in the situation. Some firms at mill points north of Bay City have not shipped as much as they would have, had cars been available.

### CADILLAC

Lumber trade conditions in Cadillac are normal with many inquiries for maple and birch upper grades which cannot be furnished because of shortage of dry stocks. Generally the stocks of all dry hardwoods are low, including No. 3 common. Hemlock is moving but slowly. Weather conditions in this vicinity have hampered the moving of traffic and, consequently, a very small proportion of the orders have moved the past two weeks.

### LONDON

The London hardwood market can only be described as dull. The last arrivals from Philadelphia and New Orleans consisted of the usual parcels of whitewood, black walnut, oak and satin walnut with some hickory logs. It is very difficult to effect business for forward shipment, and although exporters are anticipating a still further rise in values, buyers are holding off. The scarcity in America of prime whitewood is beginning to be felt here and any prime stock that comes forward is quickly picked up. There is a slightly better demand for clear saps and medium, but culls are weak. In quartered oak the volume of business is limited, owing chiefly to the high prices quoted by shippers, but plain oak is in fair demand. There is a steady call for medium satin walnut, but prime

is slow of sale. Black walnut has been in poor request for some time now. Business in mahogany still continues on somewhat restricted lines.

### LIVERPOOL

The trade here is gradually settling down, after the disturbance of the general election, though many people of both parties regret the indefinite nature of the result. Shippers, however, need have no fear of the "Tariff Reform" policy being introduced by this parliament, at any rate, though it is generally considered that the present parliament will be short lived. Most people look for an election in twelve months time, when the danger to shippers of new duties on manufactured hardwoods will be more serious.

Business in England is not too good at the moment, though it must be said that it is improving. The hardwood position is distinctly firm. Oak planks, both wagon and coffin, are in much request, especially prime quality, and even the usually unsalable "rejects" are finding a fair market. Ash planks are particularly strong and shipments, especially of No. 1 common, in all thicknesses would find a ready sale. Ash logs are still strong and commanding high prices, especially second growth wood. The latter is easily commanding fifty-four cents per cubic foot on the quay here. Hickory is still scarce, in spite of the heavy arrivals. Prices realized have been very high and buyers are still scrambling for stock. The demand for hickory has never been so large as at the present time and shippers are advised to send all their available supplies to this market. The prices obtained will repay them. The mahogany sales of February 16 and 17 were attended by a large number of buyers, and prices realized were much higher than the last average. It is thought that prices will go even higher at the next sale.

### BARGAINS IN REBUILT WOOD WORKING MACHINERY

Every Machine Thoroughly Overhauled and Tested Before Leaving Our Shops

1 30-in. 3-Drum Invincible Sander  
1 30-in. Single Drum Berlin Sander

1 Iron Double Circular Saw Table

1 44-in. McDonough Band Resaw

4 9x16 Baldwin 36 in. Gauge Locomotives

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ing and Pulleys

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# Advertisers' Directory

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# Wanted and For Sale -SECTION-

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## LUMBER FOR SALE

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

1x18" & wider, 1st & 2ds, red.....	\$40.00
1x13 to 17" 1st and 2ds & box boards, red and sap.....	35.00
1x6 to 12" 1st & 2ds, red.....	32.00
1x4" & wider No. 1 com., red.....	22.00
150 M ft. 1x6 to 12" 1st & 2ds sap.....	22.00
55 M ft. 1x4" & wider No. 1 com.....	15.00
180 M ft. 1x3" & wider No. 2 com., sap and red.....	10.00
80 M ft. 1x3" & wider, log run, sap and red.....	16.00
24 M ft. 1x13 to 17" 1st and 2ds, tupelo.....	35.00
47 M ft. 1x6 to 12" 1st & 2ds, tupelo.....	26.00
24 M ft. 1x4" & wider No. 1 com., tupelo.....	16.00
50 M ft. 1x3" & wider No. 2 com., tupelo.....	11.00
70 M ft. 1x3" & wider log run tupelo.....	17.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa....	16c	Richmond, Va.....	9c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y....	23c
Pittsburg, Pa.....	21c	Springfield, Mass..	26c
Cleveland, O.....	24c	Schenectady, N. Y.	23c
Detroit, Mich.....	25c	Rochester, N. Y....	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erie, Pa.....	23c
Elmira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y.	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C. 9c			

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.

AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### FOR SALE

One car 4-4 Hard Maple, No. 1 Com. & Better.  
One car 8-4 Soft Elm, No. 1 Com. & Better.  
Three cars 4-4 to 16-4 Ash 1sts & 2nds & No. 1 Com. JOHN T. GRAFTON, Detroit, Mich.

### FOR SALE

100,000 feet 1" bone dry No. 1 Common Gum, \$10 l. o. b. here. Three cars Oak and Gum squares 1½" and 2", 15 to 30" long. Cheap.  
JOE McCracken, Success, Ark.

### CHERRY FOR SALE

2 to 3 cars 4-4" No. 2 common Cherry.  
2 to 3 cars 4-4" No. 1 common Cherry.  
Nice, dry, band sawn stock.

EAST ST. LOUIS WALNUT CO.,  
East St. Louis, Ill.

## INDIANA QUARTERED WHITE OAK

For sale. Bone dry, three years on sticks, 28,000 ft. 1x10" and wider, 25 to 30% 12" & wider, 40 to 50% 14" & 16" strictly firsts and seconds. National rules, band sawn and trimmed, magnificent dashy figure. Will go for kiln-dried stock.

AMERICAN LUMBER & MFG. CO.,  
Pittsburg, Pa.

## WHO USES 5/8 NO. 3 COMMON BEECH?

We have bought more of the above crating than we can use this year. Will have eighty to ninety thousand feet to sell cheap. Can be shipped by water or rail. Send us your inquiry and we will give prices. Address

"BOX 25," care HARDWOOD RECORD.

## BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.

A. B. GARROTT,  
Fort Madison, Iowa.

## LUMBER WANTED

### WANTED

For spot cash, your cut of Poplar, Chestnut, Oak and Southern Pine. Let us know what you have on sticks and what you will cut in the next six months. Address

"BOX 31," care HARDWOOD RECORD.

### WANTED

5 cars 4-4 Basswood mill culls S2S & resawn.  
1 car 8-4 Basswood common & better rough.  
2 cars each 6-4 & 8-4 qtd. Oak, No. 2 common Red or White.  
1 car 20-4 White Ash, log run, green or dry.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

## Want to buy the following: CLEAR TOUGH WHITE OAK.

2,000 pcs. 1½x1½x48, eveners.	
40,000 pcs. 2x4x40"	
4,000 pcs. 2x4x48"	
5,000 pcs. 2x4x60"	
2,000 pcs. 2x4x66"	
15,000 pcs. 2x5x82"	
1,000 pcs. 2x5x86"	
500 pcs. 2x5x74"	
200,000 pcs. 1½x2¾x30 single trees.	
3,000 pcs. 1½x2¾x35"	
30,000 pcs. 2½x4¼x48 to 3¾x7x80 plow beams.	
40,000 pcs. 1½x4¼x48, handles.	
10,000 pcs. 1½x2¼x54"	
7,000 pcs. 1½x2¼x60"	
10,000 pcs. 1½x2¼x54"	
10,000 pcs. 1½x2¼x60"	
1,000 pcs. 1½x2¼x60"	
1,000 pcs. 2x3x68"	
2,000 pcs. 1¾x3x48"	
1,000 pcs. 1¾x3x11"	
2,000 pcs. 1¾x4½x32"	
100,000 pcs. neckyokes, 2½" center dia. x 40" long, turned to pattern.	

Name prices on stock f. o. b. Chicago rate of freight, on any or all of above.

We are cash buyers.  
D. K. JEFFRIES & COMPANY,  
615 Pullman Building, Chicago, Ill.

### WANTED.

1" 1sts and 2nds red and sap gum.  
1" No. 1 common plain white and red oak.  
2", 2¼" and 3" No. 1 common and better elm.  
C. & W. KRAMER CO., Richmond, Ind.

## SARGENT LUMBER COMPANY.

Chicago.  
Wholesale Lumber,  
Hardwoods and Yellow Pine.  
WILL REMOVE MARCH 1st to  
S12 Great Northern Building.

## WANTED—WALNUT LUMBER AND LOGS.

I want all grades of walnut lumber, either green or dry. Also good walnut logs 16" and up for export. Cash and inspection at shipping point.  
HARRY L. FLETCHER,  
2999 Virginia Place, E. St. Louis, Ill.

## TO MANUFACTURERS AND EXPORTERS.

We are in want of dry oak, ash, gum and walnut lumber in all thicknesses and grades. Write us what you have to offer and state lowest prices c. l. f. London.

THE LONDON HARDWOOD CO., LTD.,  
11-12 Clements Lane, Lombard St.,  
London, England.

## WANTED.

25 carloads of tough Oak strips for bending purposes. Strips to measure ¾" thick, 1½" wide, 6'2" long. Must be strictly clear.  
LOUIS RASTETER & SONS, Ft. Wayne, Ind.

## WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1½" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

## WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 2558 S. Robey St., Chicago.

## WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
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## MACHINERY FOR SALE

### FOR SALE

One No. 16-19x18 medium speed, center crank, automatic cut-off Engine. Class A. Built by Erie Engine Works. Dia. of cylinder and length of stroke 19x18; speed range from 150 to 200; H. P., 200 to 300. Size of governor wheel, 78x20½, which may be used for belt wheel; size of belt wheel, 78x20½; dia. of shaft, 7½"; length of journal, 14½"; dia. steam pipe, 6"; dia. of exhaust pipe, 8". This engine is complete, having been run 6 months from June 1st to Jan. 1st. Our object in selling is that we have installed one large 500 H. P. Corliss engine.

A bargain for some one who needs an engine of this size and kind. For further particulars write  
THE GORHAM BROS. CO.,  
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## FOR SALE—HAULING TRUCKS.

We have for sale four, six to eight-ton capacity self-tracking hauling trucks, suitable for hauling timber of any kind with traction engine or teams. Six-inch steel tires. First-class condition. KELLOGG SWITCHBOARD & SUPPLY CO., Escanaba, Mich.

## FOR SALE.

Timber Sizer, Atlantic Works, 28"x14", good condition, now in the South.  
HERMANE MACHINE CO., Williamsport, Pa.

## FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,

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Stumpage on 60,000 acres in Tennessee. Mostly hardwood, 200,000,000 feet, including railroad ties. Adjacent to two important railroads. Branch lines will be built.

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IN THIS COUNTRY  
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4,500,000 feet white oak stumpage in West Virginia on railroad; also 3,389 acres in fee carrying over 20,000,000 feet timber (14,000,000 white oak), three miles from railroad; also tract in Virginia carrying 30,000,000 feet red gum, pine, white oak, cypress, ash, poplar, practically on railroad; also another tract carrying about half the quantity of same varieties; also 3,000 acres in Kentucky carrying asphalt rock (best known material for surfacing macadam roads), timber, coal and iron ore; also Virginia farms. NICOL & RANDELL, Box H. R., Manassas, Va.

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with \$2,000 capital to invest in plant, making balusters, spindles, veranda posts, colonial columns, etc. Plenty waste around plant free. Lumber costs in log six-fifty per thousand. Machinery all located cheap. Can sell entire output. Dividend of 25 per cent almost sure. Write me for particulars. Address

"T. C. H.," care HARDWOOD RECORD.

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For sale; or would incorporate and sell part stock to secure operating capital. This is one of the best in the South. Might take in smaller proposition. If you can command \$10,000 to \$40,000 and will investigate quick, address

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First-class circular saw mill outfit complete, cheap, including Sinker-Davis saw frame with top saw, three block new carriage, 45 H. P. engine, 60 H. P. boiler and dynamo; plant now running and in the best condition. Address

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Experienced hardwood buyer and inspector located in West Virginia, Virginia or Kentucky to represent us on commission basis. Man who is familiar with mills in his vicinity and a hustler. Will make cash advances on all shipments. References. Address

"BOX 30," care HARDWOOD RECORD.

**WANTED VENEER SALESMAN**

Experienced in quartered oak and mahogany veneer, and with some experience in hardwood lumber. Address

"VS.," care HARDWOOD RECORD.

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Thorough knowledge of trade; good correspondent and well recommended. Address

"BOX 20," care HARDWOOD RECORD.

**WANTED.**

A young man as office assistant in our hardwood department. If possible, would like a young man who is a fairly good inspector, and having wholesale office experience, familiar with mills in West Virginia and Kentucky, as well as the selling end. A good opportunity to an ambitious young man of ability. Give age, experience, references and salary desired, in strict confidence. Address

"LUMBER JOBBER," care HARDWOOD RECORD.

**WANTED.**

First-class dimension stock man; one capable of taking charge of large department. Permanent position to right man. Address

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**WANTED.**

Hardwood lumber buyer for the states of West Virginia and Tennessee.

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to sell Northern Hardwoods to consuming trade in Chicago, Michigan, Indiana, Ohio and Pennsylvania. We are manufacturers. Address "Box A," care HARDWOOD RECORD.

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Hickory and Oak Spoke billets and rim strips. Car lots. With orders for rim strips we include spoke billets to work up waste.

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We are in the market for several carloads of oak and hickory dimension stock.

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Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.

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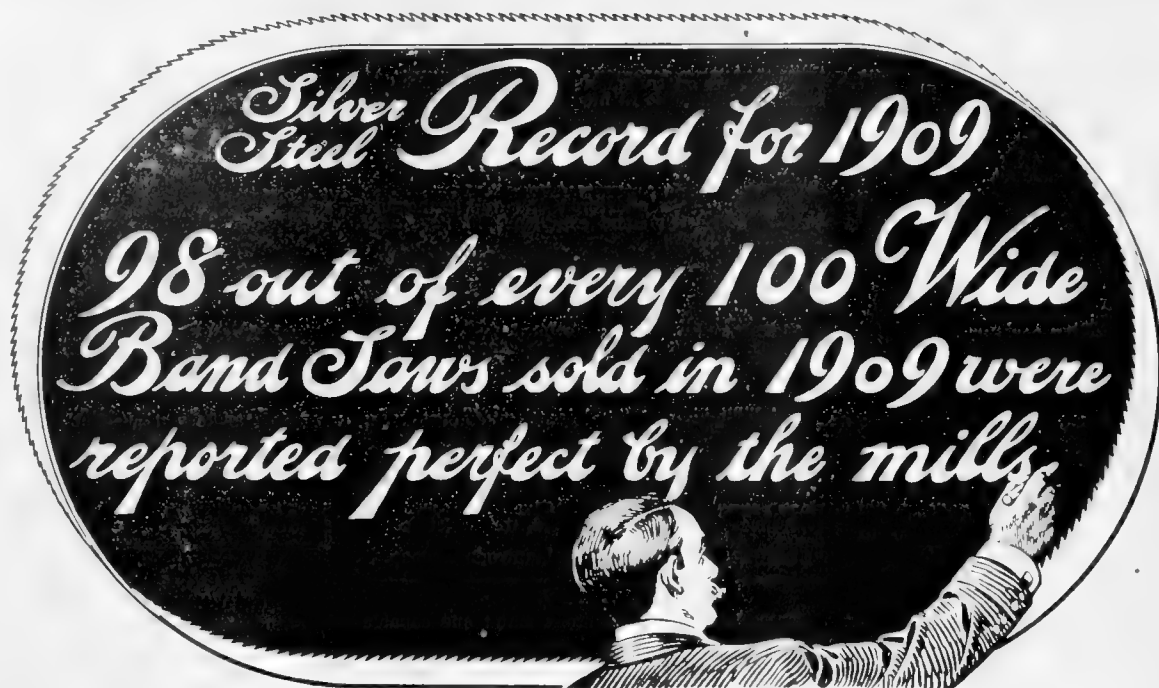
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That is the kind of a Saw for you. Reduce the cost of operating and increase your output. Less work in the filing room—fewer Saws to buy and more and better lumber. Just specify—

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# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Plano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAT. MAY 28, '89 APR. 22 '90

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SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

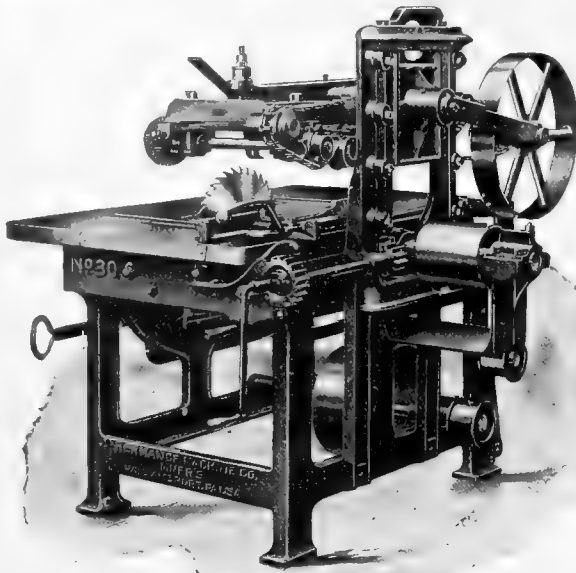
The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago



## A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances without adjustment. It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.

# HERMANCENCE MACHINE COMPANY

WILLIAMSPORT, PA.

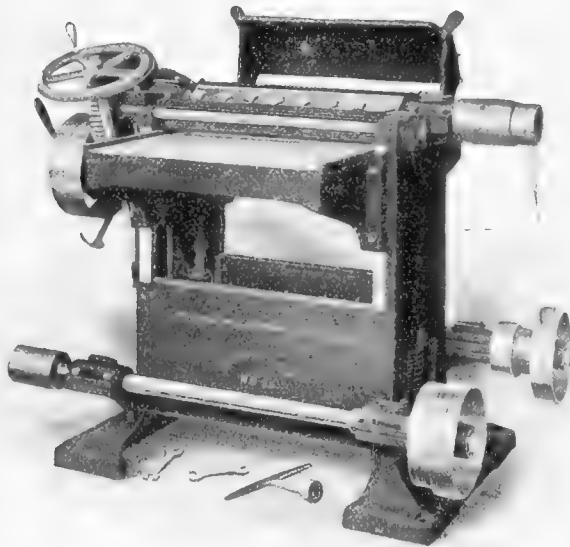
CHICAGO REPRESENTATIVES:

Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

## Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS  
CHICAGO, ILLINOIS



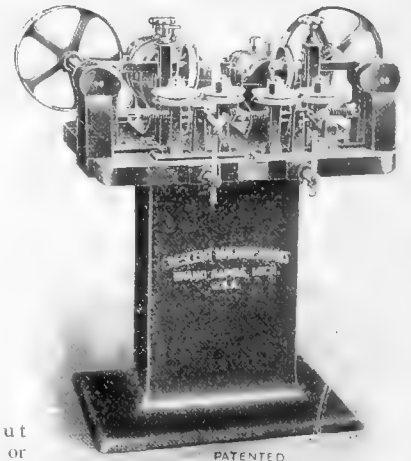
No. 35 SINGLE SURFACE PONY PLANER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

MOST PERFECT

## DOUBLE HEAD DOWEL MACHINE

These machines have two spindles running side by side, both spindles operated at the same time and by the same operator. Double No. 1 cuts from ¼-in. to 1-in. diameter; double No. 2 cuts up to 2-in. in diameter; double No. 3 cuts up to 3-in. in diameter. These machines are designed for the rapid production of round rods for all purposes, and have a capacity of 7,000 feet per hour and larger when required. Waste stock and every grade of stock may be turned without danger of it twisting off or clogging in the cutter head.



Write for Circular describing these machines in detail

## CRESCENT MACHINE WORKS

Manufacturers Patented and Improved Woodworking Machinery  
Grand Rapids, Michigan

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WOODWORKING MACHINERY MERCHANTS

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REPRESENTING EXCLUSIVELY

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CRESCENT MACHINE WORKS,  
of Grand Rapids.

WEST SIDE IRON WORKS,  
New Chicago Line.

## NEW COMBINATION

**The Foley Combination Band Saw Filing,  
Setting and Jointing Machine.**

Setting, filing and jointing can be accomplished in one operation, or separately, as desired. Puts smallest band saws or those up to 1½ in. width in best condition.

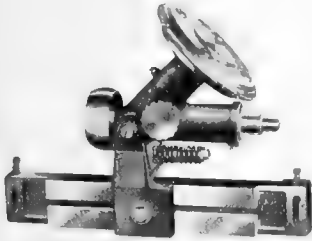
**Price \$50 f.o.b. Cleveland, O.  
Sent on 10 days' trial.**

**FOLEY MFG. COMPANY**

1228-1230 E. 3rd St.

CLEVELAND, OHIO

## THE SHERMAN FLOOR BORING MACHINES.



The Standard Side Boring Machine, shown herewith, can be attached to any machine to bore flooring run face down, and to belt from above or below. It has a slide so that drill head may set at any point along the matcher roll and for different widths of strips.

The manner of lubrication is entirely satisfactory and so arranged that grease is forced through entire machine by one grease cup and thoroughly lubricates every gear and bearing in the machine. There is a continuously revolving thrust bearing ring that takes the thrust from all bearings. This insures perfect lubrication, long life and easy replacement.

Drills don't break off inside this machine. The spindles project through the outer ring and the drills are screwed into the spindles. This construction admits of drills being

always easily and quickly removed or replaced by the use of pliers. No parts of the machine project in such way that they are liable to be caught by crooked strips of flooring being fed through matcher, thus providing against machine being forced from its fastenings and broken.

There are a number of other interesting features about this machine we shall be glad to tell you about. Write us. We also manufacture the Sherman End Matchers and Face Boring Machines for flooring.

W. S. SHERMAN CO., 495 Clinton St., MILWAUKEE, WIS.

## "The Porter" Line Comprises

Hand Jointers—7 sizes, from 5 in. up to 30 in.  
Wood Turning Lathes—5 sizes, from 12 in. to 24 in.  
Swing Cut-Off Saws—3 lengths, 6 ft., 7 ft. and 8 ft.  
Shapers—3 sizes.  
Pony Planers—24 in. wide.  
Post Boring Machines.  
Spindle Carving Machines.  
Rounding and Routing Machines and  
Safety Guards for Hand Jointers and Saws.



A Catalogue is Waiting for You

**C. O. Porter Machinery Co.**  
Grand Rapids, Mich. Michigan

Chicago Representative, Chicago Mach. Exchange

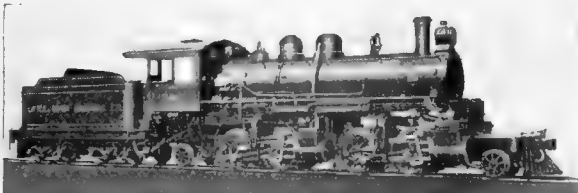
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Principal Offices and Works:

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Manufacturers of

## LOGGING LOCOMOTIVES



**MALLET ARTICULATED LOCOMOTIVE**

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive power and curves of short radius can be readily traversed.

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Can be quickly and cheaply driven with

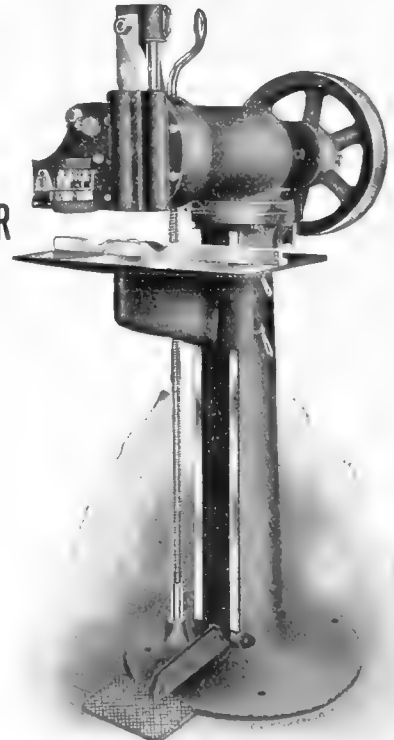
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CORRUGATED  
JOINTFASTENER  
MACHINE**

Made in Different  
Types to Meet  
All Conditions

Specially suitable for  
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sash, doors, blinds,  
screens, coffins,  
furniture, plumbers'  
wood-work, porch  
columns, boxes,  
refrigerators, etc.

Write for bulletins  
and prices.

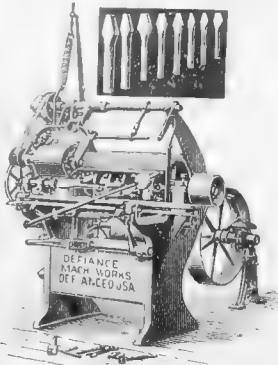
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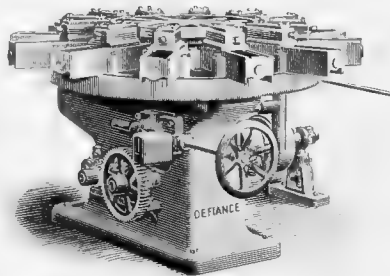
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## "DEFIANCE" Wood-Working Machinery

INVENTED AND BUILT BY THE DEFIANCE MACHINE WORKS, DEFIANCE, OHIO



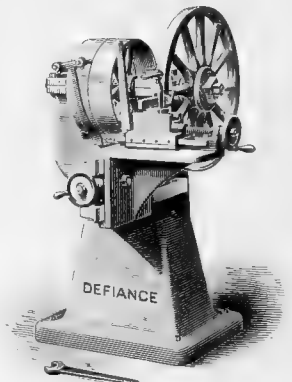
Automobile Spoke Lathe



Automobile Wheel Assembler

For Making  
AUTOMOBILE SPOKES, RIMS,  
WHEELS and BODIES, Carriage  
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General Woodwork.

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Automobile Wheel Sizer

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Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—  
Feeding Mill—and all other service.

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We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

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LARGEST TIMBER DEALERS  
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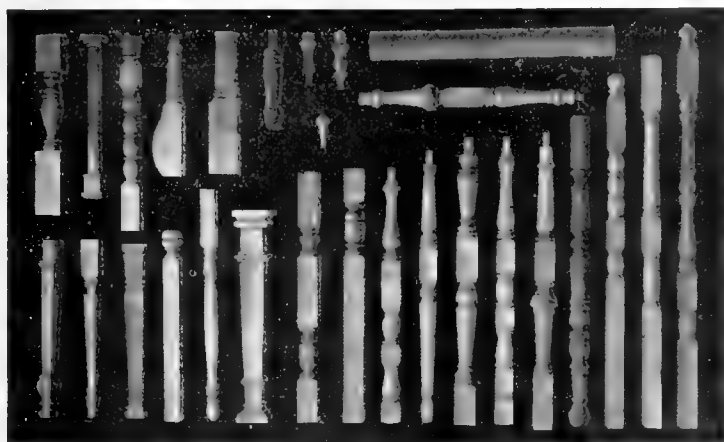
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**NEW YORK SAW WORKS**

THE ONLY PRACTICAL MACHINE FOR HANDLING PRESENT DAY STYLES IN FURNITURE TURNINGS

IS THE

## Mattison No. 5-7



No matter how complicated or delicate the pattern—

No matter how deep the cuts—

No matter whether back posts are bent before turning—

No matter if turned parts are built out larger than the squares—

No matter whether the Design is Round, Square, Octagon, Oval or any Polygonal shape—

No matter whether the diameter is 1 inch or up to 18 inches—

This machine will do the work, do it absolutely smooth, and perfect in shape and size, better than can possibly be done by hand, and at a fraction of the cost of Hand Work. If you make Turnings of any kind, let us tell you what the machine will do for you. Asking for information places you under no obligation. Write today.

**C. MATTISON MACHINE WORKS, 897 5th St., Beloit, Wis.**

## BUTTING SAW

for

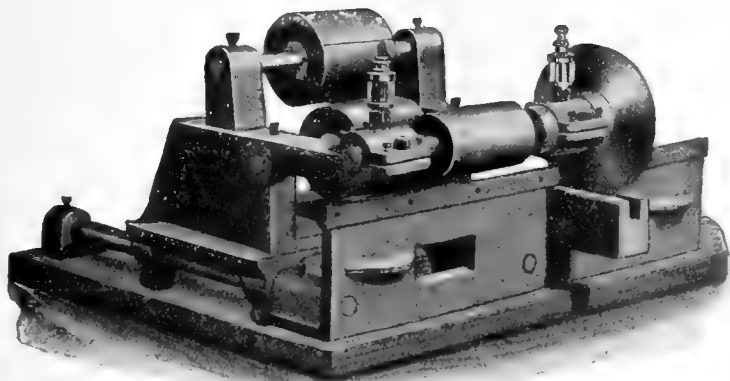
**Flooring Factories**

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

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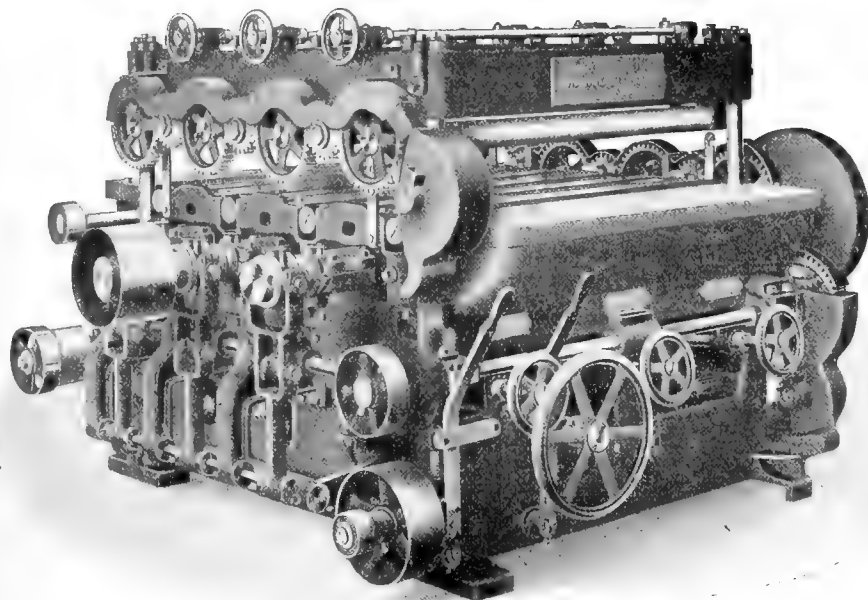
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CADILLAC, MICH.





# OUR NEW TRIPLE-DRUM SANDER



is designed to meet the highest requirements in furniture, piano and wood working shops of all kinds where a perfect surface is wanted, either for varnishing or painting.

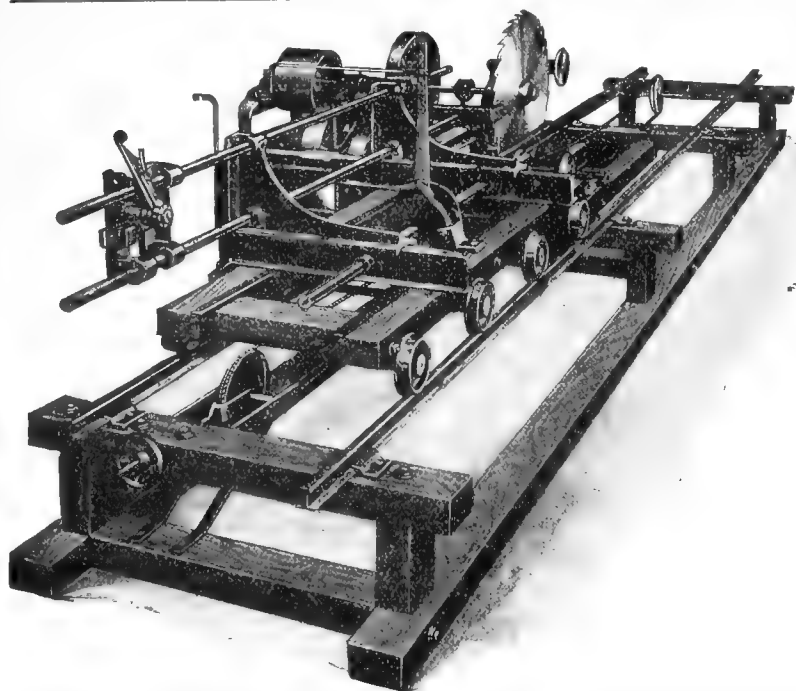
Many excellent features are illustrated and fully described in our New Sander Book.

**WRITE FOR IT TODAY**

New No. 225 Triple Drum Sander. Has Automatic Take-Up Drum

**J. A. FAY & EGAN CO., 414-434 W. Front St., CINCINNATI, OHIO**

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address:

**THE SINKER - DAVIS COMPANY, Indianapolis, Indiana**



## Results Are What Count

A combined skidding and loading machine that will clear up the largest area at a setting and can be moved and set up ready for business in the shortest possible time will get the best results.

The latest Russel Machine has some distinct improvements that save time, trouble and money.

The skidding sheaves are hung from a vertically hinged jib the outer end is gauged by two power tightened lines.

An all-steel machine which has special features that absorb all

shocks and strains. Rapid in operation and setting. Swinging boom easily controlled by one lever. The machine is raised or lowered by hydraulic or patented geared jacks. Built for 2 or 4 lines. A machine that will interest you; because it is the fastest and strongest of the day.

## Russel Wheel and Foundry Company DETROIT, MICHIGAN

**High Daily Averages** in skidding depend principally on initial capacity and the degree to which the skidder can be operated to that capacity.

**The Clyde Self-propelling Steam Skidder** is absolutely independent of loading and is never held back nor its full capacity interfered with by any loading conditions that may exist. Full capacity is therefore possible when conditions are favorable and the hauls are short thus insuring a surplus of logs to compensate for those days when conditions are unfavorable and the hauls are long.

With the independent and separate loading unit, the loading crew may then be pushed to its fullest capacity at all times assuring a uniform daily flow of logs to the mill. It is self-propelling, can move frequently without loss of time and sets quickly because of its special steam guying device.

Send for our descriptive catalogue, also testimonial booklet

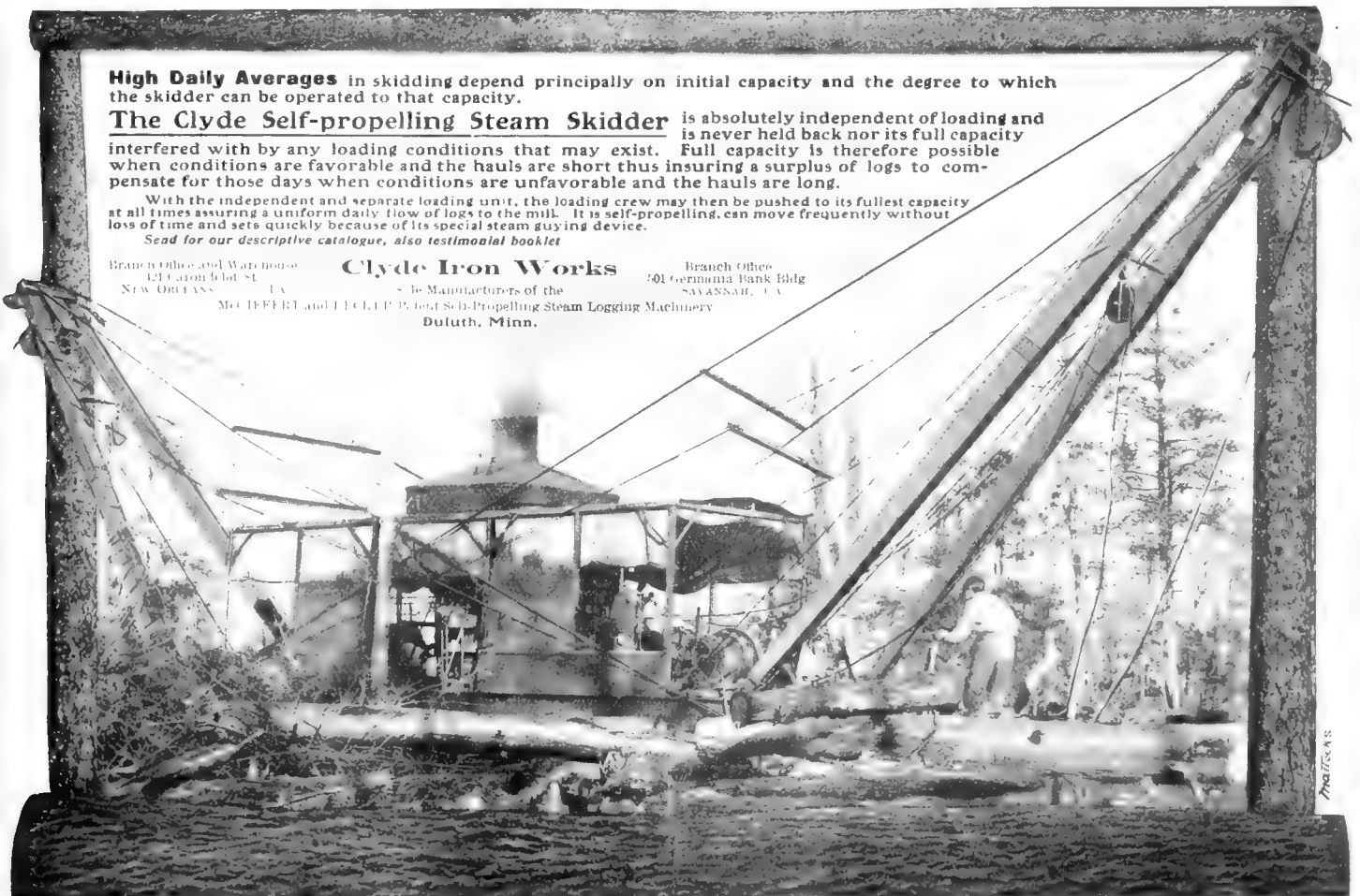
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**Clyde Iron Works**

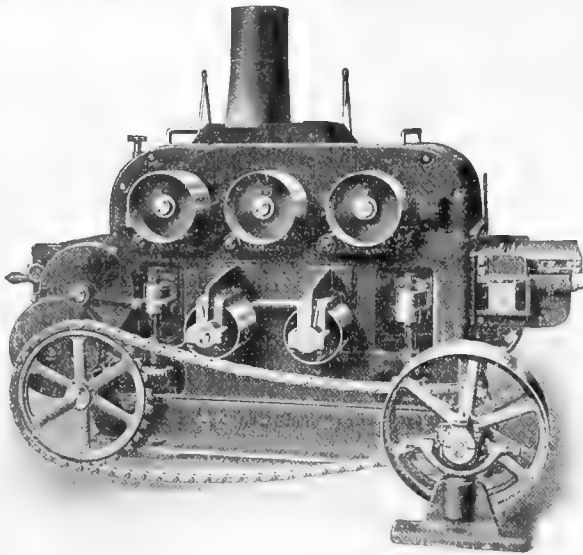
Sole Manufacturers of the

McCLURE and FLETCHER Patent Self-Propelling Steam Logging Machinery  
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# THE BEST THREE DRUM SANDER



No. 400-C TRIPLE DRUM SANDER

A SANDER that produces a volume of output from 200 to 600% more than any other sander now built.

What a recent purchaser in Muskegon states:

"The Smith Sander will do the work of three sanders and the operator will have time to take a nap between times."

The **Traveling Bed** feature allows the operator to feed stock as small as 3 inch square and  $\frac{1}{16}$  inch thick, side by side, even if the pieces are of slightly different thicknesses. And the machine will do some classes of work not possible on any other sander.

The **Drums** being **over** the work assist in lifting the dust into a hood overhead so that none of it passes through the machine or working parts.

WRITE FOR DESCRIPTIVE MATTER AND PRICES

## H. B. SMITH MACHINE COMPANY

SMITHVILLE, N. J., U. S. A.

BRANCHES:

NEW YORK

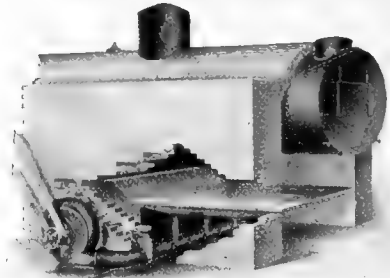
CHICAGO

ATLANTA

MEMPHIS

# THE GORDON HOLLOW BLAST GRATE

The heaviest, most durable and most efficient blast grate made.  
**ADDS FROM 25 TO 50% TO THE EFFICIENCY OF A BOILER.**  
**MAKES IT EASY TO BURN WET, GREEN OR FROZEN SAWDUST.**  
**ALSO ADAPTED FOR WET OR GREEN SLABS.**  
**SAVES LABOR IN FIRING.**  
**PRACTICALLY INDESTRUCTIBLE.**



Sold ON APPROVAL, subject to thirty days' trial after installation. In case of rejection WE pay the freight BOTH WAYS.

Covered by seven patents, the most recent dated August 25, 1903, and June 4, 1907. Others pending.

Our president, our secretary and treasurer, our superintendent, our foreman and our designer have all been with us since 1890, while our vice-president has occupied that position since 1895.

Our services are, therefore, those of experts.

**GORDON HOLLOW BLAST GRATE COMPANY, GREENVILLE, MICHIGAN**

Also Manufacturers of  
 The Famous "TOWER" Line of Edgers and Trimmers.



**THE INDEPENDENCE WOOD SPLIT PULLEY** was the pioneer and for twenty-seven years has been and is now the standard everywhere.

Over 3,000,000 in operation, and a larger output each year demonstrates its quality and merit, for the proof of a pulley is in the running.

Carried in stock by dealers everywhere. Booklet G-77, "From Log to Line Shaft," mailed on request.

**DODGE MFG. CO., Sta G-55, Mishawaka, Ind.**

J. B. RANSOM, Pres.

McEWEN RANSOM, Secy

R. T. WILSON, Treas.

**NASHVILLE HARDWOOD FLOORING CO.**

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

**"ACORN BRAND"****OAK AND BEECH FLOORING****"The Product de Luxe"**

We especially invite in-  
quiries for Flooring, Oak  
and Poplar lumber and  
other Hardwoods in  
mixed cars.

**Delivered Anywhere****NASHVILLE, TENNESSEE****DRY CHESTNUT**

We offer the following for immediate shipment :

Three Cars, 4-4, 1s and 2s

Ten Cars, 4-4, No. 1 Common

Two Cars, 6-4, 1s and 2s

Three Cars, 5-4, No. 1 Common

One Car, 8-4, No. 1 Common

We also offer 10,000,000 feet Plain and Quartered Red and White Oak; Poplar, Hickory, Ash, Tennessee  
Red Cedar, etc. Ask for our complete stock and price list.

**LOVE, BOYD & CO., - NASHVILLE, TENN.**

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECT. AND TREAS.

**JOHN B. RANSOM & COMPANY**

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

**Hardwoods**

Poplar, Gum, and Lynn  
Siding. Turned Pop-  
lar Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country  
mills and with stock constantly coming in from many other points, we  
are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if any-  
one can. Write for specimen copy of our monthly Stock and Price  
List. Can we place your name on our mailing list?

**A Great Opportunity****LOCATION FOR SHOOK FACTORY**

Large output of low-grade lumber  
at low-grade price

For full information address

J. C. CLAIR, Industrial Commissioner,  
ILLINOIS CENTRAL R. R.

No. 1 PARK ROW

CHICAGO

**CHICAGO PULLEY & SHAFTING CO.**

17-21 No. Canal St., CHICAGO

ENGINEERS - MILLWRIGHTS - MACHINISTS

DEALERS IN

**Power Transmission Machinery**

PULLEYS, HANGERS, SHAFTING  
ROLLER BEARINGS, CLUTCHES, BELTING, ETC.

Send in a trial order and let us do the rest. Catalog on application.

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## C. P. CROSBY

### Wholesale Hardwood Lumber

#### Wants to Sell

100,000 feet 2 inch dry basswood, mostly No. 1 and 2 Common, sound stock, stained.  
1½ inch birch, all grades.  
1 inch log run hard maple.

#### Wisconsin Products Only

Birch, Basswood, Brown Ash, Soft and Rock Elm, Hard and Soft Maple, Birch and Maple Flooring

**RHINELANDER, WISCONSIN**

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

## "ROBBINS"

### Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

**ROBBINS LUMBER COMPANY**

**RHINELANDER, WIS.**

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain and Red Birch* in all thicknesses and a good assortment of *Pine and Hemlock, Basswood Siding and Ceiling and Hardwood Flooring.*

**ARPIN HARDWOOD LUMBER CO.**

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

## LET W. E. COOPER

MILWAUKEE, WIS.

#### QUOTE YOU ON THE FOLLOWING:

400M. 1 inch Log Run Birch  
150M. 1 inch No. 2 & 3 Common Birch  
200M. 1 inch No. 1 & 2 Common Birch  
400M. 1 inch Basswood, all grades  
100M. 1 inch and 1½ inch Log Run Soft Elm  
200M. 1 inch Red and White Oak  
100M. 1 inch Gum  
100M. 1 inch Cypress

CRATING OF ALL KINDS

DROP HIM A LINE

## Bird & Wells Lumber Co.

Manufacturers of

### Wisconsin Hardwoods

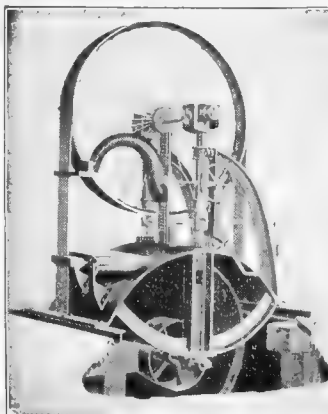
Wausaukee, Wis.

## The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

BUYERS OF  
ALL KINDS OF

**HARDWOOD LUMBER**



## "Phoenix" 6-Foot BAND MILL

FOR HARDWOOD

**Serves You Right**

Price Moderate  
Capacity 25,000 to  
30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire

Wis.



LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## Veneers AND Hardwood Lumber

We can furnish anything you want in Sawn Veneer, Hardwood Lumber or Dimension Stock.

**J. S. Houston & Co.,** 737-738 Marquette Bldg., **Chicago**

## Henry S. Holden Veneer Company

40 Market St., Grand Rapids, Mich.

Manufacturer and Dealer in Foreign and Domestic

## VENEERS

Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
Bird's Eye Maple—Birch and American Figured Walnut.

Prompt shipment guaranteed

Let us know your requirements

## The Louisville Veneer Mills

MANUFACTURERS OF

## VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## Great Lakes Veneer Co.

ROTARY CUT

## VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## PENROD WALNUT AND VENEER CO.

KANSAS CITY, MO.

Manufacturers

**Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS**

**Plain and Figured Long and Butt Wood**

## Wisconsin Veneer Co.

High Grade Product in

## DOOR VENEERS AND CABINET STOCK

We offer some attractive bargains in 1/8 inch Red Oak and Birch in small dimensions

**Rhineland - Wisconsin**

## RICE VENEER & LUMBER CO.

GRAND RAPIDS, MICH.

**Big Stock Ready for Immediate Shipment**

300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
325,000 feet Quartered Oak Veneers  
500,000 feet Mahogany Lumber, all thicknesses

**Large stocks of Crotches, Curly Birch and Figured Walnut**

CAN SHIP IMMEDIATELY

**Rotary Cut Birch, Poplar, Oak, Ash, Etc.**

## YELLOW POPLAR

Our Veneers are

WELL CUT  
WELL DRIED  
WELL PACKED

**And from selected logs**

**We are also Manufacturers of High Grade Built-up Work**

**NATIONAL VENEER CO.**

Charleston, W. Va.

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## Keys-Fannin Lumber Co.

Herndon, W. Va.

Manufacturers and Wholesalers

**Poplar, Oak, Bass, Hemlock,  
Chestnut and Lath**

Write us for Prices

OUR list of dry stock shown last month is so badly broken that it is necessary to take it out. We still have, however, a good stock of nearly everything. Send us your inquiries.

**W. W. Dempsey**

MANUFACTURER AND WHOLESALE

General Office  
Johnstown, Pa.

New York Office  
18 Broadway

The following is a list of special stock we are anxious to move promptly, all band sawed and very dry:

- 2 cars 4-4" No. 1 Common Quartered White Oak Strips 2½" to 5½"
- 1 car 4-4" No. 2 Common Quartered White Oak.
- 1 car 5-4" 1s and 2s Plain Red Oak.
- 1 car 4-4" No. 2 Common and Better Quartered Red Oak.
- 2 cars 4-4" No. 2 Common Plain Red Oak.
- 8 cars 4-4" No. 1 Common White Ash.
- 2 cars 4-4" No. 2 Common White Ash.
- 1 car 5-4" No. 1 Common Sap Gum.

**Thistlethwaite Lumber Co., Ltd.**  
WASHINGTON, LA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
OAK AND BEECH  
**Oak Flooring**

WE WANT TO MOVE 100,000 FT. OF 13-16 X 2¼ FACE NO. 1 COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

## Williams & Voris Lumber Co.

MANUFACTURERS OF

**BAND SAWED HARDWOODS**

All Thicknesses and Grades  
Let us quote you Prices

**Chattanooga - Tennessee**

**PARDEE & CURTIN  
LUMBER CO.**

Manufacturers of

**West Virginia Hardwoods**

CLARKSBURG, W. VIRGINIA

## Otis Manufacturing Company

Importers and Manufacturers of

**MAHOGANY**

NEW ORLEANS, LOUISIANA

## Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond

**4 L Co.**

Brand

**OAK FLOORING**  
A GUARANTEE OF PERFECTION

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

## HOSHALL & McDONALD BROTHERS

MANUFACTURERS

### BAND SAWN OAK

### ASH AND GUM LUMBER

MILL: EOLA, LA. GENERAL OFFICE: 1108 HIBERNIA BLDG., NEW ORLEANS

## Climax Lumber Co., Ltd.

St. Landry, La.

Cocordrie Bayou Bandsawed

White and Red Oak

Ash Gum Cypress Hardwoods

## A.C. WEST LUMBER CO.

Hickory

Plain Oak

Tupelo and

Ash Lumber

MEMPHIS, - - - TENNESSEE

## GREEN RIVER LUMBER COMPANY

Wholesale Manufacturers and Dealers

### Quartered White Oak

	1 & 2	No. 1 Com.	No. 2 Com.
1-2	26,760	6,320	.....
5-8	60,705	7,985	.....
3-4	.....	3,490	.....
4-4	232,107	617,027	107,645
5-4	22,512	50,238	1,145
6-4	35,055	32,947	.....
8-4	15,010	16,425	2,885
4-4	Fas Strips 2 1/2 up	65,300	.....
4-4	Com. Strips	23,000	.....

Also  
Plain Oak,  
Poplar, Ash  
and Other  
Hardwoods

Send Us  
Your  
Inquiries

### Quartered Red Oak

	1 & 2	No. 1 Com.	No. 2 Com.
1-2	570	270	.....
5-8	18,340	6,080	.....
3-4	10,000	3,520	.....
4-4	80,155	234,273	5,290
5-4	39,773	56,060	5,459
6-4	37,510	16,455	2,880
8-4	9,000	2,080	.....
4-4	Fas Strips 2 1/2 up	56,975	.....
4-4	Com. Strips	20,295	.....

MEMPHIS - - - TENN.

## GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

## Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

## B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

### VENEERS

Well manufactured, thoroughly  
KILN DRIED and FLAT

HUMBOLDT, - - - TENNESSEE

# THREE STATES LUMBER CO.

## BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM  
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building

Memphis, Tennessee

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

MANISTEE, MICHIGAN

Manufacturer of

**Hardwood and Hemlock Lumber,  
Lath, and Cedar Shingles**

**END DRIED WHITE MAPLE A SPECIALTY**

### Manistee Planing Mill Co.

MANISTEE, MICH.

Manufacturers of High-Grade

### Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch  
and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

### "Chief Brand"

### Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple  
in all standard widths and grades, will  
commend itself to you and your trade  
on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

## Briggs & Cooper Co., Ltd.

SAGINAW, MICHIGAN

15M FT. 4-4 1'S AND 2'S RED BIRCH  
12M FT. 5-4 1'S AND 2'S RED BIRCH  
20M FT. 6-4 1'S AND 2'S RED BIRCH  
15M FT. 7-4 1'S AND 2'S RED BIRCH  
15M FT. 8-4 1'S AND 2'S RED BIRCH  
25M FT. 4-4 1'S AND 2'S E. D. WHITE MAPLE  
60M FT. 6-4 1'S AND 2'S E. D. WHITE MAPLE  
15M FT. 8-4 1'S AND 2'S CROSS PILED WHITE  
MAPLE  
30M FT. 4-4 1'S AND 2'S BASSWOOD, 13 IN.  
AND UP

75M FT. 4-4 1'S AND 2'S HARD MAPLE  
80M FT. 5-4 1'S AND 2'S HARD MAPLE  
70M FT. 6-4 1'S AND 2'S HARD MAPLE  
20M FT. 7-4 1'S AND 2'S HARD MAPLE  
00M FT. 8-4 1'S AND 2'S HARD MAPLE  
20M FT. 9-4 1'S AND 2'S HARD MAPLE  
40M FT. 10-4 1'S AND 2'S HARD MAPLE  
75M FT. 12-4 1'S AND 2'S HARD MAPLE  
60M FT. 16-4 1'S AND 2'S HARD MAPLE

A full line of Basswood, Birch, Beech and Maple Lumber.

### Dennis Bros. Salt & Lumber Co.

GRAND RAPIDS, MICH.

Manufacturers of

### HARDWOOD LUMBER AND NATIONAL HARDWOOD FLOORING

We offer for quick shipment:

4-4 Log run Basswood      6-4 Log run Hard Maple  
8-4 Log run Rock Elm      4-4 Log run Soft Maple  
4-4 1s and 2s End Dried White Maple

### NICHOLS & COX LUMBER COMPANY

GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and  
Birch. High grade Michigan Hardwoods—A complete  
stock.

OAK—Plain and quartered both red and white—  
Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:  
Hackley, Wis., Helena, Ark., Grand Rapids, Mich.

GENERAL OFFICES: **GRAND RAPIDS, MICH.**

**RIGHT NOW  
We Want to  
TALK TO YOU ABOUT**



White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

### GALLOWAY-PEASE COMPANY

510 EDDY BUILDING, SAGINAW, MICH.

MILLS AND YARDS, JOHNSON CITY, TENN., AND POPLAR BLUFF, MO.

Tennessee Mountain Oak. St. Francis Basin Red Oak.

We are prepared to furnish Red Oak timbers and dimension promptly.  
We have a full stock of Sound Wormy Chestnut in all thicknesses.

### TINDLE & JACKSON

Manufacturers of

**Michigan Forest Products**

Maple, Birch, Basswood, Beech, Ash,  
Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

### S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

### MAPLE FLOORING

SAGINAW, MICH.

### LOMBARD & RITTENHOUSE

1036 MAJESTIC BLDG., DETROIT, MICH.

Manufacturers and Wholesalers of

**Michigan Hardwoods and Hemlock**

### A. B. KLISE LUMBER CO., STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
Hemlock—Water Shipment Only.

**1,000,000 FEET BEECH FOR SALE**

### THE WOLF-LOCKWOOD LUMBER CO.

Grand Rapids, Mich.

Manufacturers and Wholesalers

**NORTHERN HARDWOODS AND CRATING STOCK**

### J. W. McCausey & Co.

Detroit, Michigan

Manufacturers of and Dealers in

### Lumber and Cross Ties

Send us your inquiries for  
Railroad Material

### MICHIGAN HARD MAPLE

We are now cutting on a block of 2,000,000 ft. of Michigan Hard Maple.  
The Timber is Fine. The Manufacture will be right. Should like to correspond with you and get out stock in such thicknesses as you use.

**VAN KEULEN & WILKINSON LUMBER CO.**  
GRAND RAPIDS, MICH.

### CRATING OF ALL KINDS A SPECIALTY

**ENGEL LUMBER CO.**

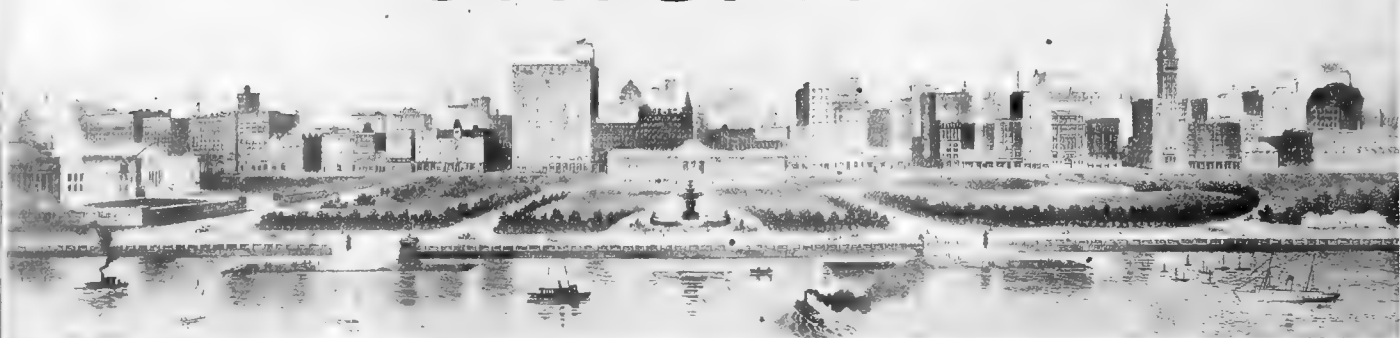
Grand Rapids,

- -

Mich.



## CHICAGO



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### Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

## FRED D. SMITH

### HARDWOOD LUMBER

1337-1343 North Branch St. CHICAGO

## Frederick Gustorf & Co.

### Wholesale Hardwood Lumber

Southern Oak a Specialty

108 LA SALLE STREET

Telephone Canal 1355

Q. Y. Hamilton, Manager

The Lumber Shippers' Storage and  
Commission Co.

(Not Incorporated)

### SHIPPERS' AGENTS

Office and Yard:  
Throop St., South of 22d St.

CHICAGO

## Maisey & Dion

22d and Loomis Streets, Chicago

### Hardwoods

## The Columbia Hardwood Lumber Co.

Wholesale and Retail

### HARDWOOD LUMBER

Southern Hardwoods a Specialty

2048-2084 Dominick Street, CHICAGO

Nashville Yard: Foster St. & L. & N. R.R. Track,  
Nashville, Tenn.

## E. A. THORNTON LUMBER CO.

1103 Chamber of Commerce

NORTHERN AND SOUTHERN HARDWOODS

WRITE

## Hardwood Record

for information about

## THE BULLETIN SERVICE

It will interest you

## F. S. Hendrickson Lumber Co.

1509 Masonic Temple, Chicago

Cottonwood, Oak, Ash, Gum,

Cypress and other Hardwoods

WRITE US

## CRANDALL & BROWN

3300 South Center Ave.

Cypress - Yellow Pine

Oak and Poplar

## R. S. Bacon Veneer Co.

Manufacturers

### VENEERS

213-217 N. Ann St.

CHICAGO

## MESSINGER HARDWOOD LUMBER CO.

2139 ELSTON AVENUE, CHICAGO

WANTS TO BUY

OAK, POPLAR, QUARTERED OAK, BASSWOOD

THE

## White Lake Lumber Co.

Chamber of Commerce Building

NORTHERN AND SOUTHERN  
HARDWOODS AND PINE

Tel. Canal 1688 and 1693

## CHAS. DARLING & CO.

### HARDWOOD LUMBER

22d Street and Centre Ave.

CHICAGO

Paving Blocks, Cedar Posts, Yellow Pine

## W. B. Crane & Company

Established 1881

HARDWOOD LUMBER, TIMBER AND TIES

Chicago

Long Distance Phones Canal 3190-3191  
Office, Yards and Planing Mills:  
22nd, Sangamon and Morgan Sts.

Mills at  
Falcon, Miss.

### 3 MILLION FEET

BEST BIRD'S EYE MAPLE VENEER 1-24 INCH THICK

Will give you first choice. Order today any amount  
you wish. Our bird's eye is guaranteed to cut you 50%  
face stock. All swell figure, pure white veneer.  
Sheets as big as all out doors. Will sample FREE.

Dept. C  
CHICAGO

BIRD'S EYE  
WALKER

## EDWIN D. JOHNSON

Old Colony Building

WISCONSIN

HARDWOODS

## McParland & Konzen

Lumber Co. 873-88 Laflin St.

### HARDWOODS

## PAUL SCHMECHEL

537 Monadnock Block

## HARDWOODS

Southern Elm a Specialty

## JOHN GILLESPIE LUMBER CO.

Lumber St., near Twenty-Second

Hardwood, White and Yellow

Pine, and Hemlock Lumber

## Veneered Tops and Panels

Facilities: Largest factory (2 acres floor space)  
in the world.

25,000 acres of our own hardwood timberland.

Every Panel Guaranteed

E. J. Davis, Sales Office:  
217 CHAMBER COMMERCE, CHICAGO

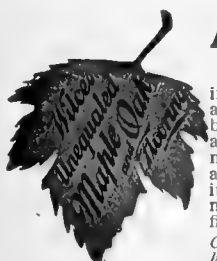
## G. C. PRATT LUMBER AND TIE COMPANY

Hardwoods, Yellow Pine, Car  
Material and Ties

1308 Fort Dearborn Bldg.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD



## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

## The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

## Estabrook-Skeeel Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

To close a partnership, I will give a  
great bargain on 8,000 or 16,000  
acres of hardwood timber land in  
Arkansas. For full particulars, address

**JOHN C. SPRY**

1230 Corn Exchange Bank Building, CHICAGO, ILL.

## Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

## FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian

**DOMESTIC VENEERS**

**MAHOGANY**

and Glued-Up

Lumber and Veneers

Panel Stock

2256-2266 Lumber Street

CHICAGO, ILL.

# OAK

**TIES  
TIMBERS  
CAR STOCK**

**OAK** Lumber All Grades  
Special Dimension Stock

**Forbes-Everts Lumber Co.**

MANUFACTURERS

ST. PAUL,

MINNESOTA

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE FLANNER-STEGER LAND & LUMBER CO.

113 Fisher Building, CHICAGO, ILL.

Let us quote you when in the market for

**MAPLE and BIRCH FLOORING**

ROTARY-CUT  
**BIRCH**  
ROTARY-CUT  
**PLAIN OAK**

**J. J. NARTZIK**

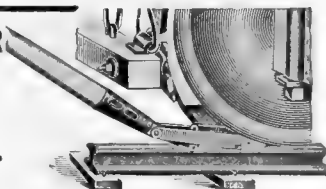
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**CHICAGO**  
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## THE "ATLAS" CAR-MOVER

THE BEST DEVICE EVER MADE FOR

MOVING RAILWAY LOGGING CARS  
BY HAND POWER

**APPLETON CAR-MOVER CO.**  
APPLETON, WIS., U. S. A.



SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lumber  
in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of  
meeting obligations. Covers the United States, Alberta, Mani-  
toba and Saskatchewan. The trade recognizes this book as the  
authority on the lines it covers.

A well organized Collection Department is also operated and  
the same is open to you. Write for terms.

## Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg.  
CHICAGO

Mention this Paper.

116 Nassau Street  
NEW YORK CITY

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## We Want to Move

THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.

## Willson Bros. Lumber Co.

MANUFACTURERS

## WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

## LINEHAN LUMBER COMPANY

WHOLESALE

## HARDWOODS And Hardwood Flooring

Southern Stock a Specialty

MAY BUILDING, : PITTSBURG, PA

## Palmer & Semans Lumber Co.

Manufacturers and Wholesalers of

## LUMBER

Hardwood Mills: Lick Run, W. Va., Sutherland, W. Va.,  
Arvondale, W. Va., Beckley, W. Va., Hookersville,  
W. Va., Dunbar, Pa.

Home Office: Uniontown, Pa.

Sales Office: Oliver Building, Pittsburg, Pa.

I. F. BALSLEY, Sales Manager.

## W. P. Craig Lumber Co.

## Wholesale Hardwood and Building

## Lumber

Empire Building, :: PITTSBURG, PA.

## Hardwoods for Immediate Delivery

Prompt Shipment is more than a trade phrase with us—it is an actual fact. If you use the telegraph (our expense) we can answer your inquiry, quote you, sell you and ship the lumber all in two days' time—sometimes the same day.

## O'NEIL LUMBER CO.

King's Highway and Manchester Ave., St. Louis, Mo.

## CHECKING, SPLITTING, ROTTING POSITIVELY PREVENTED

by LORAC, a thick liquid, to be applied to either timber or lumber at a trifling cost. It will not discolor or injure the wood, neither will it interfere with its subsequent working or painting. It requires no preparation before use, no heating or mixing, and is easily applied by unskilled labor.

Ryan-Stimson Lumber Co., Memphis, Tenn., writes us July 21, 1909: "The Lorac Protector we received seems to be doing pretty well. Please ship us at once another barrel of 600 lbs."

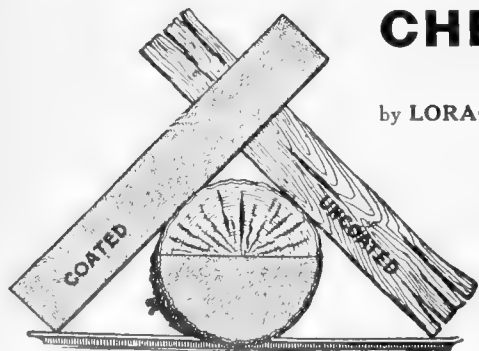
The Florence Pump and Lumber Co., Memphis, Tenn., writes July 6, 1909: "The Lorac Protector we recently had from you was all that could be asked for, and works splendidly, preventing the ends of squares from checking. Send us two barrels of 600 lbs. each."

Dec. 18, 1909: "Please send us two barrels of Lorac, about 600 lbs. each."

L. A. Schwarzwaelder, Chichester, N. Y., Manufacturer of Bank and Office Fixtures, writes us under date of Aug. 9, '09: "I have given your material a trial on some lumber, and find it has fulfilled all that you claim for it. Please ship me a barrel of 600 lbs. at your earliest convenience."

Herr Lange, Chief Forester, The Bismarck Forestry, Friedrichsruh, Germany, writes: "As your Lorac Protector has shown excellent results on Beechwood, we request that you send us immediately additional 500 lbs. of the same."

**THE GEORGE HENKE COMPANY** 62 Beekman Street  
NEW YORK



You need not pay for it if it does not do all we say. What better guarantee can we offer?

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

C. M. JENNINGS, Pres. and Treas. C. A. BERTHOLD, V. Pres. G. P. SHEHAN, Sec.

## BERTHOLD & JENNINGS LUMBER CO.

Manufacturers and Dealers in

## OAK, GUM, CYPRESS, Etc.

Wagon and Implement Stock  
Railroad Stock

Lumbermen's Building

ST. LOUIS, MO.

## DRAKE-CONGER LUMBER CO.

Successors to

R. E. DRAKE LUMBER CO.

WHOLESALE

## Hardwoods and Yellow Pine

We can quote you prices on anything you  
use and will furnish the grades bought.  
Good woods and prompt shipment.

1206-7 Fullerton Building,

St. Louis, Mo.

## Himmelberger-Harrison Lumber Co.

## Specialists Red Gum

Mills at  
Morehouse, Mo.

Sales Offices  
Cape Girardeau, Mo.

## Massengale Lumber Company

Wholesale Dealers  
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## Hardwood Lumber

ST. LOUIS

Write us for prices on Oak, Ash, Poplar and Cypress

## Garetson-Greaseon Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

## ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Chicago Office: 1416 Fisher Bldg.

## ALL WE CAN OFFER NOW, IS

2 cars 4-4—18 in. to 22 in.

Cottonwood Panels

5 cars 8-4—1st and 2ds Cottonwoods  
(All Wides and Clears in)

1 car 8-4—No. 1 Common, Cottonwood

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

## THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri

## WALDSTEIN LUMBER COMPANY

ST. LOUIS, - - MO.

## Hardwood Lumber

Manufacturers and Dealers

# INDIANA

WHERE THE BEST HARDWOODS GROW

## TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

### Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

### J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

### EZRA RHODES NORTHERN and SOUTHERN HARDWOODS

South Bend, - - - - - Indiana

### CRAIG-VERNON LUMBER CO.

Manufacturers and Wholesale Dealers

POPLAR, OAK, CHESTNUT, WALNUT, ASH

Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

### S. BURKHOLDER LUMBER CO.

CRAWFORDSVILLE, IND.

We want to move the following stock quick:

2 cars 4-4 No. 2 Common Quartered White Oak

2 cars 4-4 No. 2 Common Walnut

1 car 4-4 No. 1 Common Walnut

1 car 6-4 No. 1 Common and 1s and 2s Plain White Oak

1 car 5-4 1s and 2s Plain Red Oak

### INDIANA HARDWOODS

The old-fashioned kind you used to get.

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

## Finely Figured Quartered Oak

Evansville, Indiana

### STEPHENSON-SAYRE LUMBER CO. WEST VIRGINIA HARDWOODS

WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY

CHARLESTON :: :: :: :: :: WEST VIRGINIA

### OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

THE PRATT-WORTHINGTON CO. Crofton, Ky.

### Don't Waste Money Fixing Loose Pulleys



Install the kind  
that never need fixing  
**Wilmarth & Morman**

(Nelson Patent)

### Loose Pulleys

will run at high speed and in hard service for ten years without being touched, except to oil every once in a while. They save oil and time of oiling as well as repairs. Sent on trial.

Get the Pulley Booklet

**Wilmarth & Morman Co.,** 582 Canal Street  
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### ASander on Trial

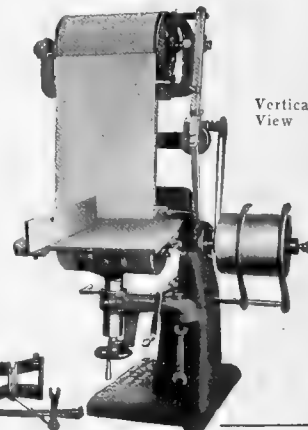
The Only Belt Sander That Has A  
Reciprocating Motion To The Belt

A combination machine that may be operated perpendicularly or horizontally, or at any angle between. Does best of work and lots of it.

Ask for full particulars.

### C. H. Driver

1322 16th St., Racine, Wis.





# Linderman Automatic Dovetail Glue Jointer

To the woodworker who weighs the cost of Jointing Lumber and the value of his finished product the LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER offers a method that eliminates the operations necessary to complete a glue joint as jointing, glueing, clamping, unclamping and edging the jointed panel to width, combining the five hand operations into One Automatic Operation with a

## WEDGE DOVETAIL JOINT

which has proven by practical tests to be stronger than a flat joint because it allows the glue to stay in the joint until the tapering wedge Dovetails draw the lumber together which forces the glue into the pores of the wood welding it with a permanent clamp.

**LINDERMAN MACHINE CO.**

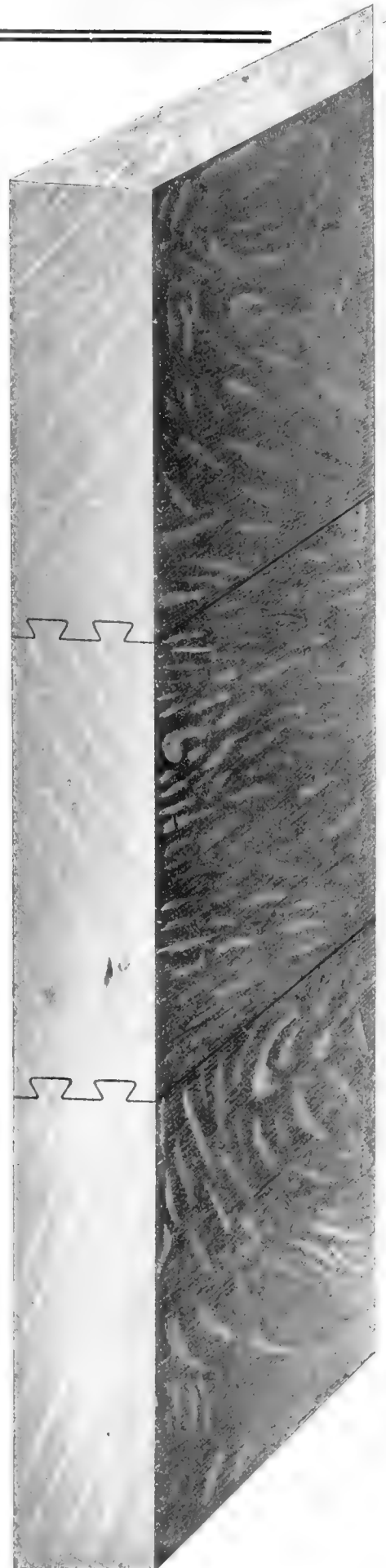
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EASTERN SALES REPRESENTATIVE

**J. M. GILMOUR,**

1872 Hudson Terminal Bldg.

New York City



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

## Kitchen &

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

Ashland, Kentucky

# Company

## THE W. M. RITTER LUMBER COMPANY

COLUMBUS, OHIO

Carries 50,000,000 Feet Band Sawed

YELLOW POPLAR    WHITE PINE    WHITE OAK    RED OAK  
HICKORY    ASH    BASSWOOD    CHESTNUT    HEMLOCK  
SOUTH CAROLINA YELLOW CYPRESS

And Other Kinds of Lumber

If you want GOOD stock, WELL MANUFACTURED and GRADED, place your order NOW.  
Prices never go high enough to cause us to fail to fill our contracts to the letter.

WESTERN OFFICE

919 Fisher Bldg., Chicago, Ill.

EASTERN OFFICE

1402 Land Title Bldg., Philadelphia, Pa.

## W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED  
SOFT

## YELLOW POPLAR

ASHLAND, KENTUCKY

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
5-8, 4-4, 6-4, 6-4, 8-4, 10-4, 12-4, 16-4  
DRY Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Aardwood Record

Fifteenth Year,  
Semi-Monthly.

CHICAGO, MARCH 25, 1910

{ Subscription \$2.  
{ Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

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MANUFACTURER OF

**MAHOOGANY, VENEER**

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OFFICE, FACTORY AND YARDS:

2558 South Robey Street

CHICAGO

Telephone Canal 930  
BAND MILLS, MEMPHIS, TENN.

**W A N T E D**

All Kinds of High-Grade

**HARDWOODS**

**S. E. SLAYMAKER & CO.**

Representing  
WEST VIRGINIA SPRUCE LUMBER CO..  
Cass, West Virginia.

Fifth Ave. Bldg.,  
NEW YORK

**THE ATLANTIC  
LUMBER COMPANY**

2 Kilby Street, :: BOSTON

Would like to talk to you about their large stock of

Plain and Quartered  
**WHITE OAK**

Tennessee Red Cedar, Thin Poplar and Poplar Siding

ASK US WHAT WE CAN DO FOR YOU

**The Davidson, Hicks & Greene Co.**

NASHVILLE, :: TENNESSEE

**Southern Hardwoods, Poplar,  
Oak, Ash and Chestnut**

Dry stock, standard widths and lengths and straight grades.

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

**CHERRY RIVER BOOM & LUMBER CO.**

SCRANTON, PA.

MANUFACTURERS AND LEADING DISTRIBUTORS

**West Virginia Hardwoods**

*"The Best Lumber"*

**LUMBER INSURERS' GENERAL AGENCY**

Managers of the Leading Stock Fire In-  
surance Companies making a specialty  
of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

**VENEER DRYERS**

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.

Dept. H., Hancock and Somerset Sts.

Philadelphia, Pennsylvania

## McILVAIN'S BARGAINS

We have several cars of 4-4  
**RED CEDAR**  
at interesting figures. Write us.

If you are in the market for  
**HEMLOCK**  
it will pay you to get a line on some  
of our bargains

There is a choice lot of  
**RED GUM**  
among our yard stock at a figure you can't  
afford to ignore.

How are you fixed on  
**RED GUM AND COTTONWOOD**  
We have a large block of 4-4 in the above

No better time than right now to think about  
**SPRUCE**  
Our big stock offers some choice bargains

If you are looking for  
**CYPRESS**  
write us for prices. We have a big stock on  
hand. Ask us for quotations.

Get your order in early for  
**RED OAK SQUARES**  
1 car 2-2, 36 inches, clear

Write us for figures on  
**LATH**  
You'll be surprised at some of our figures.

We have a large block of plain  
**RED AND WHITE QUARTERED OAK**  
all thicknesses, bone dry; and can make  
immediate shipment from our yard to  
parties in a hurry for dry stock.

Ask us for prices on  
**CHESTNUT**  
2 cars 6-4 Com. and Better  
1 car 8-4 Com. and Better

Let us know your wants in  
**ASH**  
We have a large stock, all thicknesses.

You can get a good price on this  
**QUARTERED WHITE OAK**  
3 cars 4-4, 10 inches and over, No. 1 and No. 2.  
3 cars 4-4, 12 inches and over, No. 1 and No. 2.  
2 cars 4-4 Common Strips.  
4 cars 4-4 No. 1 and No. 2.  
3 cars 4-4 Common.  
1 car 4-4 No. 2 Common.  
3 cars 4-4 No. 1 Common.  
1 car 5-4 Common and Better, bone dry.  
2,000 feet 5-4, 12 inches and over.

Here are some good opportunities for  
bargains in  
**RED OAK**  
1 car 4-4, 12 inches and over.  
First and seconds; dry; good lengths.

Send in your order promptly for  
**OAK**  
We have several cars 5-4 No. 1  
Com. and Better, at bargain prices.

*"We Have It If It's Hardwood"*

# J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

## W. D. YOUNG & CO.

MANUFACTURERS

### FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
MATCHED OR JOINTED  
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

**BAY CITY**

::

**MICHIGAN**

## Kneeland-Bigelow Co.

Bay City, Mich.

Manufacturers of

### Michigan Hardwoods and Hemlock

**ANNUAL CAPACITY**

20,000,000 Feet of Hardwood

20,000,000 Feet of Hemlock

**LET US KNOW YOUR WANTS**

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

☐ For more than thirty years the manufacturers of lumber at Cadillac have conducted business on one definite policy.

☐ In brief, that policy has embraced a source of timber supply of the best in the state of Michigan; the employment of the highest class of workmen and best machinery in the manufacture of their lumber and flooring; the exercise of exceptional care in the seasoning of stock, infinite pains in grading and painstaking attention to the requirements of every customer.

☐ The result of this policy has been Cadillac Quality and Cadillac Reputation for Satisfactory Dealing.

☐ If you are not a Cadillac partisan, it will be to your interest to get in line. Be friendly—write us.

## Michigan Hard Maple

### Cadillac Quality

1 x 9	1s and 2s	4M
1 x 15 and wider	1s and 2s	8M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	20M
4-4	No. 3 Common	100M

Order Now while we have dry stock.  
No additional stock will be dry until next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

## CADILLAC QUALITY

WHEN YOU WANT

### LUMBER OF CADILLAC QUALITY,

Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition,

SEND US YOUR INQUIRIES



## The Cadillac Handle Co.

Lumber and Broom Handles  
Cadillac, Michigan

Have the following dry, band sawn stock for sale:

- 3 cars 4-4 No. 3 Hardwood all 14 foot lengths
- 3 cars 5-8 Beech No. 2 Com. and Bet.
- 5 cars 4-4 Beech, No. 2 Com. and Bet.
- 1 car 6-4 Beech No. 2 Com. and Bet.
- 3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.
- 1 car 4-4, 5-4, & 8-4 (largely 5-4) Rock Elm No. 2 & Bet.
- 3 cars 4-4 Ash, White and Black mixed No. 2 Com. & Bet.
- 2 cars 4-4 Ash No. 3 Com.
- 1 car 4-4 Cherry No. 3 Com. and Bet.

All the foregoing are dry, band sawn stock.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—8/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.



# PAEPCKE=LEICHT LUMBER CO.

Manufacturers

## SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

## Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

**CHICAGO, ILL.**

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

### STOCK AT MEMPHIS YARDS:

PLAIN RED OAK		COTTONWOOD		SAP GUM		TUPELO GUM	
3/8 Nos. 1 & 2	30,000	4/4 x6 to 12" Nos. 1 & 2	288,000	3/8x 6 & up Nos. 1 & 2	20,000	5/4 Nos. 1 & 2	9,700
1/2 Nos. 1 & 2	107,000	4/4x13 to 17" Nos. 1 & 2	52,300	1/2x 6 & up Nos. 1 & 2	35,700	<b>RED GUM</b>	
3/4 Nos. 1 & 2	63,700	4/4x18 to 21" Nos. 1 & 2	95,600	5/8x 6 & up Nos. 1 & 2	72,500	3/4x 6 & up Nos. 1 & 2	27,800
6/4 Nos. 1 & 2	42,000	4/4x22 & up Nos. 1 & 2	74,100	5/8x15 & up Nos. 1 & 2	27,000	3/8x 6 & up Nos. 1 & 2	44,000
8/4 Nos. 1 & 2	32,000	5/4x 6 to 12" Nos. 1 & 2	135,200	4/4x 6 & up Nos. 1 & 2	158,800	1/2x 6 & up Nos. 1 & 2	7,500
3/8 No. 1 Com.	14,800	6/4x 6 & up Nos. 1 & 2	11,800	4/4x13 to 15" Nos. 1 & 2	102,100	5/8x 6 & up Nos. 1 & 2	50,000
1/2 No. 1 Com.	30,000	8/4x 6 & up Nos. 1 & 2	22,100	4/4x17 to 21" Nos. 1 & 2	49,000	4/4x 6 & up Nos. 1 & 2	71,000
3/4 No. 1 Com.	9,200	4/4x 4 & up No. 1 Com.	518,000	4/4x22 & up Nos. 1 & 2	78,100	5/4x 6 & up Nos. 1 & 2	80,800
4/4 No. 1 Com.	94,000	5/4x 4 & up No. 1 Com.	70,800	5/4x 6 & up Nos. 1 & 2	131,700	6/4x 6 & up Nos. 1 & 2	21,100
6/4 No. 1 Com.	73,500	6/4x 4 & up No. 1 Com.	52,400	6/4x 6 & up Nos. 1 & 2	25,100	8/4x 6 & up Nos. 1 & 2	11,800
8/4 No. 1 Com.	59,700	4/4x 3 & up No. 3 Com.	156,000	4/4x13 to 17" B-B Nos. 1 & 2	53,400	4/4 No. 1 Com.	95,000
12/4 No. 1 Com.	3,000						
4/4 No. 2 Com.	143,000						
4/4 No. 3 Com.	122,000						

### STOCK AT VICKSBURG YARDS:

SOUND WORMY		QUARTERED WHITE OAK		COTTONWOOD		COTTONWOOD B-B.	
4/4	97,000	6/4 Nos. 1 & 2	18,000	4/4x 6 to 12" Nos. 1 & 2	247,000	4/4x 8 to 12"	71,000
<b>ASH</b>		5/4 No. 1 Com.	9,800	4/4x13 & up Nos. 1 & 2	119,000	4/4x13 to 17"	48,500
4/4 Nos. 1 & 2	22,000	5/4 Nos. 1 & 2 Sr & more	17,000	5/4x 6 to 12" Nos. 1 & 2	434,000		
5/4 Nos. 1 & 2	19,200	5/4 L-R Maple	37,400	5/4x13 & up Nos. 1 & 2	121,000		
6/4 Nos. 1 & 2	43,000			6/4x 6 & up Nos. 1 & 2	93,000		
8/4 Nos. 1 & 2	38,000			4/4x 8 to 12" B-B Nos. 1 & 2	42,000		
5/8 No. 1 Com.	30,000			4/4x13 to 17" B-B Nos. 1 & 2	63,000		
4/4 No. 1 Com.	140,000			4/4x 4 & up No. 1 Com.	192,000		
5/4 No. 1 Com.	11,200			4/4x13 & up No. 1 Com.	98,000		
6/4 No. 1 Com.	26,000			4/4 No. 3 Com.	117,000		
8/4 No. 1 Com.	13,400						
12/4 No. 1 Com.	1,200						
4/4 No. 2 Com.	48,900						
<b>CYPRESS</b>		5/8 Nos. 1 & 2	26,000				
4/4 Shop	74,000	4/4 Nos. 1 & 2	37,900				
		3/8 No. 1 Com.	40,300				
		3/4 No. 1 Com.	6,300				
		4/4 No. 1 Com.	76,000				
		6/4 No. 1 Com.	65,000				
		8/4 No. 1 Com.	4,800				

Let us quote you prices on anything you may want in the above list.

We'll make it worth your while.

# Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock **THAT IS IN SHAPE TO GLUE.**

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

veneer. **THE GLUE WE USE IS GUARANTEED HIDE STOCK.**

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed **THE BEST.**

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

# HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

## HARDWOODS

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

## WHITE PINE

### WE WISH TO BUY

Poplar

1 in. Wagon Box Boards 11 in. to 23 in. wide, 12 ft., 14 ft., 16 ft. long  
1 car 1½ x 16 in., 10 ft. and 12 ft. Box Boards.  
1 car 1½ x 16 in. and up 1 and 2 grade.  
2 cars 2 x 14 in. to 16 in., 1 and 2 grade Sign Boards, 14 ft., 16 ft., and 18 ft. long.  
2 cars ¾ in., 1 and 2 grade.

### WE WISH TO SELL

2 or 3 cars 2 in., 1 and 2 grade Dry White Ash, Standard Lengths.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

1 car 2½ in. and 3 in., 1 and 2 grade Dry White Ash, Standard Lengths.

5 cars 1 in., 1 and 2 grade Poplar.  
500,000 ft., 1 in., No. 1 Common and Better Plain Red and White Oak, Bone Dry.  
1 cr. No. 2 Common Oak out of the above lot.  
3 cars 1 in., 1 and 2 grade Red Gum, Dry.  
6 cars 1 in. Gum Box Boards, 13 in. to 17 in. wide, Dry.  
1,000,000 ft. 1x4-6-8-10 and 12 in. No. 1 and C and Better Norway.  
1,000,000 ft. 1x4-6-8- and 10 in. No. 2 and Better White Pine.

## YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

## CAR STOCK

CAR MATERIAL

DIMENSION STOCK

## BAND SAWN RED GUM

THIN STOCK A SPECIALTY

All Gum Dipped in a Special Solution to Prevent Stain

## PLAIN AND QUARTERED OAK, ASH AND CYPRESS

Capacity 100,000 feet per day.

TALLAHATCHIE LUMBER CO.

- - -

PHILIPP, MISS.

# R.E. Wood Lumber Company

☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☞ We own our own stumpage and operate our own mills.

☞ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:  
CONTINENTAL BUILDING.

Baltimore, Maryland

# **"Sure-Fit" Flooring is made by the Foster-Latimer Lumber Company, Mellen, Wis.**

They have as complete a hardwood flooring plant as any in the world. The machinery they use eliminate handling more than the majority of mills of that character.

"Sure-Fit Flooring" is their trademark.

It means that the flooring not only fits perfectly but is of perfect manufacture throughout.

They put that brand out because their product speaks for itself. It gets repeat orders because of its quality.

And other brands like the "Eureka," "4 L Co.," "Acorn

Brand" and "Licking River" are manufactured on the same machines.

These machines are Berlin Hardwood Matchers, fast-feed type with thin knife equipment.

They use the Pyts Steel Knives, our own development, and turn out a product that sells on its merit.

They turn out flooring at a lower cost because their equipment is of the latest type.

We are proud to have them as customers.

## **Berlin Hardwood Matchers**

have features not found on any other machine. We have made a study of hardwood flooring manufacture.

We know how each different stock should be handled. We know the right bevel for each wood.

Our grinding and jointing devices for cylinder and side-heads keep the knives in a perfect cutting circle.

Our Reverse Feed Device prevents stock from spoiling the side-head setting.

You will find this a feature distinctive of our machines.

The other day we received a letter from the Superintendent of a new hardwood flooring plant just started. Read it—it is written because he meant what he said.

"I send you herewith two samples of Oak Flooring run on the

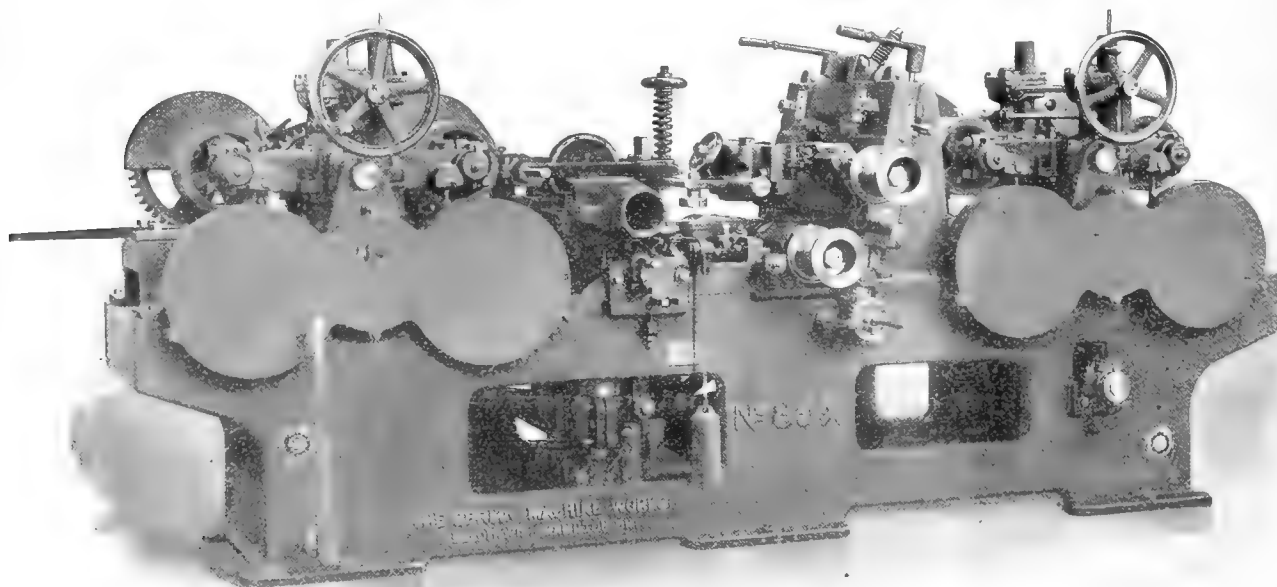
89-X at 90 feet per minute. When I say 90 feet per minute I mean that actually 90 feet of stock passes through in 60 seconds by the watch. In other words, a practical test.

The machine will do as good work at 125 feet per minute, but owing to our present facilities, we cut down the feed to 90 feet and that keeps everybody on the jump.

I picked out two knotty and cross-grained pieces to show that the 89-X does not tear out but leaves the stock as smooth as if scraped by hand."

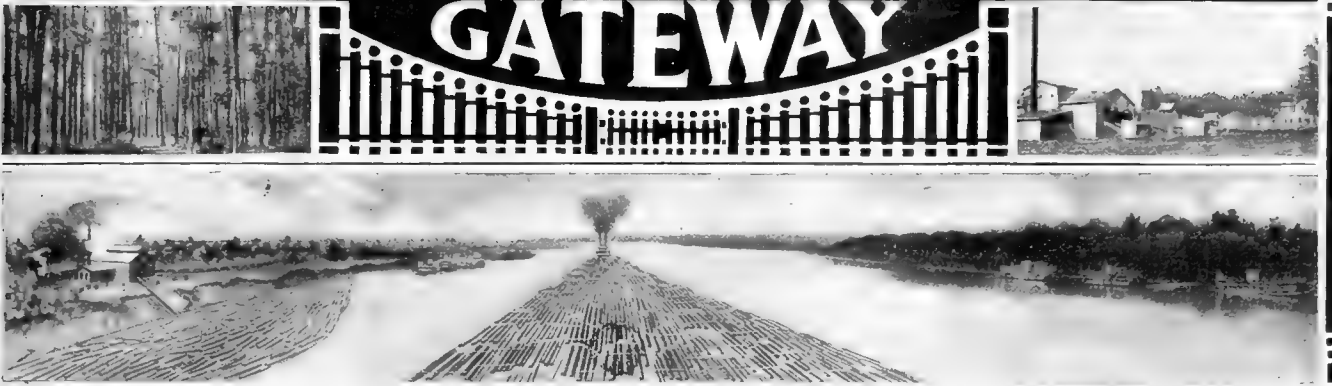
The balance of this letter is too long to give all here. Soon we will reproduce it in its entirety.

That letter was written thirty days after a machine had been running and on January 30, 1910. Name of superintendent and plant given gladly.



**THE BERLIN MACHINE WORKS, BELOIT, WIS.**  
 NEW YORK   CHICAGO   BOSTON   SEATTLE   SPOKANE   COLUMBIA   SAN FRANCISCO   LOS ANGELES

# LOUISVILLE THE HARDWOOD GATEWAY



**PLAIN OAK, QUARTERED OAK,  
CHESTNUT, WALNUT, HICKORY,  
POPLAR, ASH, MAHOGANY.**

## **BIG DRY STOCKS**

**We want a share of your business and will treat you right.**

Write to one of us or all of us to-day.

**NORMAN LUMBER CO.**

**LOUISVILLE POINT LBR. CO.**

**E. B. NORMAN & CO.**

**W. P. BROWN & SONS LBR. CO.**

**EDW. L. DAVIS LBR. CO.**

**OHIO RIVER SAW MILL CO.**

**C. C. MENGEL & BRO. CO.**

Have the largest stock of **Mahogany** in the United States right in Louisville.

# PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES: . . . . . 218 FRANKLIN BANK BUILDING, PHILADELPHIA

Band Mills, Complete Planing Mills and Dry Kilns  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.  
MANUFACTURERS BAND-SAWED HARDWOODS

Mixed car shipments including Oak Flooring our specialty

We are long on

**No. 1 Common Oak Flooring**

also want to move several cars of

**No. 2 Common Oak Flooring**

Write for special price.

Address all Correspondence

**WHITING LUMBER CO.**

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

## WRITE RICHTER FOR RIGHT PRICES

4-4 Com. and Better Sap Gum  
4-4 Com. and Better Red Gum

4-4 to 12-4 Log Run Maple  
5-4 Nos. 1 and 2 Com. Mountain Oak

**RICHTER LUMBER CO.**

Sole Agents Seminole Brand Cypress Shingles Land Title Bldg., PHILADELPHIA

## WM. A. REED, WHOLESALE LUMBER HARDWOODS, CYPRESS AND OTHER WOODS

1115 Stephen Girard Bldg. PHILADELPHIA, PA.

## THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in **No. 2 Common 8-4 Quartered White  
Oak and All Grades of Poplar and Other Hardwoods.**

## WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

Mills:

Fenwick, W. Va. Edgewood, N. Y.  
Cadosia, N. Y. Forkston, Pa.

## Fenwick Lumber Company

Manufacturers

**Hemlock, Spruce, Hardwoods**

General Offices:

**Bennett Building  
Wilkesbarre, Pa.**

Sales Offices:

**Real Estate Trust Bldg.  
Philadelphia, Pa.**

## CHAS. K. PARRY & CO.

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

**WE WANT:**

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood

## TOMB LUMBER COMPANY

Manufacturers and Wholesalers

**REAL ESTATE TRUST BLDG., PHILADELPHIA**

Send us your inquiries

S. B. VROOMAN CO., Ltd.

**Mahogany, Teak and Domestic Hardwoods**

1135 Beach St., Philadelphia, Pa.

## THE EARLY BIRD CATCHES THE WORM

FOR SALE—600,000 Feet 4-4, 5-4, 6-4 and 8-4  
SOUND WORMY CHESTNUT, at Glenray, W. Va., Band Mill.  
DANIEL B. CURLL, Real Estate Trust Bldg., Philadelphia, Pa.



# THE EAST

LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum  
Also Have Other Mills Under Contract

**SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA**

**Wanted:** White Oak for ships and docks, long lengths up to 45 feet. Dimension Oak Plain and Quartered, Red and White. Write us for specifications and prices.

**INDIANA QUARTERED OAK CO., 7 East 42d St., New York**

### The Billmeyer Lumber Co.

Manufacturers and Wholesale Dealers in Lumber  
CUMBERLAND, MARYLAND

### ELY BROTHERS, Inc.

Manufacturers and Dealers in Eastern Hardwoods, Hemlock, Spruces, White Pine and Basswood. Dimension Stock and Special Orders carefully attended to. Correspondence solicited.

Address, 210 Beacon St., Hartford, Conn. 120 West Silver St., Westfield, Mass.

### CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.  
**HARDWOODS**

### R.S. CORYELL LUMBER CO.

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

### H. D. WIGGIN 89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

### The Webster Lumber Co.

SWANTON, VT.

### NORTHERN AND SOUTHERN HARDWOODS

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
and Malone and Newton Falls, N. Y.

New York Office:

1 MADISON AVENUE

### ROBERT W. HIGBIE COMPANY HARDWOODS—BIRCH, MAPLE, BEECH

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

### PALMER & PARKER CO.

TEAK	MAHOGANY	EBONY
ENGLISH OAK	ENEERS	DOMESTIC
CIRCIASSIAN WALNUT		HARDWOODS

103 Medford Street, Charlestown Dist.  
BOSTON, MASS.

### WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

### HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER  
but the BEST LUMBER PAPER published

# WM. WHITMER & SONS

Incorporated

**"If Anybody Can, We Can"**

**Manufacturers  
and Wholesalers  
of All Kinds of**

# HARDWOODS

**West Virginia Spruce and Hemlock  
Long and Short Leaf Pine  
Virginia Framing**

**Franklin Bank Building**

**PHILADELPHIA**

**Wisconsin Land & Lumber Co.**  
HERMANVILLE, MICH.



## FLOORING

Our slow method of air-seasoning and kiln-drying enables us to offer you a superior product—one which has stood the test for nearly a quarter of a century.

Write today for prices and booklet.

**Thomas Forman Company**  
DETROIT

MANUFACTURERS OF

**Forman's Famous Flooring**  
**OAK AND MAPLE**

**Faultless Grades, Perfect Milling, Quick Shipment  
and Reasonable Prices**

## CHECKING, SPLITTING, ROTTING POSITIVELY PREVENTED

by LORAC, a thick liquid, to be applied to either timber or lumber at a trifling cost. It will not discolor or injure the wood, neither will it interfere with its subsequent working or painting. It requires no preparation before use, no heating or mixing, and is easily applied by unskilled labor.

Ryan-Stimson Lumber Co., Memphis, Tenn., writes us July 21, 1909: "The Lorac Protector we received seems to be doing pretty well. Please ship us at once another barrel of 600 lbs."

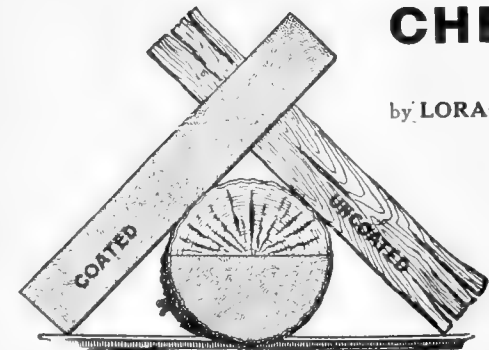
The Florence Pump and Lumber Co., Memphis, Tenn., writes July 6, 1909: "The Lorac Protector we recently had from you was all that could be asked for, and works splendidly, preventing the ends of squares from checking. Send us two barrels of 600 lbs. each."

Dec. 18, 1909: "Please send us two barrels of Lorac, about 600 lbs. each."

L. A. Schwarzwaelder, Chichester, N. Y., Manufacturer of Bank and Office Fixtures, writes us under date of Aug. 9, '09: "I have given your material a trial on some lumber, and find it has fulfilled all that you claim for it. Please ship me a barrel of 600 lbs. at your earliest convenience."

Herr Lange, Chief Forester, The Bismarck Forestry, Friedrichsruh, Germany, writes: "As your Lorac Protector has shown excellent results on Beechwood, we request that you send us immediately additional 500 lbs. of the same."

**THE GEORGE HENKE COMPANY** 62 Beekman Street  
NEW YORK



You need not pay for it if it does not do all we say. What better guarantee can we offer?



## The Hardwood Lumber Gateway

In the center of the producing  
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will  
gladly take care of your requirements.

WHY GO BEYOND!=====STOP HERE!

Cincinnati manufacturers and dealers  
solicit your inquiries. See their "ads"  
on following pages of this paper.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## WE HANDLE DRY HARDWOODS

For  
Domestic and Foreign Markets

Correspondence Solicited

### FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

### A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards Cottonwood, 18 to 21 inches wide	
5 " —4-4 1s and 2s	" 13 to 17 " "
3 " —5-4 1s and 2s	" 6 to 12 " "
5 " —4-4 No. 1 Common	" 13 inches and up "
1 car—4-4 Clear One Face	" 4 inches to 7 inches "

COTTONWOOD AND RED GUM OUR SPECIALTY

Write us for any items YOU NEED

## The New River Lumber Co.

Producers of

### HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

Norma, Tenn.

New River, Tenn.

GENERAL OFFICE:

1620 Union Trust Bldg.

CINCINNATI

## St. James Cedar Company

HARDWOOD DEPARTMENT

### Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

WE HAVE FOR SALE,

10 cars 5-4 Firsts and Seconds Red Oak  
5 cars 5-4 No. 1 Common Red Oak  
2 cars 4-4 1s and 2s Red Oak  
5 cars 4-4 No. 1 Common Red Oak  
5 cars 4-4 No. 2 Common Poplar  
2 cars 4-4 Clear Sap Poplar

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

## OHIO VENEER CO.

Manufacturers of

VENEERS and thin lumber of every description

Importers of MAHOGANY and

### FOREIGN WOODS

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: 2624-34 Colerain Ave., Cincinnati, O.

## MIDLAND LUMBER COMPANY

### HARDWOOD LUMBER

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

## Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the **BEST** sales medium for hardwood lumber.



# CINCINNATI



THE GATEWAY OF THE SOUTH

## KENTUCKY LUMBER CO., CINCINNATI, OHIO

### MANUFACTURERS OF SOUTHERN HARDWOODS AND POPLAR

Higher grades of all kinds are scarce, but we still have some to sell.

5-4, 6-4, 8-4, No. 1 Com. & Better Pl. W. Oak	4-4, 6-4 Com. & Better Ash
5-4, 6-4, 8-4 " " Poplar	4-4 to 8-4 " " Red Gum
6-4, 8-4 " " Chestnut	4-4 to 8-4 " " Sap Gum

Also large stock low grade Poplar, Gum, Oak, Ash, Chestnut, W. Pine, Hemlock. Want to move quick a few cars 4-4 No. 1 Com. Pl. W. Oak.

We are Specialists in

## RED GUM

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

**THE MALEY, THOMPSON  
& MOFFETT CO.**

## Veneers, Mahogany and Hardwood Lumber

Largest Stocks

Best Selections

**CINCINNATI, OHIO**

## The M. B. Farrin Lumber Co.

Manufacturers

### POPLAR OAK ASH CHESTNUT

Distributing Yards: **CINCINNATI**  
Saw Mills: VALLEY VIEW, KY.

## John Dulweber & Co.

**HARDWOOD LUMBER**

Mills In Ohio, Kentucky, Mississippi, Tennessee      Office: S. W. Cor. Findlay & McLean Sts. **Cincinnati**      Distributing Yards McLean Ave., from Findlay to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

- 2 cars 2½ in., 3 in. and 4 in. Ash
- 1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.
- ½ car 10-4 in., 1s and 2s Quartered White Oak
- 1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

## THE GRAHAM LUMBER CO., LTD.

41 East Fourth Street

Manufacturers and Dealers in General Hardwood Lumber, especially Poplar, Basswood, Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

**THE T. B. STONE LUMBER CO.**

Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries



# CINCINNATI

THE GATEWAY OF THE SOUTH

## THE FREIBERG LUMBER COMPANY

MANUFACTURERS OF

TABASCO and AFRICAN MAHOGANY  
QUARTERED OAK and WALNUT

LUMBER SLICED AND SAWN VENEERS

## C. C. BOYD & CO.

Manufacturers of

Hardwood Lumber  
and Veneers

MILLS: { North Bend, O.  
Lambert, Miss.

OFFICES:  
40 Glenn Building

CINCINNATI, OHIO

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

SOUTHERN LUMBER  
PLAIN and QUARTERED OAK  
YELLOW POPLAR  
CHESTNUT MAPLE  
BASSWOOD

BAND SAWED, WIDE AND GOOD LENGTHS  
OLD FASHIONED GRADES OUR SPECIALTY

## L. W. RADINA & CO.

DEALERS IN

POPLAR AND  
HARDWOODS

CINCINNATI : : OHIO

## SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber - Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO  
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

## Low Prices Made on the Following

1 Car 5-8 1's and 2's Walnut	2 Cars 6-4 No. 2 Com. Walnut
1 " 3-4 1's and 2's "	1 Car 8-4 " 1 " "
10 Cars 4-4 No. 2 Com. "	1 " 8-4 " 2 " "
2 " 6-4 " 1 " "	3 Cars 4-4 " 2 " Cherry

## LELAND G. BANNING

Fifth and Main Sts.

CINCINNATI, O.

## BENNETT & WITTE MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut,  
Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who inspect and measure  
their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport  
of the world. Cable address Bennett

Wire or Write to either  
Branch Main Office  
Memphis, Tenn. Cincinnati, Ohio  
222 W. 4th St.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## RIEMEIER LUMBER CO.

Plain and Quartered

## Oak, Ash and Chestnut

Mixed Cars a Specialty

### OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

### EASTERN BRANCH:

Buffalo, N. Y.

## OAK-CYPRESS-GUM

DIRECT SHIPMENTS  
FROM THE SOUTH

MIXED CARS QUICK  
FROM CINCINNATI

## THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



CINCINNATI

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK-GUM  
POPLAR-CYPRESS  
IN CARLOADS

"CENTURY" OAK 13-8 &  
ALL HEART RED GUM 13-16  
PARQUETRY OAK-5-16

## DUHLMEIER BROS.

## SOUTHERN HARDWOODS

CINCINNATI,

OHIO

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

## HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

## WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and  
we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Basswood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

THE HARDWOOD LUMBER CO. CINCINNATI, OHIO  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## The Asher Lumber Company

Manufacturers and Wholesalers

## HARDWOODS

POPLAR A SPECIALTY

Bank and McLean,

CINCINNATI, O.

## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

# CINCINNATI

THE GATEWAY OF THE SOUTH

## FRANCKE LUMBER COMPANY

WE SELL THIN WALNUT and WE BUY WALNUT EXPORT LOGS  
 ASH OAK QUARTERED OAK a SPECIALTY  
 STATION P. CINCINNATI, OHIO BAND MILL AT ST. BERNARD, OHIO

## McLaughlin-Hoffman Lumber Co.

**WHOLESALE HARDWOODS**  
 Pine Hemlock Cypress

Will contract mill cuts for cash  
 206-207 Shultz Building COLUMBUS, OHIO

## The Whisler & Searcy Co.

IRONTON, OHIO

Manufacturers of

**W. Va. White Oak**

**LONG BILL OAK A SPECIALTY**

FINE STOCK OF

**Bone Dry Band Sawed Material**

## THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR  
 COTTONWOOD AND GUM**

Direct Shipment from our yards  
 at Memphis, Tenn.

Office, 56-7 Smith & Baker Bldg.  
 TOLEDO, OHIO

## The A. C. Davis Lumber Company

Manufacturers and Wholesalers of

**Hardwoods and Cypress**

IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS & TRUST BLDG., COLUMBUS, OHIO

## "Dodge" Bearing Metal

The Peerless Leader of Our Complete Line of 10 Brands, Covering all Service Requirements



Best for all General Mill and Factory Bearings  
 Used in Our Plant for More than 20 Years

The Guaranty is Cast in the Bar.  
 A Dodge Product—Why Say More?

ASK YOUR DEALER  
**DODGE MANUFACTURING CO.**

Mishawaka, Indiana

Bearing Metals Department Sta. J-55



FOR SALE  
**CIRCISSIAN WALNUT LOGS**

12 Feet and Longer

Also 1-28 inch Sliced Circassian Walnut and Mexican Veneer and Lumber in every thickness

**Lewis Thompson & Co., Inc.**

Office: Philadelphia, Pa.

Yards: Astoria, L. I.

# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAY MAY 22, '29 APR '28 '29

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SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore..
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago

# PARQUETRY FLOORING

If you have a dry room why not carry a stock of ornamental parquetry borders? They will round out your flooring business. We have exclusive agents in the large cities. Where we have no agents we will quote direct.

If you do not wish to carry stock and will send us rough sketch of room where you wish borders laid we will at once send you estimate of material required. Advise us of thickness of the flooring with which you wish to lay these borders and show us a sample of your grooving and we will make the borders to match.

Send for our handsome new book showing photographs in natural wood colors. We are sure that you can use our goods and add class to your flooring business.

## WOOD-MOSAIC COMPANY

ROCHESTER, N. Y.

NEW ALBANY, IND.

### "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

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WELLS, MICHIGAN

### CHAS. F. LUEHRMANN HARDWOOD LUMBER Co.

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

100,000 Feet	1 inch	No. 1 Common Sap Gum
50,000 Feet	1½ inch	"
50,000 Feet	1½ inch	"
200,000 Feet	1 inch	No. 2 Common Sap Gum
250,000 Feet	1½ inch	"
300,000 Feet	1½ inch	"
100,000 Feet	1 inch	1st and 2d Clear Sap Gum

Write Us for Prices on Anything in Hardwood Lumber  
148 Carroll Street, ST. LOUIS, MO.

## HEADQUARTERS

FOR

## Lumber Fire Insurance

66 BROADWAY, NEW YORK

*Reduced Rates  
Standard Policy*

## LUMBER UNDERWRITERS

FOR LUMBERMEN

BY LUMBERMEN

## WARD BROTHERS

BIG RAPIDS, MICH.

## MAPLE FLOORING

WE GUARANTEE OUR GRADES AND  
MANUFACTURE ARE UNEXCELLED

## OAK FLOORING

Kiln=  
Dried  
Bored  
Polished



Hollow  
Backed  
and  
Bundled

## SAP GUM

1½" x 6" & up wide	27,000'	1sts & 2nds	4-4" x 20" & up wide	12,000'	1sts & 2nds
5/8" x 6" "	40,000'	" "	5-4" x 6" "	95,000'	" "
5/8" x 15" "	112,000'	" "	5-4" x 14" "	5,000'	" "
3/4" x 15" "	14,000'	" "	6-4" x 6" "	14,000'	" "
4-4" x 6" "	50,000'	" "	~4" x 6" "	20,000'	" "
4-4" x 14" "	100,000'	" "			

LET US QUOTE YOU

## RUSSE & BURGESS

INCORPORATED  
Memphis, Tennessee



# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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### Coming Association Meetings

#### NATIONAL LUMBER MANUFACTURERS' ASS'N.

The Board of Governors of the above association have fixed the dates for the 1910 annual meeting for April 19 and 20 at New Orleans, La.

GEORGE K. SMITH,  
Secretary.

EDWARD HINES,  
President.

#### NATIONAL HARDWOOD LUMBER ASSOCIATION.

The next annual meeting of this organization will be held at the Seelbach Hotel, Louisville, Ky., Thursday and Friday, June 9 and 10, 1910.

F. F. FISH, Secretary.

O. O. AGLER, President.

### General Market Conditions

Lumber conditions generally are improving and are more nearly satisfactory in the hardwood trade than in any of the building woods, with the possible exception of eastern spruce. When it is said that hardwood conditions are satisfactory the statement is only relative. Hardwood stocks of nearly all varieties are badly out of balance and in several woods the leading and most desirable items in shipping condition are practically out of stock. In many quarters there is a hesitancy about buying in quantities, but the aggregate of small orders makes up a vast volume of business.

Sales conditions in the Middle West are much better and values are stronger than they are in the East. Trade in the Atlantic Coast cities is still more or less spotted. In all the chief cities of the country the wagon-load hardwood trade is better than the car trade, and the car trade is more in evidence than big block orders.

The entire hardwood producing country is overrun with hordes of buyers who are trying to make advantageous purchases. The average

manufacturer is making little effort to crowd sales; his stock is badly broken and with a number of daily buyers at his office feels as though still higher prices were coming soon, and is therefore playing a waiting game.

The position of the jobber just at this moment is not to be greatly envied; he is between the "devil and the deep sea," on account of the aggregate higher scale of prices being asked by manufacturers on the one hand, and the insistence of the wholesale consumers that they buy from hand to mouth until they are assured of the stability of values on the other hand. The average stock of lumber at sawmills and in the hands of the jobbers is "shot full of holes."

The good end of plain and quartered oak, in both red and white, is commanding high and steadily increasing prices, and wide poplar is even stronger than oak.

There is a gradual absorption of medium and low grades, which are being taken on by remanufacturers, since they can not secure a sufficient quantity of firsts and seconds and No. 1 common to supply their needs.

Birch and maple are also leaders in higher prices, and a good many of the other woods are close followers.

### Universal Hardwood Inspection

In the minds of the vast majority of hardwood manufacturers, jobbers and consumers there has crystallized an urgent demand for an agreement between all parties in interest on the subject of a universal code of hardwood inspection. There is no desire for radical changes in any of the sets of rules in force, but there seems to be an urgent call that all the existing rules be codified into one universal standard.

Apropos of this subject it is pertinent to repeat an abstract from the banquet speech of Robert W. Higbie, president of the National Wholesale Lumber Dealers' Association, delivered at the recent Cincinnati annual meeting:

There was a time when it was said that competition was the life of trade. That is no longer true; for the word "competition" we substitute the word "co-operation," and today it is true that co-operation is the life of trade. The formation of all associations is simply the carrying out of that word.

Our associations have done much good; we have straightened out a great many of the faulty customs of our trade until we have well nigh reached the condition described by one of our guests yesterday, who said that the relations between the various branches of the lumber trade are today ideal.

But there is something yet to be done. I refer to the question of hardwood inspection, and I am not going to say very much about it because the position of this association is very well known. We are not primarily a hardwood association, but we have adopted the broad principle of national and international inspection. On that broad principle we stand and to that end we are ready to co-operate with other associations, and I believe that the men who conduct the lumber trade of this country are big enough, broad enough, fair enough and liberal enough to get together and settle this question. John Sherman, who was an honored son of this great state, said when Secretary of the Treasury, that the way to resume specie payments was to resume, and let me say, if you will, the way to settle this question is to settle it.

## Why Prices Are High

President Taft in reply to a recent query as to why prices are high, is reported to have said that he didn't know.

Previous to the enactment of the last tariff law, **HARDWOOD RECORD** warned the lumber trade against its falling into line with the trust politicians and assisting in the enactment of the one-sided, iniquitous legislation that prevailed. Such lumbermen as interested themselves in the matter at all went to Washington with a strong lobby, and while they did not get all the alleged "protection" they asked for, they succeeded in obtaining three-fourths of the old rate on lumber. Their coöperation in this enterprise permitted other "interests" to secure a much higher proportional protective rate. This paper stated at that time that the alleged protection which they asked for had but little effect on soft woods, and none of any consequence on hardwoods, since the majority of hardwoods grow in this country and do not fall into competition with foreign woods. This publication stated that the lumber trade would be far better off to exert its strength for a general reduction in tariff in all lines, and if it failed to do this that it would find there would be an increased cost on nearly everything that entered into lumber manufacture, including machinery, dry goods, food supplies, live stock and labor.

This prophecy has proved true, but all increased cost should be chargeable only indirectly to tariff legislation. The tariff has been made the excuse for increased prices on a good many articles of necessity and luxury that are not directly affected by this legislation. The manipulation by trusts of capital and labor, by cold storage and other forms of special privilege have had a good deal of influence on advances in prices. Note the fact that meat from Chicago is cheaper in London than it is in New York. Retailers of foods and family supplies have improved every chance to gradually increase prices. Retail distribution has become an economical extravagance in this country.

There are other reasons why prices are high. There is an increased flood of gold. The world's gold production for 1909 was four times the average yearly production from 1860 to 1890; more than twice as much as the average from 1891 to 1900, and nearly one-third increase over the yearly average from 1901 to 1907. Last year gold to the amount of \$450,000,000 was dug out of the ground and added to the previous supply. Since values are based upon gold, a surplus of gold means higher prices.

Again during the last few years the hours of labor have been much reduced with no corresponding reduction in wages. On the contrary, as much or more money is now paid in most industries for the eight-hour day as was formerly paid for the ten-hour day. The result is an increase of twenty-five per cent. in labor cost. The actual increase is greater than this, because of the overhead charges that must be assessed against every manufacturing plant. Labor-saving machinery has made no phenomenal advance during the last ten years, hence shorter hours of labor at the same or higher wages have not been offset by evolution in labor-saving machinery.

It must again be borne in mind that this nation is devoted to two great and non-productive extravagances. One is an attempt to equip

a navy that shall outstrip any nation on earth, and the other is the cost incident to the automobile craze. These two great "industries" in certain lines of labor have produced a war-time scarcity in these piping times of peace.

Once again, the quantity of farm products has hardly kept pace with the increase in population. While the world's per capita production of cereals has been about the same as for the last five years, in the United States there has been a relative decrease in many lines of farm production. The demand has been greater than the supply, hence higher prices for farm products.

The country is on a "spree of prosperity" following the quick recovery from the panic of 1907. Matters are now settling down to a more solid basis, and the general industries should be prosperous for some years if there comes about an increased respect for old-fashioned economics. Today human wants, or more accurately speaking, human desires, have multiplied. High living is costly, and people never lived so well or so extravagantly as they do today.

Undeniably prices at the present time are at a high level and many of them will show a gradual reduction for some time to come. This observation is not true of lumber. The law of supply and demand is paramount everywhere, and with this fast diminishing product it is probable that values will show a gradual accretion for all time to come.

Even the highest priced lumber is showing less increase in cost than any of the standard products emanating from the natural resources of the land.

## The Administration of the Public Domain

It is timely that the **RECORD** should present in this issue a sketch of that foremost advocate of conservation, Gifford Pinchot, dismissed head of the United States Forest Service. Gifford Pinchot's only offense was his insistence that the public domain is public property and should be so administered as to benefit the whole people. He, in common with other honest men, has no

objection to individuals getting rich by developing the natural resources of the country so long as the people at large receive a share of the benefits. He does object to a system which gives multi-millionaires through development of public property opportunity to use their wealth and power to make the cost of living higher.

Such is the new theory that is becoming generally accepted throughout this country. It is very new yet, so new that the forces in control of Congress up to the last few days have believed it to be a joke, and the trusts can not repress a smile when the subject is mentioned. The clipping of Joe Cannon's wings is the first demonstration that the nation has had that Congress as a whole believes that the public domain is public property.

The movement for the preservation of the national wealth in the interest of all the people will now probably press steadily forward. The middle West and the West are keenly alive to the significance of this new conception, and all sections are developing a persistent demand that it be made a new departure in national policy.

It may be well to recall that Gifford Pinchot and Mr. Roosevelt are on the other side of the water in consultation about things that have been done and are doing. Wait!

## USEFUL MEN

**S**OME of the most useful men, as well as the most unselfish and devoted, with whom I come in contact are successful business men of large affairs. They are modest and unassuming; simple and direct in their methods; wide as the world in their sympathies; lofty as the stars in their aspirations for human progress; sagacious beyond other classes of men, and respected to the point of veneration by those who know them well, because they are men of deeds rather than of words, who make good their professions from day to day. Business has not so narrowed them, nor has devotion to philanthropic ends or public reforms so distorted their mental visions, that they are not able to enjoy what is good in life, whether books, music, pictures, the companionship of friends, or the restful contact with Nature in field or forest.

—ALBERT SHAW

## The Trouble with the Times

On the whole the general business of this country is from fair to good, and when one talks about "the trouble with the times" there is and should not be any serious menace to the future of business conditions.

The only trouble with the times seems to be a general distrust brought about by political and commercial agitation. Theodore Roosevelt discovered that there was a good deal of political and commercial wrong-doing in this country. He set about in a drastic way to expose these wrongs and attempt to correct them. Trusts and corporate money resisted these attacks. He had a fight on hand in every quarter of the country. A panic ensued and while corporate greed was checked, the average business man suffered, and this suffering went down the line to the poorest laborer in the land.

Mr. Roosevelt set up new ideals of commercial integrity and in carrying out these ideals he has many followers. Chief among these followers is the present incumbent of the White House.

Mr. Roosevelt left matters in a good deal of turmoil. While President Taft was equally anxious to see good morals and a "square deal" prevail in politics and business, he has largely ceased working on Mr. Roosevelt's drastic lines, but has chosen rather to placate everybody and everything as far as was in his power. He probably has been unfortunate in his selection of advisers, because he certainly has things in worse shape than they were left by his predecessor. No matter what the result of the Ballinger investigation may be, Mr. Ballinger is discredited in the minds of nine men out of ten. Mr. Taft is in all sorts of rows with other countries over his Aldrich-Payne tariff law, and he is certainly in bad with the average American citizen.

Roosevelt was brave in his attempts. He welcomed a fight when he thought he was fighting for the right. His successor undeniably has made an honest attempt to accomplish Rooseveltian ideas on lines of conciliation and diplomacy, but the "big stick" has been hidden. Roosevelt was sponsor for a cult which has grown up in all parts of the nation and has been popularized—the agitators.

The nation has become pessimistic. The great publishers of the country, with doubtful integrity of purpose in many cases, have dug into the by-ways for any possible thing which they could attack. They have gone for and after conservation; they have gone after railroads; they have gone after Alaska legislation; Colorado politics; Standard Oil; the sugar trust; Joe Cannon; general business morals and hardwood inspection.

There is a perfect tornado of muck-raking, and it has come to such a pass that the average business man would be willing to take any sort of bitter medicine if by that means he could once more bring about commercial peace and harmony in the land.

## Prosperity Shown by Iron and Steel Production

That Wall Street is evincing a growing callousness as far as adverse legislation is concerned, and is exhibiting a tendency to overlook the more or less temporary effects of recent and pending congressional action, for the more genuine indications of industrial soundness, is the note most strongly sounded in Charles M. Schwab's report on the iron and steel production, recently published in the Wall Street Journal.

Mr. Schwab makes the astonishing prophecy that in the near future there will be a yearly increase in the yearly output of iron and steel, of forty million tons, a statement which really reiterates his prediction of a few years ago that the net earnings of the United States Steel Corporation would shortly amount to \$250,000,000 yearly.

Of paramount importance, however, is the moral support, lent business in general, by the unwavering conviction of this industrial Goliath in the ability of the United States to rise unchecked over all adversity, to a goal of prosperity higher than ever before attained.

Evidence of late has been plentiful, according to this authority,

that business men in general are becoming convinced that with production and distribution carried on in accordance with sound economic laws, there need be no fear whatsoever of the ripples caused by state or Federal legislation or action, which constantly keep the bosom of the industrial sea in a state of minor unrest.

## An Inning for Mahogany

There is a material strengthening in mahogany values at Liverpool, the chief point of assemblage and distribution outside of the few big importers in the United States. This was particularly noticeable at the Liverpool sales on March 16 and 17. The Timber Trades Journal of Liverpool is responsible for the statement that there was a falling off of forty-two per cent in imports of mahogany logs during 1909 as compared with 1908.

There is manifestly a dearth of stocks of mahogany logs at points of production, otherwise it is certain that with the advancing values exporters would have rushed them forward before this time to get the benefit of the increasing values that have developed during the last five of six months.

With the increased price of high-class American furniture woods, mahogany is certainly having an inning in the way of demand, and today it is in an exceptionally strong position. The surprising feature of the situation is that mahogany lumber values are not advancing at all in proportion to the rise in oak, and this is assuredly the fault of the manufacturers and dealers in this premier of furniture woods.

It is also noted that there is a marked improvement in the general character of log shipments now being received at Liverpool. The London contemporary recites that in question of size, utility and ease with which a wood can be seasoned and manipulated and the cost of finishing, mahogany stands an easy first when compared with all other high-class furniture woods. Even the lower priced wainscot oak now on the English market, if the difference of measurement is considered, is distinctly dearer than the much superior mahogany. As a matter of fact yellow poplar panel in wide stock commands a higher price today in the English markets than does mahogany. The American demand for mahogany is manifestly increasing, and it is up to the producers to get a price for it that is something near commensurate with its value.

## Editorial Notes

There is a good deal of talk about a lumbermen's liability insurance company that will embrace sick benefit, life and accident policies for employees. This eventually will be a success if employees can be convinced that the employer is the best friend they have, and is interested in the welfare of those whose labor contributes to his prosperity. Such a system of insurance would protect both the employer and the employee against unjust claims, and would drive "jack-leg" lawyers out of the business of enforcing unfair claims from employers and then absorbing seventy-five per cent of the resultant verdict for collection charges.

\* \* \*

The thoughtful visitor at lumber associations is always impressed with the fact that it is the successful ones of the number who frankly offer at these meetings all the information to their fellows that is in their possession, and sacrifice their time and money for the benefit of the trade at large. There is a reason for it. Can't you guess it? These wise men know that the educated competitor is the best competitor that they can have. It is unintelligent competition that plays hob in business, whether it is the hardwood trade or any other line.

\* \* \*

It now looks as though the proposed railroad strike among various railroad employees is on the verge of being settled for some time to come. The Baltimore & Ohio Railroad Company has made a new and advanced scale for its employees, and the same policy will probably be pursued by the big western lines in connection with the demands of locomotive firemen and switchmen. It is sincerely hoped that this result will come about and the strike will be averted.

## Pert, Pertinent and Impertinent

### The Measure of Success

A tall and pompous citizen pursues his stately way. "That man is worth five million bucks," we hear admirers say; and folks salute him as he goes and wear a servile smile, and while he lingers in their view they talk about his pile. It's good to have five million bucks, or half a million less, but being wealthy doesn't mean that you are a success. Of all the gifts the gods bestow, the commonest, I wot, is that of raking in the scads till friction makes them hot. There is no crossroads in the land but has its plutocrat, some village Astorbilt who hoards and grows exceeding fat; but villages are far between to judge from late returns, which breed a future Millet or a follower of Burns. It's good to have five million bucks, if they're not counterfeit; it's nice to chase yourself around and feel that you are It; but if you

have no other claim to confidence and love, the jumping-off place you should seek, and give yourself a shove. I'd rather keep a-plugging on, with little to disburse, and journey to the bone-yard in the county poor farm's hearse, and have folk say I tried my best to do my little part, than leave a lot of rocks behind and not a mourning heart.

—Walt Mason.

### Be a Good Fellow

While roaming about on the highway of life,

To the fact did you ever get wise?

There's all kinds of lobsters about every day;

And there are tin-horn sports in disguise

But just pass them up, they are not in your class,

They are full of hot air, as a rule,

When you're out for a time, "pin this in your hat."

Be a good fellow, not a durn fool.

And don't be a "piker" whatever you are,

For you'll surely bump into some fan,

Who is up in the game with all kinds of dope,

And ready to size up his man,

Just keep your glims open, 'tend strictly to

"biz."

Don't get up in the air, but keep cool,

It surely will win, and bring home the tin, to

Be a good fellow, not a durn fool.

—Tom J. Nicholl.

### To Be Hoped For

A little more sweet and a little less sour,

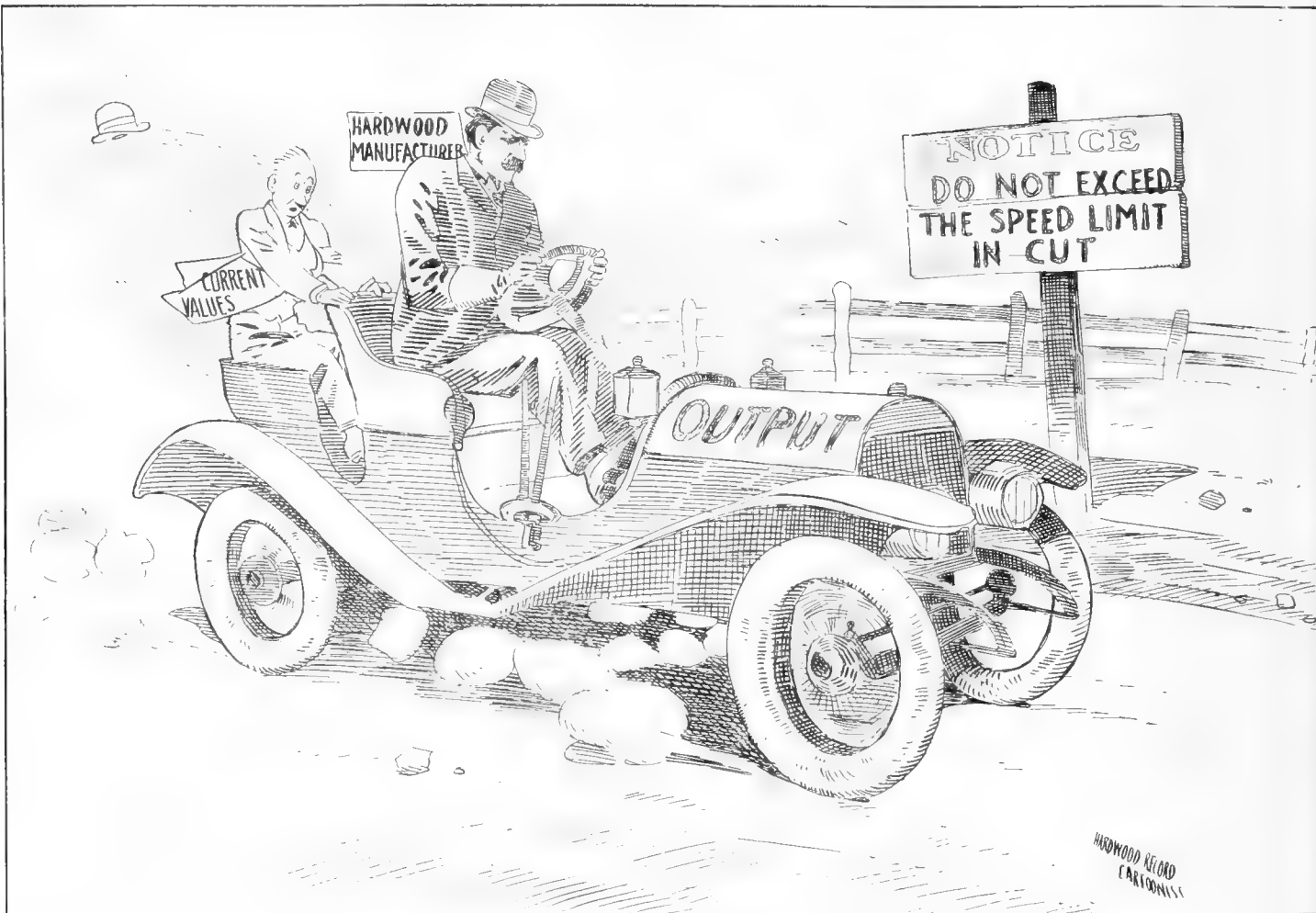
A little less weed and a little more flower,

A little more song and a little less sigh,

A little less earth and a little more sky!

—Baltimore Sun.

## A Pertinent Warning



Hold the Output Down, or the Chap in the Back Seat Will be Bounced Out.

### A Riddle

She had a diary, all bound  
In leather red,  
Designed for keeping till its course  
A year had sped.

She had a secret rich and rare,  
Told by a friend,  
Designed for keeping tight until  
The world should end.

She had a gold piece round and bright,  
A nest egg planned,  
Designed for keeping till it grew  
A fortune grand.

Concerning all into our mind  
This riddle crept:  
Which of the three do you suppose  
She longest kept?

—New York Sun.

### Old Joke Revamped

Wedderly—"My wife tied this string around my finger this morning so I would remember to mail a letter for her."

Singleton—"Did you mail it?"

Wedderly—"No; she forgot to give it to me."

Fair Millionaire: "Oh, Vladimir, they say you are a fortune hunter, and are only marrying me for my wealth. Tell me that this is not true."

Lord Dedbroke: "Why, my dearest, I would marry you if you were penniless."

Fair Millionaire: "Prove this, my own Vladimir, and I shall be absolutely happy."

Lord Dedbroke: "Settle the whole of your

vast fortune on me, leaving yourself destitute, and I will wed you in the face of the whole world."

A man who has controlled Fortune is always amazed when he finds he cannot control a woman.

It's never half so hard to raise money for our luxuries as for our necessities.

It's easier to lead some men to the bar than it is to drive them away.

The average man is either dissatisfied with what he has or with what he hasn't.

Many a man lives on the square who resides on a back street.

There must be something wrong with the vision of some people who do their duty as they see it.

# AMERICAN FOREST TREES

## EIGHTY-FOURTH PAPER

### Shingle Oak

*Quercus imbricaria* Michx.

Shingle oak, so called because of the fact that it is largely manufactured into shingles, is an entire-leaved member of the red oak group. While inferior physically to true red oak, it has quality sufficient to give it a fair commercial value. It is a quick growing tree, with foliage of singular attractiveness, and consequently is sometimes planted for ornamental purposes. It seems especially suited to hybridize with other species, and *Quercus laevis*, believed to be a cross between *Quercus imbricaria* and *Quercus velutina*, now has an extensive range, though scattered in growth.

*Quercus imbricaria* requires good soil for growth, but is not partial either to uplands or bottoms. It is found at its best in the lower Ohio river basin and in Missouri, but is comparatively rare in the East. From middle Pennsylvania its range extends southward along the Alleghenies to northern Georgia, Alabama, Tennessee and Arkansas.

While generally known as shingle oak in Delaware, North Carolina, South Carolina, Kentucky, Indiana, Illinois, Kansas, Iowa and Nebraska, it also bears the name of laurel oak in Pennsylvania, Delaware, South Carolina, Kentucky, Illinois and Nebraska; jack oak in Illinois and water oak in North Carolina.

A mature tree might be as much as one hundred feet high and three or four feet in diameter, and has a round or pyramidal, attractive crown composed of many slender branches and twigs. The foliage is distinctively grouped at the ends of the twigs in star-like clusters. The leaves are four to six inches long, are oblong in shape with wedge-shaped or rounded bases and are deep green and shiny on the upper side but lighter below. Winter buds are small, light brown and slightly angled; the male flowers grow in white fuzzy aments, the female on slender peduncles. The acorns are short, stubby and rounded, covered one-third of the way with thin shallow cups. The bark on the older trees is brown, tinged with red, close fitting and firm and divided into even scales.

There is rather a marked similarity in the general appearance of shingle and pin oak, especially in the slender twigs, and the branch arrangement. Yet there is no possibility of confusing the trees, as the short, rigid pins of the latter are lacking

on the shingle oak. The leaves are a totally different, as described, those of the pin oak being deeply cleft and having sharp pointed lobes. Characteristic of the shingle oak is the grouping of the leaves on the ends of the twigs. Not only is the foliage of this tree beautiful in the summer; in spring the delicate pink tints of the new-

leaves and rather wide annular rings, the grain is somewhat coarse. The wood finds general use, where the growth exists in any quantity and size, as siding, clapboards and shingles, and also in construction. It is a good fuel wood and is used for making charcoal.



TYPICAL FOREST GROWTH SHINGLE OAK

born leaves and later the richer autumn colors are especially pleasing to the eye.

Shingle oak has a wood of typical red oak appearance and color, the sapwood being thin and lighter in tone than the heart. The wood is tough, hard, strong and heavy, weighing about forty-seven pounds per dry cubic foot. On account of the large

### Last Year's Forest Fires

Fire played less havoc in the wood lands of the national forest states last year than it did in 1908, although the number of fires was 410 greater. The Department of Agriculture has just completed the statistics. The protective value of the work of the department is shown in that (1) almost eighty per cent of the fires were extinguished before as much as five acres had been damaged; (2) less than one and one-half acres to the square mile of national forest land was burned over; (3) and the amount of damage done to the burned over area averaged but \$1.26 per acre.

For the twelvemonth ended December 31 last, there were 3,138 fires on the forests, 1,186 caused by locomotives, 431 by campers, 294 by lightning, 181 by brush burning, 97 by incendiaries, 38 by sawmills and donkey engines, 153 by miscellaneous and 758 by unknown agencies. The area burned over was, in round figures, 360,000 acres, of which about 62,000 were private lands in national forests, as against 400,000 acres in 1908. Some 170,000,000 board feet of timber was consumed, of which 33,000,000 feet was privately owned, as against 230,000,000 in the previous year. The loss in value of timber destroyed was less than \$300,000, of which close to \$50,000 was privately owned. The loss of the year before was about \$450,000. Damage done to reproduction and forage shows a remarkable decrease, less than \$160,000 being the record for 1909 and over \$700,000 that for 1908.

The report of the forester for 1909 said of the fire record of 1908: "That year was one of prolonged drought during the summer and fall, and of disastrous forest fires throughout the country. The national forests suffered relatively little. \* \* \* About 232,191,000 board feet of timber, or 0.06 per cent of the stand, was destroyed. \* \* \* A total of 2,728 fires was reported, of which 2,089 were small fires confined as a rule to an area of five acres or less. The cost of fire fighting, exclusive of the salaries of forest officers, was \$73,283.33. This sum, added to the proportion of the total salaries of rangers and guards properly chargeable to patrol and fire fighting, was less than one-twentieth of one per cent of the value of the timber protected, estimated at an average stumpage value of \$2 per thousand."

The Osage Handle Company of Eldon, Mo., has resumed the operation of its factory, with E. D. Hartwell as manager. Mr. Hartwell has a wide experience in the handle business, having been in that line for thirty years. The company is engaged in the manufacture of a high grade of shaved hickory handles.



# Builders of Lumber History

NUMBER XC  
Gifford Pinchot

(See portrait supplement.)

When Gifford Pinchot graduated from Yale, forestry in the United States existed in books only. But he became interested in it and went abroad to study. In England, by chance he met Sir Dietrich Brandis, one of the greatest figures in practical forestry in the world. Following the advice of Sir Dietrich, Pinchot started his preliminary training at the Forest School at Nancy. After finishing there, he studied extensively in the forests of Germany and India, still under the guidance of the man who had outlined his first studies. Pinchot inherited the same untiring energy and enthusiasm that gave to that old "saint of the forests" the exalted position which will always be his. As a consequence, the two became close friends, which resulted in Pinchot being given opportunities for study and observation usually denied foreign students.

In 1892 Pinchot undertook the first practical task in forestry, on any considerable scale in the United States, at Biltmore, N. C., and he prepared the forestry exhibits from that state for the World's Fair at Chicago. Later he opened an office in New York as a "consulting forester"—a profession that had practically no clients, yet he worked with as much enthusiasm as if he were achieving great visible results every day, and with the keenest enjoyment.

July 1, 1898, he became chief of the Division of Forestry in the Department of Agriculture. The Division of Forestry at that time consisted of eleven people, only two of whom, Mr. Pinchot and his successor, Henry S. Graves, were professional foresters. Its work was entirely scientific, though it had no laboratory and was advisory to private owners who did not wish advice. The forest reserves which had been created in President Cleveland's administration, chiefly upon the advice of the commission of which Mr. Pinchot was secretary, were still under the control of the Interior Department. There were no trained men in the ranger force, and the whole field service was hardly more than a farce.

Beginning in 1898 the Division of Forestry transferred its chief interest to the field, though it had not yet acquired any authority over national forest reserves. It began two definite tasks: to get the data necessary to found the science of American forestry, and to educate the public to its necessities.

By 1901 the work was so increased that the division was enlarged to a bureau. It still, however, had no forests under its charge. The first administrative work began two years later, when the sale of the

timber on the Chippewa Indian lands in Minnesota was put under its charge.

Still, while the Forestry Bureau was building up a trained force, creating the science of forestry in this country, giving a striking example of its benefits in Minnesota, and beginning to educate the public, the National Forest Reserves were administered much in the same manner as they had always been, and a strong feeling of resentment against them was growing in the West, which sooner or later seemed sure to cause their abolition. This was a natural resentment. The forests were simply kept from any human use whatever. They were still under the management of the Interior Department, which had no scientific knowledge of forestry. At the same time the Agricultural Department's corps of foresters had no forests to care for.

On the first of February, 1905, this illogical situation was remedied. The control of the forest reserves, since then called the National Forests, was put into the hands of the Bureau of Forestry, which was renamed the Forest Service. It was the beginning of a new era, in which the theory of beneficial use was the keynote of the work.

It was at this time that the real work of Gifford Pinchot began, the work of conducting forestry, not to save trees, but to use them wisely—trees and every other natural resource. The policy of proper forestry was begun with imperfect means of execution, but it was begun; and in 1909, 352,434,000 board feet of timber were cut in the National Forests, and this cutting left them in better shape than they were in before. More than a million and a half cattle and horses and nearly eight million sheep and goats grazed within their borders without damage to the range, and without bloodshed between the cattle and sheep men. Now, 216,000 people live in the National Forests, and mills, mines, power stations and many other activities are carried on, of benefit to the people, and without damage to the forests. The fire loss has been reduced to about one-half of what it was under the old administration.

While all this is going on, the National Forests are protecting the head waters of all the streams in the West, and the streams mean life and light and power to the population.

All this was not accomplished without a struggle. To some people the ideas were revolutionary and therefore bad; others opposed them because they felt they meant too much centralization. But the real opposition came from those who had benefited from the old system of bad laws and loose methods. They were numerous and

strong and they were hard fighters. Pinchot went West to meet them.

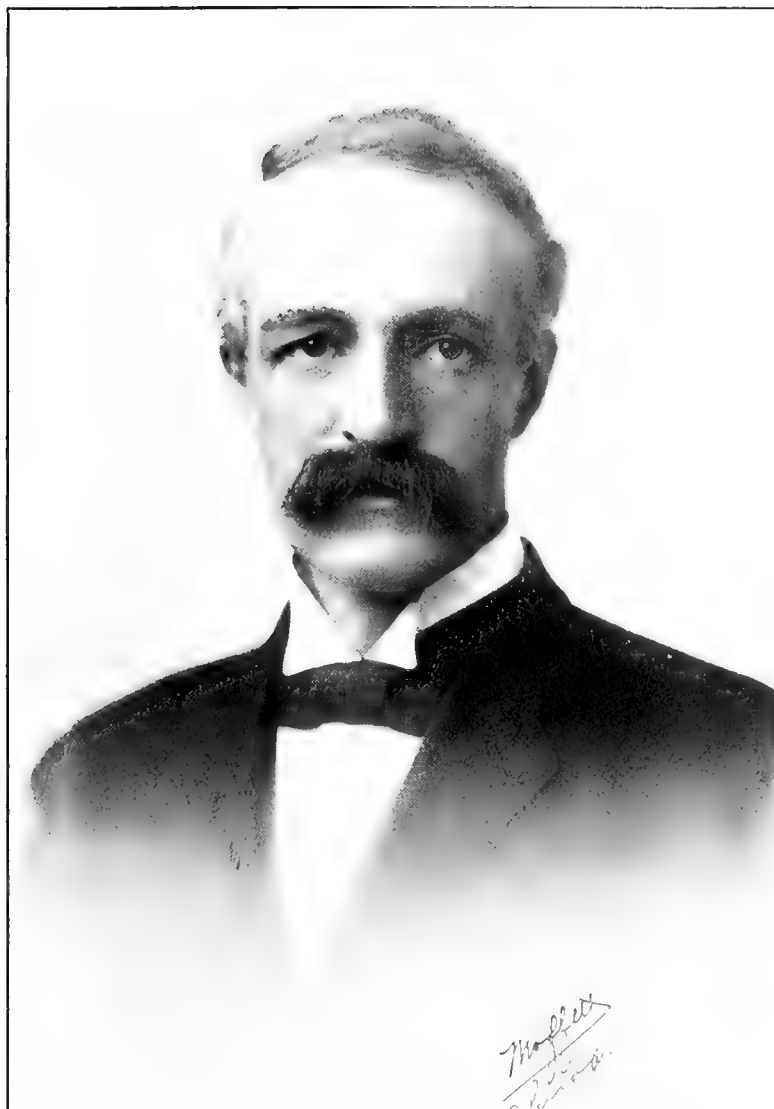
In the summer of 1906 he met criticism at a cattlemen's conference at Glenwood Springs, Colo., and Senator Heyburn's attack on him at Boisé. In 1907 he faced his opponents in the Denver Land Convention, "packed" to rebuke him and his policies, but nothing came of it. The convention was discredited and its promoters lost ground.

It was from necessity, and not from choice, that Pinchot became connected in any way with the present proceedings at Washington. Only when the conservation policy was definitely discouraged and set back, did he become even indirectly involved in the controversy. But then the strongest quality of the man began to assert itself—the fighting quality. For any merely personal advantage, he would not fight any human creature. In all his work he had never considered his personal fortune. It is said that he had always given his salary to further the interests of his work—a story which is truly characteristic.

There is probably no other case entirely parallel to this—a man whose personal fortunes are in no way involved, who never gave a day's work in his life to make a dollar, and who has no political ambition, nor a desire for office except for the furthering of conservation, who knows perhaps more nearly every square mile of our territory than any other man, who, beginning as a \$2,000 clerk under Civil Service rules in President Cleveland's time, has worked out a great policy of more fundamental importance than any other; a policy which all political parties have accepted and which underlies a true philosophy of national life and growth.

It was indeed unfortunate that President Taft's administration did not at the very first show an active sympathy with what Mr. Pinchot stands for. The fact of this man's loss for the public service or that man's—the fact of any man's loss—is a little matter. It is no great matter, therefore, that Mr. Pinchot's official services were lost to the Government, in an atmosphere of changed and changing relations, but it is a very great misfortune that this policy should be questioned or disturbed.

Gifford Pinchot out of the public service is the same as Gifford Pinchot in the public service, and the forestry machinery of the government is in the hands of men of his own training (most of the foresters that we have were trained by him, or owe to him their first inspiration). But there is this difference: As a private citizen and president of a national forestry association, he will do more active work than he could do in an official position, for the ed-



**GIFFORD PINCHOT**  
WASHINGTON D C



ucation of the people on this subject. He is still chairman, too, of the National Conservation Commission.

After all, the proper measure of his work is not the number of square miles of land that he has saved for right and perpetual use, but the changed thoughts of the whole nation about the sources and perpetuation of all fundamental wealth. He has been a great awakener of the people on a subject that strikes deeper than any political policy.

Mr. Pinchot is now forty-four years old. He has the biggest constructive idea of our

generation, an idea that works for the direct personal benefit of every dweller on our land in our generation and in all succeeding generations. He has no private ends to seek. He has no private business. He has given once for all his life and his time for the public welfare. He is a well-equipped man, of prodigious industry, of attractive personality and of the hardy virtues—a woodsman, a sportsman—a man at home in all parts of our country and with real persons of every grade of life. He has already made a great career, but a greater is before him.

## Utilization of Hardwoods'

### ARTICLE XXXVII BOWLING ALLEYS

It is not often that in a line of manufacture involving many thousands of dollars only one kind of hardwood plays an important part. Several varieties are usually required where hardwood is used at all, but in the manufacture of bowling alleys and pins there is only one hardwood employed, namely, the best grade of clear white maple.

Illustrations shown in connection with this article are furnished by the Brunswick-Balke-Collender Company, the largest manufacturer of bowling alleys and their accessories in the world. This concern, in order to secure a perpetual supply of high-grade maple, in 1908 bought 12,000 acres of timber situated in Wisconsin and Michigan, which bears, among timber experts, the reputation of being the finest stand of maple

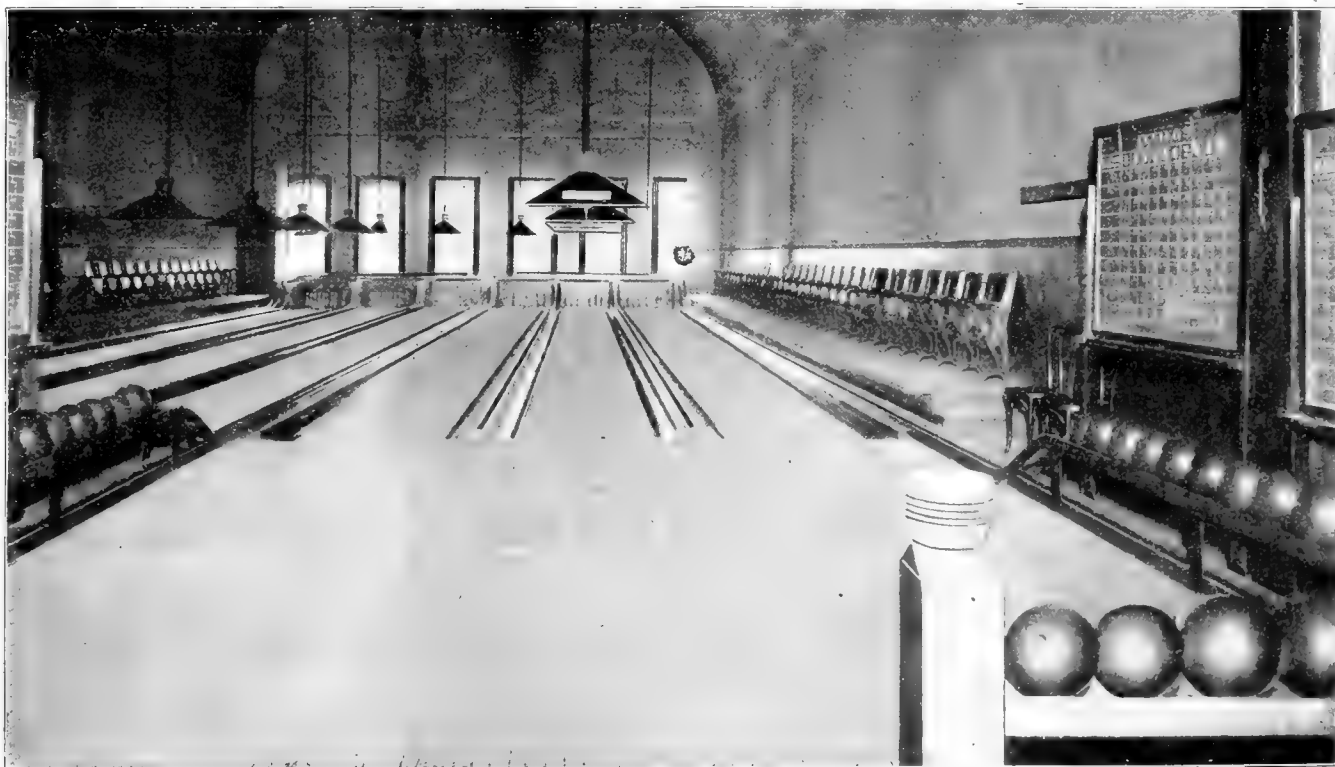
in the world. In addition, the company owns a similar tract in Wexford county, Mich.; it has its own steam barge on which the raw material is transported from Lake Superior to the plants at Chicago and Muskegon. The pine used for the main part of the alley is partly bought from southern manufacturers and partly cut from a tract owned by this concern in North Carolina.

There are three types of bowling alleys: the continuous alley, the sectional alley, in which maple is used for the entire length, and the sectional alley, in which maple is used only for approach and pit-ends, and Georgia pine for the main alley. The hard usage to which approach and pit-ends are subjected necessitates the use of hard maple in that part of the construction. In the case of the main alley, however, the

chief requisite is a smooth, slick surface, producing as little friction as possible, and not necessarily being required to endure any great wear. Speed is here sought, and clear Georgia pine is the material used, as it seems best to answer all requirements.

As before stated, only the finest quality of maple is used, stock being selected for grain and color. After cutting it is stacked on end and air dried for a considerable period before being shipped to the factory. Before finally being worked, the stock is subjected to a re-drying at the plant, and is then cut into strips one by three inches, of various lengths. Special machinery is employed in cutting these strips, which are tongued and grooved and dovetailed into the pine of the main alley. Steel clamps are used to hold the strips securely in place, one of the accompanying illustrations showing the method employed.

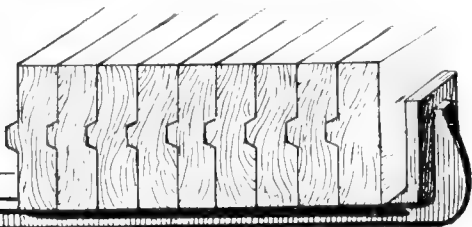
The pine is selected for grain and hardness, only "B" and better grades being used. Georgia pine is used exclusively, as it grows much more slowly than the ordinary yellow pine and hence is much tougher. All the stock is quarter-sawn, and before shipping to the factory is air dried for several months, and later is re-dried in the factory kilns. The strips into which the lumber is sawed are treated separately in a machine, which in addition to giving them a perfectly smooth and true surface, provides a side, tongue and groove, similar to that employed in the maple. This process of tonguing and grooving involves a large waste in the thickness of the material, and hence adds considerably to the ex-



MODERN CONTINUOUS BOWLING ALLEY

pense of the alley. Steel clamps, similar to those used in the approach, are employed here to insure greater strength and firmness.

The usual method of installing alleys is to ship the strips previously manufactured directly from the factory to the place of installation, trained mechanics being employed by the alley company to perform the work.



SECTION OF BED, SHOWING TONGUE AND GROOVE CONSTRUCTION AND METAL CLAMP

All material for gutters or troughs at either side of the bed is cut to proper dimensions and prepared. It consists of white-wood and pine strips put in proper shape so that no difficulty whatever is experienced in placing them in position. Before laying the gutters are grooved and kept in a mold from one to six months.

The balls are made of one piece, *lignumvitae* being commonly used. It is readily understood why exceptionally hard wood is necessary for bowling balls. Wood in this construction is being superseded by a composition that is known as "mineralite." Balls made of this material are claimed to be faster and harder, and in many ways give more satisfaction. It is said that they last practically forever.

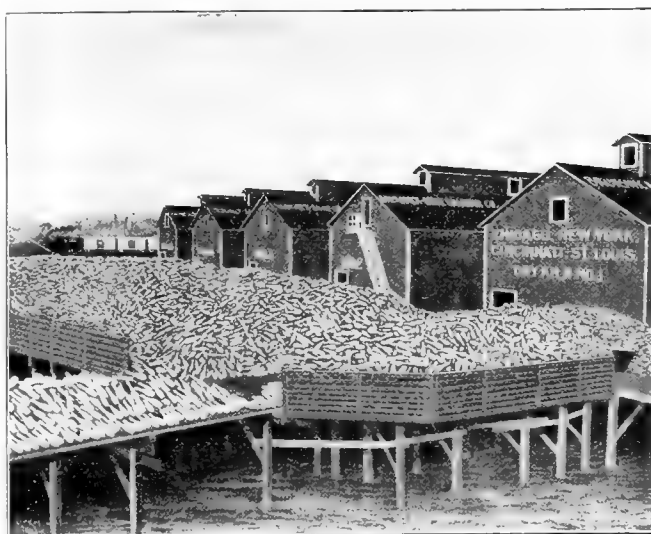
The pins are made of absolutely clear maple. After felling, the trees are cut into blocks of approximate dimensions of 5x5x18 inches, in which shape they are seasoned before manufacture. After being shipped to the factory they are roughly shaped down preparatory to being subjected to the same re-seasoning process which all the other material undergoes, and are then turned to the required shape. Experiments have been made from time to time with a view to the substitution of some other material or composition for maple in the construction of bowling pins. As yet nothing has been discovered which will even approach it in this line of manufacture. Special lathes are used in turning out the pins.

After installing, the alleys as well as the pins, balls and other accessories are finished with shellac and enamel polish, the only

method which seems capable of giving the required smoothness. Maple seems to be the only hardwood which will take and hold a proper finish, although experiments in this line have been made with various other woods, such as oak. In using enamel and shellac the natural color of the wood is preserved.

Only young or slow growth of maple answers the requirements of manufacturers of alleys, and it is always cut according to the grain, a method necessitated by the manner in which the strips are laid. In the case of balls and pins the cuts are at right angles to the grain, or through the heart of the tree, this being necessary to get the strongest possible fiber.

Before re-drying in the factory kilns, all stock is carefully examined and is placed on small shelves, which allows of a complete circulation of air and hence more thorough seasoning. Notwithstanding the fact that *lignumvitae* is of exceptional hardness, particular care is taken in seasoning. With the increasing use of "mineralite" balls the abandonment of *lignumvitae* for the manufacture of bowling balls is probably a matter of the near future.



THOUSANDS OF TEN PINS IN THE ROUGH BEFORE SEASONING IN THE KILNS OF THE BRUNSWICK-BALKE-COLENDER CO., CADILLAC, MICH.

#### Teak Forests of Siam

Vice-Consul-General Carl C. Hansen of Bangkok has prepared the following account of the management and production of the teak forests of Siam:

The total export of teak from the port of Bangkok, Siam, for the year ended March 31, 1909, amounted to 7,693,037 tons, valued at \$4,259,907, being a decrease of \$546,358 as compared with the previous year. The great teak forests of Siam are in Payap, or northern Siam, and in the upper parts of the Nakonsavan and Pitsanuloke provinces. The survey of these forests was begun in 1907 and is not yet finished. Britain has two consular officers stationed in northern Siam to care for her commercial interests there, which chiefly consist in teak forests. One of these officers states:

The teak industry in northern Siam is prac-

tically monopolized by European firms. The interests concerned are four British firms and one Danish firm. A French firm also obtained a concession early in 1909, but does not appear to have yet started operations. The forests that are leased or owned by Laos and Burmans are in almost every case worked under some form of contract or agreement with one or other of the five firms referred to. The actual amount of teak delivered at Kado, the Salween duty station for Siam teak, exceeded the deliveries of 1907 by 1,925 cubic tons, and of the five-yearly average by 1,387 cubic tons, though the value of the timber shows a decrease in both cases of \$10,000 and \$4,280, respectively. This may be accounted for by the presence of a larger percentage of small wood than formerly, and also possibly by the general depression of trade. Owing to an exceptionally good floating season the number of logs that passed the duty station at Paknampho greatly exceeded the deliveries of the previous year. The official returns for the year ended March 31, 1909, show a total of 121,367 logs.

These valuable teak forests are now under the supervision of a well-organized forestry department, based on the India-Burmese system, with trained European officers in charge, and the former wholesale denudation of the teak forests is prevented. Only trees of 76.5 inches girth can now be girdled or barked near the ground, which causes them to die, and a certain number of trees must be left untouched within a given area to seed the ground for the future.

After being girdled the tree soon dies, and is left standing, to season, for about two years, is then cut down, dragged by elephants or buffaloes to the nearest stream and floated to Bangkok or Moumain, according to the location of the forest. The teak industry forms one of the most important resources of the country, and thousands of people are engaged in cutting, hauling and rafting the teak logs to the Bangkok market and sawmills. Teak wood ranks second in the exports from Siam. The revenue from royalty on teak and other wood was estimated at \$412,943 for the year ended March 31, 1909.

The world's supply of teak comes from Siam, Burma, India and Java. Teak wood is not attacked by the "white ant," which is so destructive to other wood in the tropics, and teak is thus largely used in Siam for the building of the better class of wooden houses. The main uses of teak wood are for the shipbuilding, furniture and rolling-stock industries, as aside from other qualities, such as hardness and durability, it contains an oil which prevents the rusting of iron or steel imbedded in it, and therefore makes it especially useful for these purposes.

The teak tree (*Tectona grandis*) is not found in Siam in the forests composed of its kind alone, but grows scattered among trees of many other species at an elevation not exceeding 2,500 feet, and prefers the hillsides and comparatively dry land in districts where the average annual rainfall does not exceed 50 inches.

The direct exports of teak to the United States from January to October, 1909, amounted to \$5,610. In Germany, Great Britain and other countries large quantities of teak are used for naval construction.

Forestry in Siam is by no means limited to teak, as many other valuable woods are found in the extensive forests, both in the north and in the south of Siam. An English company has lately taken over a concession for the working of some of these forests in the province of Siracha, but this industry has hardly been touched yet. The total value of the export of wood, outside of teak, amounted to only \$60,727 for last year. Among the woods other than teak may be mentioned "padoo," a valuable furniture wood, ebony, rose, iron and box wood, and many others, the value and use of which has not yet been ascertained.



# President Taft's St. Patrick's Day Conservation Talk

Before a cheering audience that filled the Auditorium Theater, Chicago, to overflowing, President Taft, on March 17, outlined his program on the conservation of natural resources, in a half-hour "talk," as he termed it, but which proved a most important and extensive utterance on the subject. The President made a strong plea for a law that will validate immediately existing and future withdrawals, under the President's order, of coal lands, oil fields, waterpower lands and phosphate beds from the public domain, so that the government may then, at its leisure, proceed to the solution of the conservation problem.

The President outlined many of the difficulties confronting the movement and the remedies that have been suggested, and toward the close of his remarks took up the "lakes-to-the-gulf" deep waterway project. On this, he said, he is "still waiting to be convinced."

The meeting, which was one of the largest conservation gatherings in the history of the movement, was held under the auspices of eighteen Chicago clubs with a membership of 12,000, and the Chicago committee of the National Conservation Association.

The President was loudly applauded throughout his speech, the handclapping amounting to almost a demonstration when he mentioned former President Roosevelt and former Chief Forester Gifford Pinchot.

"Mr. Roosevelt was inspired to this movement by Gifford Pinchot," declared Mr. Taft. "I am in favor of giving credit where credit belongs." This was the only allusion which President Taft made during his speech to any of the participants in the Ballinger-Pinchot controversy.

The recommendations made by the President were:

Passage of a law validating withdrawals of lands from the public domain on an executive order, legalizing an existing custom.

Retention by the government of such control in its coal and water power lands so that it still may act as a director to prevent any abuse.

Passage of a law for the classification of public lands.

Development of a national health department for the preservation of the health of citizens.

The difficulties with which the supporters of the conservation movement still are wrestling, as outlined by the President, were:

Coal lands—How to dispose of them in a way to attract investment and still retain for the government control so that forty or fifty years hence the government may resume possession.

Water power—How many years to let a power for, when a readjustment ought to be had, what kind of leases should be given and how royalties should be adjusted on these and on coal lands.

Phosphate lands—Proposition to keep them

under the control of the government and to see that the deposit shall have general distribution at reasonable prices.

"The most foolish landlord," said the President, in driving home his points, "is the gentleman with a big building, who gets an enthusiastic tenant and shoves his rent up so high that the next year the lease has gone into the hands of a receiver."

When the President took up the subject of waterways he referred to the fact that in 1908 he, with William Jennings Bryan, spoke in the Auditorium at the waterway convention, and that last fall, to complete his education, he took the trip down the Mississippi River to New Orleans.

"I was waiting to be convinced—and I am still in that condition," he said. Going into the subject deeper, the President pointed out that water ways are useful instruments in regulating exorbitant railroad rates, and declared that whenever a river improvement project has been examined by experts, its cost reported, and it appears that it will assist in regulating railroad rates and will furnish transportation sufficient to justify the investment, he is for the proposition. He said that the Ohio River is the only one meeting these requirements, and after stating his belief that the Missouri from Kansas City to St. Louis and the Mississippi from St. Paul to Cairo are capable of development, he hit the "lakes-to-the-gulf" idea.

"As to your fourteen-foot water way from Chicago to the gulf," he said, "I am waiting to be convinced. There is in the present bill a provision by which the matter is to be submitted to engineers again. I hope I can select impartial ones, and the whole subject can be reconsidered, and then if the report is favorable I am sure Congress will act on it."

## Hardwood Record Mail Bag

### Material for Making Shoe Pegs Wanted

VIENNA, AUSTRIA, March 10.—Editor HARDWOOD RECORD: We want addresses of manufacturers of wood for making shoe pegs, and if you are able to give them to us we shall be much indebted.—

The above inquiry comes from a foremost importer of wood goods at Vienna, and if any of the eastern subscribers to the RECORD engaged in the production of maple or other shoe peg billets are interested in a good foreign connection, they can have the address of the above concern upon application.—EDITOR.

### Wants Oak Squares and Chair Back Stock

BUFFALO, N. Y., March 12.—Editor HARDWOOD RECORD: We want lists of manufacturers who are able to supply us 2x2 oak squares and 1x7-18½" quartered oak chair back stock.—

If HARDWOOD RECORD clients who are able to supply this stock want to make a good con-

nection, the address of the above concern will be supplied on application.—EDITOR.

### Wants to Sell Osage Orange Timber

LOCKLAND, O., March 12.—Editor HARDWOOD RECORD: I have three hundred fine osage orange trees which I would be glad to cut and sell to anyone interested in this wood. V. H. DENN, Box 235, Lockland, Ohio.

### Seeking New Pencil Woods

Recent conferences of representatives of the Agricultural Department, with several lead pencil manufacturers, have resulted in plans for testing new woods with a view to ascertaining whether or not they are suitable for the pencil industry. Some of the manufacturers contend that the supply of red cedar, which now supplies practically all the material for the 325,000,000 pencils turned out every year, will be exhausted within five years. A substitute fairly soft, with a compact, straight, firm grain, few knots, and capable of being easily whittled, is in immediate demand, and wood fulfilling these requirements and occurring in sufficient quantities will very shortly receive a tremendous boom.

At the suggestion of the pencil makers, the Forest Service will cooperate in tests of a number of the wood species growing on the national forests, mainly conifers, such as Rocky Mountain red cedar, alligator juniper, western juniper, redwood, incense cedar, western cedar, Port Orford cedar and Alaskan cypress. Specimens from the national forests will be sent to four leading manufacturers, who have agreed to make pencils of them and to record all tests and report same to the Forest Service, as well as to submit their own ideas and convictions as to the different woods.

The vast quantities of this type of coniferous trees found on the national reserves is a sufficient incentive for the service to render all possible assistance in this work. In the event of the adoption of any of the afore-mentioned woods for this use, a definite and conservative policy will be adopted by the government, with a view to eliminating the possibility of a repetition of the present shortage in pencil wood.

### Influence of Trade on the Car Supply

Reports from the freight car bureau maintained by the leading roads of the country since the beginning of 1907 reveal various facts interesting in connection with a résumé of trade conditions during the period of its existence.

At the time at which the bureau was inaugurated there was a period of serious car shortage generally throughout the country. This condition was remedied somewhat during the summer, but in the late fall months, even with the three hundred thousand new cars built during the year in commission, the supply was even further below the demand than previously, and so continued up to the days of the panic, when the balance shifted to the other side, maintaining that position until midsummer of 1909, when it gradually crept back to the former position, with the general opening of fall trade.

Recovering again in December of that year, an excess surplus of 25,000 over shortages was reported, the shortages being usually local and temporary and generally caused by inclement weather conditions, and indications do not point to any immediate repetition of the conditions prevailing late last fall.

The unusually severe winter conditions have been more or less offset by the fact that new rolling stock is being delivered constantly, and also by the increased size of cars and speed of trains—a fact pointed out by the railroads, who say that the cars are doing more service per car than ever before. The best figure for the year was set in March, 1909, when each car reported carried the equivalent of 493 tons per mile per day.



LOOKING UP RUSSELL FORK FROM TOP OF BIG SPLASH DAM,  
ROLLWAY IN DISTANCE



VIEW FROM TOP OF SPLASH DAM, LOOKING DOWN INTO THE  
BREAKS

## THE STORY OF YELLOW POPLAR

Illustrations from Photographs by Editor Hardwood Record

### CHAPTER VI

This chapter of the story relating to the operations of the Yellow Poplar Lumber Company of Coal Grove, O., is not intended primarily to illustrate the picturesqueness of the Grand Canyon of Virginia, locally known as the Breaks of the Big Sandy, but to impress on the minds of readers the immense cost involved in securing poplar timber from the remote mountain fastnesses, where the last great stand of this wood remains.

In previous articles the operations of the Yellow Poplar Lumber Company from the woods to the river, and its big splash dam operations have been described in text and picture. Below this big dam exists a five mile gorge, tortuous to an extreme, with

uprising cliffs reaching in places an altitude of fifteen hundred feet above the water level. Russell Fork, on which the Yellow Poplar Lumber Company operations are at present located, finds its way to the main Big Sandy River through this cleft in the Cumberland Mountains.

The pictures accompanying this article but inadequately depict the rough topography of the region. The bed of the stream was originally strewn with rocks from the size of a tea-kettle to that of an ordinary business block, and previous attempts in driving the stream even in flood tides have demonstrated that between these obstructions logs lodged, forming great jams, so that it was impracticable to drive the stream in its natural condition.

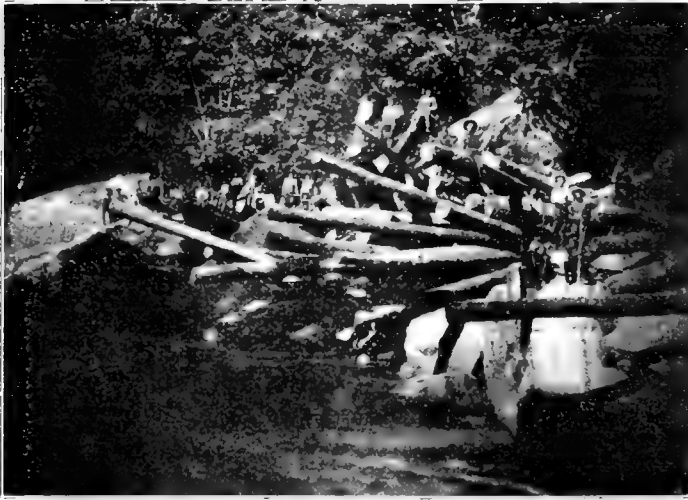
Regardless of cost, Mr. Isaacsen of the Yellow Poplar Lumber Company determined to blast out these obstructions and make a reasonably clear channel for the passage of his company's annual log crop of forty million feet. The work was done last summer when the stream was low. These immense rocks were drilled and dynamited. The bald statement of this fact means very little, but when it is considered that there is no wagon road within miles of the Breaks, and that every pound of explosives, tools, coal and food supplies used by the crew that did this work, was carried in sacks on the men's backs for miles over rock-strewn trails and let down into this canyon, some little idea can be had of the expense involved. In this work twenty-two thousand



IMMENSE ROCK OBSTRUCTIONS IN BREAKS BLOWN UP BY  
DYNAMITE



ROUGH ROCK STREWN REACH IN BREAKS OF SANDY



LOGS MAROONED BY ROCKS IN CANYON OF THE BREAKS, SINCE BLOWN OUT



THE ROUGH BOTTOM OF THE GORGE OF THE BIG SANDY



TOWER ROCK, THE IMPOSING PINNACLE OVERLOOKING BREAKS OF SANDY

pounds of dynamite were employed. It took four hundred and fifty pounds of this explosive to demolish Jerry Rock, one of the large obstructions in the stream.

This was all experimental work. When the Yellow Poplar Lumber Company made the great investment in this splash dam and in blasting out this channel, the officers did not know whether it was possible to make a success of it or not. They exercised rare judgment in every detail of the work and their skill and daring has proven a monumental success. The Breaks of the Big Sandy are no longer a bugbear to log driving operations.

Today forty million feet of big poplar sticks, heretofore described in the Record are through the Breaks of the Sandy and in rafting water between Elkhorn City and Pikeville, or safely in the log harbor of the Yellow Poplar Lumber Company at Coal Grove, O.

The next chapter of this story will describe the process of catching the loose poplar logs of the Yellow Poplar Lumber Company below the Breaks, forming them into rafts and floating them to the mouth of the Big Sandy River at Catlettsburg, making the rafts into fleets and transferring them to the log harbor of the company at its big sawmill plant at Coal Grove.



VICE-PRESIDENT ISAACSEN LOOKING DOWN INTO THE BREAKS FROM AN OVERHANGING CLIFF



ANOTHER VIEW IN THE GORGE OF THE BREAKS



ROCK BARRIERS IN BREAKS OF SANDY SINCE DYNAMITED OUT

# VENEERS

### VENEERS IN AUTOMOBILE MANUFACTURE

In the first place, the indiscriminate use of the word "veneers" and its improper application to a great many articles in manufacture that are simply the product of cutting machines or are compounded from such products is deplorable. The word "veneers" as used today has become a misnomer, and I say this without referring to the definition of the word as found in the dictionary. The time was when that definition was absolutely correct, but it has become obsolete. The custom nowadays seems to be to call everything that is produced upon a cutting machine a veneer, and not only this, but in some instances to go farther and call the glued-up stock that is used for sides and tops in the manufacture of automobiles a veneer. I think that it is a mistake, in the first place, in using the word "veneer" as applied to all the products of a cutting machine, no matter what the wood, the thickness or the purpose for which it is used, and it is decidedly improper to call glued-up stock veneer. There are other and better terms, such as three-ply stock, five-ply stock, or as the railroads term it, "compound wood" or "laminated wood." I believe the latter to be the best term of all of them.

The use of laminated wood in the manufacture of vehicles is not new. For years carriage tops and bodies, hearse tops, the sides of delivery wagons, car ceilings, in both street cars and railroad cars, have been made of laminated wood. There seems to have been no difficulty about the finish or the practicability of the work in either of these lines. It ought to be unnecessary to say that glued-up stock, if exposed to moisture without protection, will disintegrate the glue as soon as the moisture attacks it; therefore, all classes of work where laminated wood is used must be carefully protected by paint or varnish, or both.

Where shaped work is required, laminated wood is almost indispensable. There should be no trouble about solid lumber checking. The man who makes any class of vehicle work should know when his lumber is dry and should finish it properly, and the danger of checking is then inconsiderable. The danger of checking, in my opinion, in laminated wood is more probable. The mere fact of cutting, i. e., the forcing of a knife through wood, no matter how well prepared the wood is nor how good the condition of the knife may be, naturally shatters the fiber to a greater or less extent; therefore it is necessary in finishing laminated wood to be careful as to the filler and coats, so that the danger from the natural checks of the wood shall be reduced to the minimum. I think that some concerns that rushed into the manufacture of automobile bodies in glued-up stock and have perhaps not used properly prepared materials thoroughly dried, may not have been as careful in the selection of their glue as they should have been, or may have overcooked their glue, and for one or many of these reasons their work may have been defective and the plies have parted. With good dry material and good glue properly prepared, and the plies put together under proper pressure, and the moisture evaporated before finishing, there should be no trouble about the plies adhering for an indefinite length of time, provided they are protected from moisture.

The special advantage in laminated work is that wide stock can be obtained for sur-

faces and, therefore, joined surfaces can be obviated and the chance of open joints eliminated. When large sizes are considered a high cost for the laminated wood must be also considered. The initial cost as compared with steel bodies will certainly be higher, and for that reason they cannot compete with the initial cost of steel bodies. I believe that with care they will last longer. A manufacturer of dashes claims that they spent months of time and several thousand dollars in experimenting with and perfecting a finish for dashes that would last six months. They probably do not mean to say that that is the life of a dash, but the intimation is pretty strong that within six months they must be refinished to prevent them from going to pieces. On these dashes veneers as thin as 1/30 inch are used. I hardly think that a carload of 1/30-inch veneers has been sold to be used in the bodies of automobiles, yet it is possibly the case. A carload of 1/30-inch would make up many an automobile.—D. E. K.

From the principal veneer centers of the country most gratifying reports are heard on the condition of this line of business. The demand continues strong and plants are running full time and will probably continue to do so throughout the spring and summer months.

There is a good demand for mahogany and Circassian walnut veneers, with a good supply of mahogany of various kinds in stock, and prices remain unchanged. The demand for Circassian veneers is constantly growing, while the supply of logs is insufficient to take care of the call. Prices are quite firm, good figured stock bringing, of course, higher values. Quarter-sawed oak veneers are in active demand, with only a slight advance in price. The call for oak veneers is not as active as the demand for mahogany and Circassian walnut. Plain and fancy veneers of all kinds are generally meeting with fair sale.

The Guelph Patent Cask Company, manufacturer of hardwood and hemlock lumber, veneers and hoops, with headquarters at London, England, and large operations at Wolverine and Honor, Mich., will establish another mill at Montreal, Canada. This will be up to date in every respect and will be under the management of Fred Start, who for a number of years has been superintendent of the Wolverine plant. Mr. Start will take charge about April 1.

In a recent windstorm the monster smoke-stack on the Roddis Lumber & Veneer Company's plant at Marshfield, Wis., was blown down, smashing the waste tunnel and tearing off sections of the roof of the building. The factory will be closed down about a week for repairs. The company is enjoying an active business, and it is reported that its factory may be enlarged if the present rush of orders continues.

The Gemmer Lumber & Veneer Company of Indianapolis, Ind., has completed a number of improvements in its plant which were made following the taking over of the business of the Standard Veneer Company. Lumber sheds have been built and the mill enlarged. The company is now in good shape to take care of its increasing business.

The Veneer Joining Company is a new con-

cern at Indianapolis, organized with \$5,000 capital. The company will establish a plant at once and will engage in the joining and manufacturing of veneers and will also deal in lumber. A. K. Hollowell, L. P. Hollowell and G. E. Hadley are the organizers.

The big plant of the Evansville Veneer Works at Evansville, Ind., continues to run full time as it has during the past year. The company reports business active.

It has been decided by the creditors of the Holland Veneer Company, Holland, Mich., that further operation of the plant affords better possibility of recovering claims, and the company will not be forced into bankruptcy now by being compelled to make payments. The factory will be operated for a time under the supervision of five trustees. The liabilities of the concern aggregate more than \$87,000 and the assets not much more than \$80,000, it is reported. Recently the company has taken up the manufacture of a veneered dashboard for automobiles, and the new management feels that this product will put the company back on a paying basis. Orders for more than 12,000 of these boards have been received and the factory is working overtime in an effort to take care of this business.

The Freiburg Lumber Company's new veneer plant is sawing veneers from flitches produced in the company's own mills. This concern specializes in Mexican mahogany and holds the record for bringing in the largest shipments of this wood ever landed in Cincinnati. It also cuts a fine quality of Spanish cedar and quartered sawed oak stock.

Frederick Eggers, founder of the Eggers Veneer & Seating Company, Two Rivers, Wis., died recently at the age of eighty years. Mr. Eggers was a pioneer in his state, locating at Two Rivers when but eighteen years of age. He established the industry of which he was the head in 1885 and brought it to its present successful state.

Work will begin in a short time on the new addition to the factory of the Evansville Dimension Company, manufacturer of veneers, panels and dimension stock, at Evansville, Ind. The Big Four Railway Company will build an extension from Evansville to Mt. Carmel, Ill., and will run the line through the yards of this company, thus greatly improving the shipping facilities of the concern.

Fire recently destroyed the plant of the New York Veneer Seating Company at Jersey City, N. J. The factory was badly damaged and the fire spread to neighboring buildings, burning a number of frame dwellings in the vicinity. A \$3,000 sander which the company recently installed was totally destroyed. A number of finished table tops and other furniture, a large amount of lumber and about \$35,000 worth of machinery were also burned.

The Buffalo Hardwood Lumber Company, which operates a fine veneer factory at Buffalo, N. Y., has been so successful in this line since it took up the manufacture of veneers some years ago that it has outgrown its quarters and recently moved its whole plant to the vicinity of its table factory at Blasdel, just over the south line of the city. The veneer works will be enlarged and new machinery, including a big rotary cut system, is now being installed.

The Escanaba Veneer Company, Escanaba,



Mich., is running day and night in an endeavor to take care of its orders. The concern employs about forty men, and with its present equipment consumes about a million feet of stock annually.

A large stock of logs has just been put in by Hood & Wright at their Big Rapids veneer plant.

J. F. Stengel of the Buffalo Veneer Works, Buffalo, N. Y., reports business active. He is cutting oak mostly at the present time. This plant has entirely recovered from the fire of last summer, and is now running in fine shape.

The Batesville Lumber & Veneer Company of Lawrenceburg, Ind., has increased its capital stock to \$70,000.

On March 19 fire damaged the plant of the Cincinnati Veneer Company at West Sixth and Front streets, Cincinnati. At two o'clock in the morning a blaze was discovered in the glue room, which spread rapidly, causing a loss of about \$25,000 on the stock and plant. This is fully covered by insurance. The loss on the building, which was leased by the veneer company, is estimated at \$5,000, also well covered by insurance. George Unnewehr, president and treasurer of the company, states that the cause of the disaster is a mystery, as there is no fire used in the glue room, and though the plant is wired for electric lighting there was no current in the wires at the time of the blaze, as at that hour the power was shut down and the dynamo not in operation. The company manufactures veneers and thin sawed and cigar box lumber and had a well-equipped factory.

A new factory is being erected by the Central Veneer Company at Winter avenue and the belt railroad tracks, Indianapolis, Ind. The company is also installing a new power plant.

Directors of the Plymouth Veneer Company of Plymouth, Wis., recently elected the following officers for that concern: President, H. G. Davis; vice-president, D. E. Meyer; secretary and treasurer, E. E. Eastman. The company will soon begin the erection of a new factory.

Charles E. Gregory, Mary H. Gregory, Mary W. Mothershead and O. M. Mothershead have organized the Veneer Package Company at Indianapolis; capital stock, \$10,000.

### Leonard Bronson Active Against "Trust" Howl

Manager Leonard Bronson of the National Lumber Manufacturers' Association is entering upon a campaign in behalf of the lumber trade. Many of the hardships heretofore experienced through adverse public sentiment could have been readily avoided by putting before the people a true statement of facts in contradiction of the erroneous and unjust statements so willingly published by the daily press. The following article, written for the Chicago Record-Herald, by Mr. Bronson, will be welcome to that thinking element who are fair enough to want to hear both sides of the question before passing judgment:

You may have noticed that Mr. Gifford Pinchot, in his statement following his deposal from the position of chief forester, spoke of the especial danger of monopolistic control of water powers and of coal lands now in government ownership. He said: "The first great immediate danger is that the water powers will be lost; the second, that the coal lands will be lost." Did you notice that he failed to mention the danger of monopoly of forest lands?

The omission is significant of the fact that

he is not in sympathy with those who cry "lumber trust" and with those who delight in denouncing the so-called "timber barons" or "timber monopolists." Mr. Pinchot is not apprehensive on this score, because he knows that there are two factors protecting the public. One is the law itself, by which it is impossible for timber lands to be "grabbed." The other is the fact, of which no one is so well advised as he, not only that timber owners and lumber operators themselves are the ones upon whom the country must chiefly depend for a perpetuation of its forest resources, but that they are in sympathy with the conservation movement and are coöperating with every public agency in an attempt to devise practicable measures by which this property, of value to them and of immense importance to the welfare of the country, shall be conserved and perpetuated.

Mr. Pinchot knows that, while there are large timber holdings in private hands, there is no monopoly nor prospect of monopoly. He knows the financial, industrial and political difficulties that stand in the way of the management of timber holdings, according to forestry principles and theories. He appreciates that timber property must be handled like any other property, with a view of at least a reasonable profit resulting from its ownership and operation.

He knows that the timber owners and lumber producers of the United States are at least as patriotic as any other class of citizens and that, as a class, they stand ready to do whatever can reasonably be done toward the adoption of methods of management which will, without working forfeiture or serious injury to private property, promote the interest of the community at large. He realizes that his most efficient assistance, promising most definite beneficial results, has come from the lumbermen themselves.

The public has been aroused as to the necessity of conserving the forests, among other natural resources, but has not yet realized its own share in this work. It has been popular to denounce the lumbermen without taking into consideration the conditions under which they have operated—conditions which largely have resulted from public indifference, ignorance, or even hostility.

The people were indifferent to this subject until the decreasing supply of timber resulted in higher prices for certain classes of lumber and then, ignorant of conditions, the people denounced the lumbermen for methods of which the people themselves were the chief beneficiaries.

The lumber industry has made some money, though by no means as much as the people suppose, by supplying the demand for cheap building material. If fifty years ago forestry methods had been adopted, the cost of lumber used in the settlement of the West would have been fifty to one hundred per cent more than it was, and who shall say to what extent this might not have retarded the development of the prairie regions?

The lack of conservation methods is today supplying the market with lumber at prices which barely cover the present cost of production, much less the costs which would accrue if forestry methods were adopted. Still the demand goes up for "cheaper lumber."

The hostility resulting from ignorance of conditions has led to the adoption of public policies which have hindered conservation, have made it almost impossible to adopt forestry methods and so have defeated themselves.

I do not believe that the people wish to do injustice to any class of their fellow citizens. I do not believe that the farmer would, if he understood the facts, consent to policies leading to the confiscation of any private property honestly acquired. He is too honest to take such a position, and if he were not honest he would feel that the title to his own property would thereby be endangered.

I think every lumber consumer who is capable of thought would say that he wanted lumber

only as cheaply as it could be furnished, with a reasonable profit to everyone legitimately engaged in its manufacture, transportation and merchandising, together with due regard for the future welfare of the country.

I believe that the people are prepared now to support and await the results of a careful, calm, thorough investigation of the relation of the lumber industry, as such, to the forest resources of the country, as well as to their own present welfare.

The National Conservation Commission was, before its activities were reported by Congress, engaged in preparing for such a study of this and other related questions. The scope of such an inquiry is wide. It involves the determination of what is practicable from the standpoint of the constitutional rights of the individual property owner; it involves the duties of not only the national government, but of the state toward any industry. This involves taxation and the whole subject of uniform state laws, as well as the development of a sound and effective state policy looking to the control of ignorant or reckless lumber operators.

Under Mr. Pinchot's regime in the Forest Service co-operation between the government and timber owners and lumber manufacturers made great advance. Now the public should demand that, in a matter of such importance as this, co-operation between the people, represented in the state and national governments, and the holders of four-fifths of the standing timber of the United States should be continued and advanced, to the end that by the same procedure public interests should be conserved and private rights respected, and thus the highest degree of general prosperity be fostered as well as the future be assured.

The people look to papers like the Record-Herald for leadership in the public study and discussion of such vital questions as this. They expect sanity and fairness from them and look to another class of journals for denunciation and appeals to prejudice and partisanship.

You, in turn, must look for technical information to agencies like the Forest Service, whose duty it is to make special study and investigations along this particular line, but you can guide the public in the direction of a sane and reasonable attitude toward these questions and all the great interests affected by them.

Out of such consideration as you are able to give these subjects will come good to the people, both in the present and for the future, and the foundation to be laid in right laws, and a correct public sentiment, for a more abiding prosperity.

### Lee Wilson & Co. to Rebuild Plant

Fire recently heavily damaged the band mill, resaw and veneer factory of Lee Wilson & Co. at Wilson, Ark., and it is stated that the firm will take immediate steps to replace the plant with a first-class operation on which will be expended about \$100,000. The fire destroyed the building and machinery, but all of the material on the yards, amounting to about 4,000,000 feet of logs and 3,000,000 feet of lumber, was saved. The company is under the necessity of cutting this stock as quickly as possible, and for this reason steps will be taken just as soon as the losses on the plant have been adjusted to get the new mill into running shape.

Lee Wilson & Co. have selling headquarters at Memphis, Tenn., and a large mill at Armored, Ark., in addition to the one at Wilson. The Armored plant is working full time, but it is such a great distance from this mill to Wilson that there is no possibility of working up the timber at the latter place at the Armored mill. The new plant will be equipped with automatic extinguishers, a new feature among country mills, where as a general rule there is a lack of water pressure. Lee Wilson & Co. have overcome this difficulty by establishing their own artesian well at this point.



## Obituary

### Sad Ending of W. A. Bonsack

Dispatches received at St. Louis from New Orleans on Friday evening, March 18, stated that W. A. Bonsack, the well-known lumberman of that city, was drowned in Lake Pontchartrain near New Orleans on that afternoon. Mr. Bonsack hired a boat and together with a fisherman put across the lake. The water was choppy and the fisherman says that Mr. Bonsack, while standing up in the boat, lost his balance and fell

latter in 1883, when the business was incorporated as the F. C. Bonsack Lumber Company.

In 1897 the company was reorganized as the Bonsack Lumber Company, and William A. Bonsack was made president. He held that position up to the time of his death. Mr. Bonsack was a director of the Lumbermen's Exchange and was formerly a director of the National Hardwood Lumber Association. He was a member of the Lumbermen's Club, the Mercantile Club, the Masonic order, the Legion of Honor and the Royal Arcanum.

Mr. Bonsack had been in New Orleans four days and wired his wife that he would leave for home on Saturday. A mysterious telegram was found in the pocket of his coat, reading, "Case postponed until October." Attaches of the Grunewald hotel, who had become acquainted with Mr. Bonsack, now imagine that he appeared to be worried over something.

Mr. Bonsack was one of the veteran lumbermen of St. Louis and was highly esteemed both at home and abroad, and his death will be sincerely mourned not only by those associated with him in business transactions but by a host of others who came in contact with him in association, musical and art work, in which he was much interested. He was an extremely affable and kindly man, and his mysterious passing is a matter of sincere regret.

### Death of F. J. Johnson

The lumber trade of the East was shocked to learn of the sudden death on the morning of March 4 of Frederick J. Johnson, eastern manager of Bliss & Van Auken of Saginaw, Mich., the Bliss-Cook Oak Company of Blissville, Ark., the Otter Creek Lumber Company of Otter Creek, Fla., all manufacturing lumber interests dominated by A. P. Bliss of Saginaw.

Mr. Johnson's death resulted from scarlet fever after an illness of only three days. He had recently returned from a trip to Florida and complained a few days afterward of a cold, but

Storage Company. Then he became connected with Bliss & Van Auken as salesman, and on the removal of the company's eastern offices to New York became manager.

Mr. Johnson was the soul of good fellowship and soon established a reputation for integrity and fair dealing that won the hearts of the New York and Philadelphia trade, and incidentally secured a large volume of business. His word has always been good with every man in the eastern trade and he was not only universally respected but loved by those with whom he did business. The funeral services and interment were held in Boston, his old home, on March 6. He is survived by a widow and daughter, to whom the RECORD extends its most sincere sympathy.

In such high regard was Mr. Johnson held in the Philadelphia market that a special resolution of condolence was passed concerning his demise by the Philadelphia Lumbermen's Exchange, and very likely a similar action will be taken by the New York Lumber Trade Association.

Mr. Johnson was very near and dear to the editor of HARDWOOD RECORD, who shared offices with him both at Philadelphia and New York for some years, who was his neighbor and friend in a social way in both cities. The writer spent two hours with him on August 12 in New York, and Mr. Johnson never appeared in better health and spirits in his life. It is hard to be reconciled to the fact that he has gone to the Great Beyond.

### Meeting Wagon Oak Exporters' Association

A meeting of the Wagon Oak Exporters' Association, which was organized last year to look after the interests of exporters of wagon oak planks, was held at Roanoke, Va., on March 10, to consider the demands made by foreign buyers. What the exporters desire above all things is a uniform set of inspection rules which will hold on all shipments made, and which will be recognized both by the domestic trade and by buyers abroad. At a meeting held in Baltimore in February, a set of tentative rules was formulated and these were submitted at the Roanoke meeting. They were thoroughly discussed before decisive action was finally taken. This set of rules will be sent to Liverpool for the approval of foreign buyers and it is expected that eventually representatives of both sides will be appointed to confer and work out an agreement satisfactory to all concerned.

The Liverpool Timber Trade Association, with which the American organization is negotiating for a satisfactory agreement in this matter, held a meeting at Liverpool on March 10, at which a report in regard to inspection of American wagon oak planks was presented for consideration. It was decided by the committee reporting that this matter be turned over to members of the association who are especially interested in this line of trade, and that they hold a special meeting to consider this subject. John H. Burrell, president of the Liverpool association, in moving the adoption of the report containing this recommendation said: "With regard to the inspection of American wagon oak planks, as you are doubtless aware, this trade is second in point of volume in the amount of goods imported to Liverpool from the United States, the import during 1909 reaching one and one-quarter million cubic feet, while in 1908 it nearly totaled two million. A request that the Liverpool trade should form some rules to bring about a more uniform inspection was sent by an American association of, I believe, considerable standing. The matter was considered, and a resolution in reference to the grading had been forwarded to the American association for their consideration." This controversy has continued for some time, with much inconvenience and financial loss to American exporters, and it is to be hoped that some satisfactory solution of the matter will be arrived at before long.



THE LATE W. A. BONSAK

overboard. The fisherman alleges he made an effort to rescue him, but the body never appeared.

In later dispatches an evident attempt is made to surround Mr. Bonsack's death with mystery, as the police are presuming the theory that he has not been drowned at all and is seeking seclusion. There is apparently no reason for this assumption, as his family relations are known to have been pleasant and he is not known to have been in any financial difficulties. Persistent efforts have been made to recover the body, but at last advices were unavailing.

There are several theories connected with the drowning of Mr. Bonsack. One is that he accidentally fell from the boat; another is that he contemplated suicide and jumped overboard; the third is that he was stricken with heart disease and fell into the water, and the fourth and unbelievable one is that he was not drowned at all. Mr. Bonsack had laid his coat and vest aside before the accident occurred, which was not unusual considering the warmth of the day. The boatman's head was turned when the accident occurred and he is not sure whether Mr. Bonsack fell or jumped into the water. A. A. Bonsack, a brother, left St. Louis on receipt of the telegram announcing the drowning and is now in New Orleans trying to unravel the mystery.

William Andrew Bonsack was born in St. Louis August 7, 1857. He was the son of Frederick C. and Catherine (Meiser) Bonsack. He was educated in the public schools of St. Louis and was married in 1884 to Miss Lulu Ringer. Besides his widow he is survived by two children, Adele and Marion.

Mr. Bonsack began his business career as a salesman for Williams & Alfred, lumber dealers, in 1879. Later he became a salesman for his father, F. C. Bonsack, until the death of the



THE LATE F. J. JOHNSON

was attacked by fever and his death resulted very shortly.

Mr. Johnson was about forty-five years old. He had been identified with the lumber trade of the East for a good many years. Ten years ago he went to Philadelphia from Boston as a salesman for W. H. Fritz & Co., where for several years he was at the head of the South End

## The Foreign Lumber Trade

The information embodied in this article was culled from various numbers of the Daily Consular and Trade Reports issued by the Bureau of Manufactures of the United States Department of Commerce and Labor.

In this connection Vice-Consul Paul Knabenshue of Belfast, Ireland, recently sent in a suggestion that is worth consideration by exporters. He brings forward a simple plan whereby the compilation of reports on foreign trade conditions as requested by exporters of specific products from this country may be considerably expedited.

Usually such requests are general and while the investigations might cover the subject in a thorough manner, in fact they usually give considerable valuable matter which is not especially solicited in the request, it often happens that information really required but not definitely requested is omitted. Mr. Knabenshue states that the Consular Service will be greatly aided in its work if such letters from exporters are put in the form of a number of specific questions such as the writer might ask if actually present.

### COLUMBIA

The lumber trade in Columbia is summarized in the report of Consul-General Jay White of Bogota, who reports that the populated districts all have abundant available supplies of timber to meet local requirements.

Inland freight rates are prohibitive so far as American timber shipments are concerned, though river and seaports place occasional foreign orders for lumber.

A few Pacific and Caribbean ports in which some dock and railroad timber, building and ship material is used offer the best available market for American products.

American woods must usually be impregnated or otherwise treated with preservatives to render them available for use.

Detailed maps containing a vast amount of information pertinent to the lumber industry in Columbia are available at the Bureau of Manufacture.

### AUSTRIA-HUNGARY

Merchandise from abroad, according to the report by Consul George M. Hotschick of Trieste, is discharged in a free port outside of that city. Here goods not to be shipped immediately may be stored in the government's warehouses, rents being charged according to duty. Duty is levied only when shipments leave the free port for inland points. If the cargo is consigned to be reexported it does not get inside of the city limits, but is reshipped directly from the free port and no duty charged. A large new harbor for nondutiable goods is soon to be opened. Here will be ample yards and sheds for the storage of a large amount of lumber. Timber is stored in the open at a cost of 1/10 cent for the equivalent of 220.4 pounds.

### PORTUGAL

Concerning the dock facilities at Lisbon, Consul-General Louis H. Aymé of that city writes as follows:

"There are no docks in Lisbon, all importers sending their own lighters to receive the goods when the vessels discharge their cargoes in the stream, and their own foremen and laborers to land and store the cargo when the discharge is alongside quay. All timber cargoes are discharged alongside the quay at Entrepoto da Santos, where the cargoes are separated and piled according to dimensions and measured by customs officers. Steamers drawing 21 feet can go alongside this quay and about 80 standards (standard=165 cubic feet) are discharged each day. Lumber is discharged alongside at the Santos quay, but staves are loaded into lighters in the stream. Staves constitute the largest

single item of import from the United States in the lumber trade."

### URUGUAY

Consul Frederic W. Goding, of Montevideo, in a report on the timber trade of Uruguay states that practically all the lumber used there is imported. He continues:

"Considerable quantities of walnut come from southern Europe and the United States, which is used in the local manufacture of furniture. Shipments of pine and other kinds of lumber are received from the United States, Brazil, Argentina and Paraguay, moldings being imported from Belgium, France and England. However, the importations from the United States exceed many times the combined imports from all other countries, and are composed of white pine, yellow pine and spruce principally.

"One consignment of 34,100 feet of hardwood arrived from West Australia last June, which, together with several shipments of railway sleepers to other River Plate ports, shows that Australians are awake to the value of this market. The only competing country of any magnitude is Brazil, whence come large shipments of local pine; but the lumber from that country is said to be much inferior to the North American article, rotting away in two or three years.

"The importation of lumber from the United States is increasing in quantity every year, and has reached such proportions as to merit careful attention.

### UNITED KINGDOM

American houses doing an export business with the Liverpool market operate chiefly through Liverpool brokers, of which there are a large number of reliable houses.

The general policy of the British trade is to extend long credit to customers. Six months' credit without security is often extended from brokers to merchants, who in turn sell to the consumers on the same terms.

Transactions in the Liverpool market come under one of three general classes, namely, (1) on cargo in full terms, (2) on ex-quay terms and (3) on yard or stored terms. Under the first heading most large transactions, usually in soft woods from this side, are grouped. Smaller transactions, usually in United States hardwoods, are, as a rule, under the ex-quay terms class, and in this case the shipper is considered to own the stock until it is landed and consequently must pay landing charges. Class three covers but few sales and relates to transactions in which the brokers find it more advisable to store lumber than to sell on ex-quay terms, and the shipper must pay all charges up to the time the stock is taken from storage. Storage charges usually amount to 4 cents per ton in the open and one-half more under cover. Landing charges include portage or proper sorting and distribution of the cargo on the dock, and a charge is made for hauling over the dock estate.

Outside of the courts there is no trade board of arbitration to settle disagreements between Liverpool merchants and brokers and the shippers in the United States. Often brokers are requested, as disinterested parties, to act as arbitrators, and in case this method does not satisfy both sides each appoints an arbitrator, who before acting choose a suitable umpire. Such umpires must not only be trade experts, but must be impartial and disinterested and are not easy to secure.

### GERMANY

Consul-General Robert C. Skinner at Hamburg is working to secure the establishment of a warehouse and lumber market in that place under American control and ownership, the object being to eliminate middlemen in the inland German trade. Efforts to reach this market by making through bills of lading have not proved feasible, as the barge rates to inland points are extremely

unsettled and railroad rates too high to warrant such shipments. It has always been difficult for American shippers to discount their drafts on foreign inland consignees at New York banks, as it is never a certainty that the shipment will meet the demands of German grading and terms. The American market on German soil would make it possible for the buyers to examine stocks before purchasing and hence eliminate this uncertainty.

American lumber is always sold cash against shipping documents. The ocean bill of lading must be delivered to the banker, as bills of American railroads are not regarded as conclusive proof that the cargo is really en route to Europe. Shipments reaching Germany enter the free zone, the consignee assuming payment of the duty in that country. Demurrage charges are levied three days after arrival.

Bonded storage warehouses, privately owned, take care of the overflow trade. J. F. Müller & Sohn have at present the only such warehouse for lumber and timber.

In addition to the regular private sales usually conducted on the cargo in full basis, J. F. Müller & Sohn conduct several auctions annually, sending out catalogs previously showing the stock to be sold. Brokers usually represent the German houses and receive 1 per cent on log sales and 1 1/4 per cent on sales of lumber. These auctions have an approximate average of \$100,000 in actual trade.

Trade disagreements are usually settled by two arbitrators, and if necessary a third is named by the Chamber of Commerce, whose judgment is final.

All Hamburg docks are state property and as such are leased to private concerns; for instance, the Hamburg-American Line, which is the only line having a regular service between that point and American seaports.

Quay rates are fixed by government tariff. The lightering concerns have special rates.

### Largest Order on Record

The Linderman Machine Company, Muskegon, Mich., has received contracts from the Paine Lumber Company of Oshkosh, Wis., for fifteen Automatic Dovetail Glue Jointers, which is undoubtedly the largest jointing machine order on record.

The dovetail method of jointing lumber has been in use at the Paine Lumber Company's plant during the last five years, making the famous "Korelock Door" which originated with the dovetail glue joint.

These machines are to be in two sizes, 3-foot machines to make rails and 8-foot machines for making stiles. The New Model Automatic Dovetail Glue Jointer has many new features that will increase the capacity and economize over the machines the Paine people are now using. These machines will be equipped with back guide attachment for jointing on narrow strips, magazine feeds for feeding short blocks, cut-off saws which will cut the stock to exact length as they are being fed into the machine.

It is estimated that the Paine Lumber Company is spending a quarter of a million dollars improving its large plant, which will be completed June 1. The company will then have in operation twenty Linderman Automatic Dovetail Glue Jointers, giving a capacity of more than 10,000 stock veneered doors per day. This vast expenditure will, undoubtedly, give the Paine company the largest equipment in the world for making veneered doors.

Considering that there is but one operation to complete a glue joint by the dovetail method, there are several operations eliminated, as gluing, jointing, clamping, unclamping, etc., and the work can be accomplished in a more satisfactory manner and with considerably less room than by other methods. It is further estimated that the saving in glue will be enough to pay the operating expenses of running the machines.

EDITOR

## News Miscellany

### Handle Men Organize

TO SHOW more fraternal feeling among handle manufacturers throughout the United States, representatives of about twenty leading handle concerns from Kentucky, Tennessee, Missouri, Kansas, Oklahoma, Texas and Arkansas met at Little Rock, Ark., on March 18 and formed an organization to be known as the Hickory Handle Manufacturers' Association.

Turner R. Clendinen, president of the Missouri Handle & Manufacturing Company of Atchison, Kan., one of the prime movers in the effort to bring the handle men into a national organization, was elected president of the organization. H. R. Fory of Timpson, Tex., president of the Timpson Handle Company, was elected vice-president, and J. E. Duffield, president of J. E. Duffield & Co., St. Louis, was chosen secretary and treasurer.

G. A. Trinler, general manager of the American Handle Company, Jonesboro, Ark., and W. E. Bruner, president of the National Handle Company, Almyra, Ark., with the above officers constitute the Executive Committee.

The handle men in attendance at this meeting



T. R. CLENDINEN, ATCHISON, KAS., PRESIDENT NEW HANDLE ASSOCIATION

represent companies with a combined output of 10,000 dozen handles daily, and valued at from \$7,000,000 to \$8,000,000 annually. The next meeting is to be held in Memphis, and by that date (not later than June 10) it is expected to have all handle manufacturers in the organization.

More economic grading and closer cutting of the supply to curtail waste were discussed at length. An effort will be made to educate domestic consumers to the fact that a handle may be better than it looks, and that often a hickory handle as serviceable as anything on the market can be secured at a cost far below that of the stock selected merely for its appearance. Measures of this sort are contemplated in order to get more stock out of the tree in the initial cutting.

There was much discussion also on trade ethics, and it was brought out that certain differences exist between the large and the small companies as to facilities for supplying the trade that cannot be overcome by reckless cutting of prices by the small mills.

The adoption of a new price list was another important step. This is an attempt to arrive at something standard in order to eliminate the confusion incident to multiplicity of lists. There is an advance in the new list over that of some mills heretofore obtaining, but it was argued that

the conditions in every way justify the increase.

It was brought out at the meeting that the ensuing year will undoubtedly be from twenty-five to thirty per cent better than last year on domestic trade, with all the export business that the manufacturers can handle. Even now many of the exporters are well supplied with orders and are buying everything that is loose in the market for the foreign trade.

Those in attendance at the meeting were:

J. T. Miller, Eldon Handle Co., Dardanelle, Ark.

W. E. Redwine, Success Handle Co., Success, Ark.

G. I. Dill, G. I. Dill Handle Co., Harrisburg, Ark.

Charles D. Gates, Turner, Day & Woolworth Handle Co., Louisville, Ky.

I. R. Hartzell, Hartzell Handle Co., Memphis, Tenn.

W. E. Bruner, National Handle Co., Almyra, Ark.

A. E. Loy, Frankfort Handle Manufacturing Co., Beebe, Ark.

Turner R. Clendinen, Missouri Handle & Manufacturing Co., Atchison, Kan.

J. E. Duffield, J. E. Duffield & Co., St. Louis, Mo.

R. W. Walker, Little Rock Handle Co., Little Rock, Ark.

W. B. Grant, Grant Manufacturing Co., Batesville, Ark.

C. H. Amos, Amos Bros. Handle Co., Poteau, Okla.

T. R. Kind, Ivory Handle Co., Hope, Ark.

H. R. Fory, Timpson Handle Co., Timpson, Tex.

G. A. Trinler, American Handle Co., Jonesboro, Ark.

Robert P. Sallee, Cotton Plant Manufacturing Co., Cotton Plant, Ark.

### Meeting Gulf Coast Exporters' Association

On March 11 at the Grunewald hotel, New Orleans, there was a meeting of the Gulf Coast Lumber Exporters' Association, which was largely given over to a discussion of inspection rules matters. The treasurer reported a balance of nearly \$900 after all February bills had been paid, which shows the healthy condition in which this organization now finds itself.

The first subject brought up for discussion was some minor changes in the official classification suggested by R. S. Somerville, chief inspector. The suggestion that there should be a list of definitions of defects published at the beginning of the classifications was referred to the Committee on Classification. Merchantable in boards, planks and deals was changed to show two-thirds heart on the face side and one-half heart surface on the opposite side. In the grade of kiln or air dried saps, usual South American or standard river Platte, an addition to the rules was made providing that the maximum knot allowed should not exceed one-half the width of the board. The sawn timber rule was changed by the addition of the word "some," so that the rule now reads "all sawn timber shall show some heart on all four sides, etc."

Two matters were referred to the Classification Committee—to define a grade of dimension for the South African trade between the grades of prime and merchantable, and the revision of the grade second class Cuban, as the present grade does not seem to cover the requirements of the market.

The plan to maintain foreign representation for the association, which was considered at the last annual meeting, was dropped. On motion of E. B. Holmes, the president was requested to appoint a new committee to report another plan.

Hans Forchheimer made a motion to create a grievance committee, which was adopted, and

the president requested to name such a committee.

The gathering was one of the most representative ever held by the association, and it was shown that the influence of the body is spreading rapidly and that its standard grades are beginning to be recognized in Europe and in other countries.

### Officers for Reorganized Nashville Club Elected

John W. Love of the well-known lumber firm of Love, Boyd & Co. at the spirited election held Saturday afternoon, March 19, at the rooms of the Board of Trade, was chosen president of the Nashville Lumbermen's Club, the reorganized association of Nashville lumbermen. Two full tickets were run in this election, and the "Selects," headed by Mr. Love, were victorious. The complete list of officers elected is as follows: President, John W. Love; vice-president, A. H. Card; secretary, F. G. Fetzner; treasurer, W. J. Cude; directors, Henderson Baker, A. B. Ransom, Hamilton Love, W. J. Wallace and J. H. Baird.

One hundred and thirty-five ballots were cast in the election, and from the time the polls were open at 4:30 o'clock until they closed two



JOHN W. LOVE, PRESIDENT REORGANIZED NASHVILLE CLUB

hours later there were busy times. Badges and streamers were everywhere in evidence and the lumbermen held full sway in the Board of Trade building.

Following the election the voters and candidates repaired to the rooms of the Builders' Exchange across the street in the Noel building, where a delightful spread prepared by Mrs. Anna Conger awaited their attention. It was here, while the spirit of good fellowship was at high tide, that the canvassing committee announced the winners. Of course, all the winners were immediately called upon for samples of eloquence and forensic venture, and everyone gave the crowd the best he had "in stock." Those present at the banquet were:

W. C. Smith.	T. H. Estes.
W. A. Binkley.	H. K. Wharton.
Olive White.	H. M. Greene.
E. M. Underhill.	John Eckstein.
J. R. McIlwaine.	William Dunlap.
L. Frank.	T. H. Dunlap.
F. C. Guthrie.	A. N. Trice.
J. S. Denton.	Al. C. Farris.
M. H. Holland.	B. Carmichael.
F. M. Hamilton.	W. M. Farris Jr.
C. T. Dews.	G. H. Cheeley.
Marvin M. Ransom.	A. B. Ransom.
E. A. Arnett.	J. W. Britton.
E. N. Ralston.	E. W. Pearson.
Charles M. Morford.	T. E. Crittenden.
J. H. Whorley.	Harold Patterson.
J. B. Jasper.	Fred Roth.

J. A. Hamilton.  
D. S. Hutchinson.  
W. J. Wallace.  
W. J. Wallace Jr.  
B. W. Kirkpatrick.  
Joseph C. Scheffer.  
C. R. Boyd.  
J. D. Smith.  
Will Smith.  
Frank G. Fetzer.  
O. F. Eagan.

L. D. Patterson.  
W. J. Cude.  
T. W. Washington.  
Hamilton Love.  
Henderson Baker.  
Charles E. Hunt.  
Thomas R. Lesueur.  
W. M. McFadden.  
William Andrews.  
C. D. McConnell.

### Memphis Lumbermen at Semi-Monthly Gathering

The regular semi-monthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso March 19 at 1 o'clock. S. C. Major was in the chair. The regular luncheon was served and the attendance, while large, was rather less than usual at recent meetings.

The following new members were elected: H. L. Stern of the Dooley-Stern Lumber Company, active; A. W. Euler, in charge of the export department of Bennett & Witte, active; H. W. Wheeler of J. W. Wheeler & Co., associate.

A letter was read by Secretary Thompson from the Lamb-Fish Athletic Association of Charleston, Miss., challenging the team of the Lumbermen's Club for a game of ball any time after April 1. The writer of the letter asked that this matter be brought to the attention of Ralph Bennett, who was captain of the team during the past year. The game, if arranged, is to be played either at Memphis or Charleston. The association is composed of employees of the Lamb-Fish Lumber Company.

John W. McClure, first vice-president of the Lumbermen's Club, was elected manager of the team of that organization for the ensuing season. Ralph Bennett, who was captain during the past season, states that full organization will be perfected within the next few days.

Memphis now holds the championship for baseball, so far as lumberdom is concerned, and it proposes to defend its title against all comers. In fact, Mr. Bennett wishes it made known to the members of the baseball teams in Cincinnati, Chicago, St. Louis, Indianapolis, Nashville and other cities that the Memphis team is already beginning to practice and will be in fine shape for playing at an unusually early date.

### Monthly Meeting Philadelphia Lumbermen's Exchange

The monthly meeting of the Lumbermen's Exchange was held March 10. Herbert P. Robinson, president, in the chair.

The following committee was appointed for considering the adoption of "rules for grading spruce lumber," which the Spruce Manufacturers' Association has forwarded to the exchange for endorsement: Frank M. Gillingham, Edward B. Malone, S. A. Yorks, George F. Craig and C. E. Lloyd Jr.

A report was read by J. H. Lank, secretary, showing that during the past month thirty-one barges and schooners were entered in the docks of this vicinity laden with 11,284,940 feet of lumber, and six barges and schooners with 99,722 railroad ties.

The following were elected to membership in the exchange: J. H. Sheip; J. W. Turnbull Lumber Company; Coulbourn Brothers.

A resolution was adopted extending the heartfelt sympathy of the exchange to the bereaved families of the following members of the exchange who died recently: Stanley Louis Buck, William Nice Jr., Franklin A. Smith and Fred J. Johnson.

### First Annual Lumbermen's Club of New York

The first annual meeting of the Lumbermen's Club of New York was held at headquarters, 6 West Twenty-fourth street, on March 19, with a large attendance. The president's and secre-

tary's reports, covering the first eight months of the club's life, showed a total membership of 106 resident and 86 non-resident, and a generally satisfactory condition of affairs all around. The officers also made some important suggestions as to the future of the club, which were unanimously endorsed, viz.:

That the dues of resident members be increased to \$50 and non-residents to \$20, and that the Board of Governors proceed at once to carry out this recommendation and also such other plans as will broaden the club life and prestige in both the matter of membership and club facilities.

This practically means an expansion of the club on a scale commensurate with the prestige of the trade of the great Metropolitan district and an established effort to make it the leading lumbermen's club of the country.

The following gentlemen were unanimously elected to office:

For president, Waldron Williams; vice-president, William P. Youngs; secretary, Arthur E. Lane, and treasurer, George M. Stevens, Jr.

The Board of Governors to serve one year: I. N. Burdick, Patrick Moore and S. E. Slaymaker; to serve two years, J. S. Davis, E. F. Perry and C. O. Shepherd; to serve three years, W. A. Crombie, W. W. Lockwood and R. S. White.

### A New Bench Hand Planer

Realizing the many practical advantages of having a small hand-planer in the wood-shop, the J. A. Fay & Egan Company, Cincinnati, has designed a machine called the No. 254 Bench Hand Planer, which it believes will fill the requirements. Besides occupying very little space, this machine will accomplish a great variety of small work with greater rapidity and convenience than a larger type, and is as completely constructed as any of the largest machines.

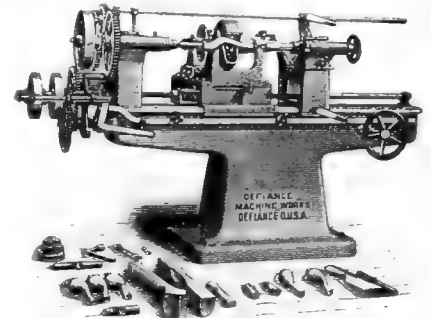
Tables 6½ inches wide by 20 inches long are adjustable on long, gibbed inclines, free from vibration; the fence is arranged at a 45 degree angle. The cutter head bearings are of improved self-oiling type, the manufacturers' Safety Circular Cutter Heads being an additional feature. With each machine is furnished, when ordered, at slight extra cost, a bench box upon which it can be set. This box is open at the top to re-

ceive shavings, and is supplied with doors for their removal.

The Fay & Egan Company has just issued a descriptive circular of this machine, which it will be glad to mail on receipt of request at the home address, 414 to 434 West Front street, Cincinnati, O.

### Defiance Automatic Copying Lathe

The accompanying illustration shows the No. 0 Patent Automatic Copying Lathe, manufactured by the Defiance Machine Works, Defiance, O. This machine is the result of long and earnest effort on the part of the Defiance concern to supply the ever-increasing demand for a lathe capable of turning objects of irregular shape, and of reproducing exact fac-similes of delicate and intricate model with absolute and unerring accuracy; it can truthfully be said that this effort has materialized.



DEFIANCE NO. 0 COPYING LATHE

The lathe is especially designed for turning such articles as hames, side bars for saddles, hat blocks, golf stick heads, gun stocks, handles, spokes and similar articles up to 36 inches in length and 6 inches in diameter. An exact reproduction of any model, of any shape, is possible. In addition, either end may be made larger or smaller than that of the governing model, by a simple, quick adjustment. An attachment for turning both rights and lefts accurately from one model is furnished when especially ordered, at a nominal cost.

The machine is fitted with a heavy one-piece frame; the head spindles are fitted into long



FAY & EGAN NO. 254 BENCH HAND PLANER



connected bearings and are driven by cut gears; the tall spindles are opposite to and lined with the lead spindles, and have both horizontal and right-angle adjustments; the cutter head carriage is thoroughly gibbed to the main frame; automatically engaged and disengaged frictions start and stop the feed; the cutter head and guide-roll frame vibrates in a path corresponding to the shape of the model; both right and left hand cutters are provided to feed both ways; there are five changes of feed from one-eighth inch to three eighths inch, with intervals of one-sixteenth inch, and at the end of cut the feed is automatically released for the next cut.

The machine requires one and a half horse power to operate, and occupies a floor space of 34x86 inches. A descriptive circular can be obtained from the manufacturer upon request.

### Muskegon's "Sawdust"

Who among those who lived in Muskegon, Mich., the "Queen Lumber City of the World," in the late seventies and early eighties does not remember the "Sawdust" and the dump carts that were constantly arriving, discharging their contents and departing for another load?

Many acres were covered with the refuse from the mills—sawdust, bark, edgings, slabs, etc.

Neither are the old-timers likely to forget the fires that used to break out occasionally in this district, which burned for weeks, despite the best efforts of the fire department.

In our own day sawdust is too valuable a by-product to waste in this wholesale fashion. It is used to run the plant, furnishing all the fuel needed, and enabling the mill to make a handsome profit from the sale of the slabs, edgings and blocks. Of course, this usually necessitates the installation of some device like the Gordon hollow blast grate, which prevents the sawdust from settling compactly on the grate and causes it to burn freely. The manufacturers, the Gordon Hollow Blast Grate Company of Greenville, Mich., certainly performed a valuable service for manufacturers of lumber when they placed this grate on the market.

### Miscellaneous Notes

The Rib Lake Lumber Company is running two shifts at its plant at Rib Lake, Wis. It is cutting hardwood exclusively and its mill will undoubtedly be run continuously until midsummer.

O. L. Bennett is planning the erection of a saw and planing mill and box and spoke factory at Norwood, La.

A new concern at Asheville, N. C., is the W. T. Hill Piano Company, incorporated by W. T. Hill and others with a capital stock of \$100,000.

The Minnesota Woodenware Company will double the capacity of its plant at Cohasset, Minn.

Detroit, Mich., is the location of the new Wayne Cabinet Company, incorporated with a capital stock of \$20,000.

B. H. Cooley will engage in the manufacture of wood novelties, boxes, crates, etc., at Campbell's Port, Wis. The business will be operated under the style of the Wood Products Company.

A new concern at Oklahoma City, Okla., is the Miller Walnut Company, which will operate a sawmill, manufacturing walnut lumber.

John W. Henniger of Chilhowie, Va., has recently closed a deal with C. C. English of Bristol, representing the heirs of the late George D. Taylor, for a tract of 6,000,000 feet of timber in Happy Valley, Carter County, Tenn. The consideration was \$40,000. The timber on the property consists principally of oak and poplar of excellent quality and Mr. Taylor announces that he will install at once a mill to develop the

property. The mill will be of large size and up-to-date in character and will be located on the East Tennessee and North Carolina Railroad.

The A. Wyckoff & Son Company has recently started to manufacture water-pipe from cypress, at its new factory at Alexandria, La. The concern has been turning out a thousand feet of water-pipe of all sizes per day. As soon as electric lighting can be installed, both day and night shifts will be run. Orders have been booked for pipe to supply several towns in Oklahoma and Texas. The town of Prior, Okla., is installing seven miles of pipe manufactured by this concern. It is claimed that wooden pipe has a longer period of efficiency than the common iron type. All lengths and sizes are manufactured, varying from two to eight feet in length, and from two to forty-eight inches in diameter. The construction is similar to that of hollow wooden columns.

Webster & Whipple, prominent wholesale concern with headquarters in the Lumber Exchange, Minneapolis, announce that they have recently added a hardwood department to their business. Heretofore, they had made a specialty of factory stock, although catering also to the yard trade of the retail dealer. For the present the concern will confine itself to northern hardwoods, although later it is possible that it will also handle southern woods. W. H. Kemper, Jr., will have charge of the hardwood end of the business. He was formerly with the Mason-Donaldson Lumber Company at Rhinelander, Wis., and has a wide acquaintance among the hardwood trade of that territory.

The Birch Boom & Lumber Company is the name of a new concern which recently started operations at Glendon, W. Va. The officers are J. C. Remage, president; R. H. Pembroke, secretary, and S. Wiseman, treasurer. They own about 2,000,000 feet of oak, hemlock and poplar, and also have access to twenty-five or thirty million feet of timber on adjacent property, so that they are well supplied with material to run their mill, which has a daily capacity of 20,000 feet.

The Tennessee Lumber Company was recently incorporated with \$50,000 capital stock to deal in and manufacture hardwood and other lumber. The company is said to be in possession of a good tract of timber on which its mill will be erected. The incorporators are T. B. Johnson, George W. Killebrew, Johnson Bransford, A. H. Robinson and Robert Lusk.

The Highland Lumber Company was recently incorporated at Ironton, O., with \$30,000 capital stock. C. A. Hutsinpillar and others are named as the incorporators.

The Oscar Gartner Company, exporter of hardwood and pitch pine, which for years has been located at New Orleans, La., will move to Galveston, Tex., shortly. Officials of the company state that this change is being made because the wharves at New Orleans are so often congested that the company's shipments cannot be cared for promptly, thus necessitating increased charges for cars in which the lumber has to remain stored until wharf space can be secured. The company expects to be established in its new location early next month. A new wharf is being built, primarily for the lumber interests of New Orleans, which it is expected will be completed about the end of April.

Ioshall & McDonald Brothers, with headquarters in the Hibernia Bank Building, New Orleans, have purchased additional timber at Eola, La., where their mill is located. This will give the concern a three years' supply for its sawmill, which was put into operation February 7. The equipment of the plant consists of an eight-foot band mill which cuts 25,000 feet a day. The company turns out rough lumber only. The timber on the property recently purchased consists principally of oak, ash and cypress, and is estimated to cut 15,000,000 feet.

The Panama-American Land & Lumber Company of Peoria, Ill., which owns a 75,000-acre tract of mahogany timber in Panama, recently purchased the mill operated at Panther, W. Va., by the W. M. Ritter Lumber Company and shipped it to Panama, where the concern is building a large and up-to-date mill to cut a large tract of timber. The mill just purchased was originally built by Saginaw, Mich., capitalists and later leased by the W. M. Ritter Lumber Company. The mill was rebuilt a number of times, having had several fires.

The Morris Broom Company has been organized with a capital stock of \$5,000 at Rives, Ky. J. H. Shore, B. J. Wade and others are interested.

A tract of five acres of land has been purchased by Messrs. Hall & Polk of Troy, Tenn., on which will be erected a mill to cut hickory.

Work on a building at Dalton, Ga., to be used as a hub and spoke factory will begin shortly by the M. C. Blanchard Company of Spring City, Tenn.

Fire which destroyed the curtain pole factory of the Edward Reos Company at Paducah, Ky., damaged property worth \$44,000. The loss was well covered by insurance.

The Perkins Land & Lumber Company is a new concern at Memphis, Ark. L. E. Brown is president of the company, which is capitalized at \$25,000.

The M. B. Farrin Lumber Company recently increased its capital stock from \$500,000 to \$600,000. This is one of the largest hardwood institutions at that important hardwood center, Cincinnati, O.

The R. S. Coryell Company, well-known shippers of spruce, hemlock and hardwood lumber and red cedar siding and shingles, with headquarters at Newark, N. J., has opened a branch office at Halifax, Nova Scotia.

The Lally Column Company is a new concern at Chicago. It has \$100,000 capital.

The American Lumber Company has been organized by R. F. Benson and others at Madison, Ind. The company has a capital of \$10,000.

J. A. Mann of Burnside, Ky., is contemplating the purchase of the Smith lumber plant at Fullerton, Ky. This he expects to convert into a spoke and rim factory. Mr. Mann has a large plant at Burnside.

The Carriage Woodstock Company of Owensboro, Ky., is planning the erection of a two-story addition to its plant to be devoted to the manufacture of automobiles.

Rapid progress is being made on the mill being erected by the Diamond Lumber Company at Green Bay, Wis. The plant will be equipped with two 14" band mills and one 12" perpendicular resaw, as well as shingle and lathe machinery.

H. E. Shadel is one of the incorporators of the Morgan Lumber and Manufacturing Company recently organized at Charleston, W. Va., with \$100,000 capital stock.

The Vermont Butter Tub Company, Barton, Vt., has been organized by E. W. Chandler of Oak Park, Ill., C. T. Hall, Montgomery Center, Vt., and others. The capital stock is \$40,000.

The T. H. T. Motor Company has been organized at Detroit, Mich., with a capital stock of \$100,000.

The Davis Piano & Player Manufacturing Company, Inc., is a new concern at Birmingham, Ala. The company has \$100,000 capital stock and J. W. Davis is president.

The French Broad Manufacturing Company of Asheville, N. C., has contracted with R. M. Ford of New York City for all the axe handles it manufactures. These will be made from Mountain hickory and are intended for export. This concern, it is said, is exporting handles made of Mountain hickory to South America and that the



goods is meeting with the approval of the trade there.

The Reuter Hub & Spoke Company of Dexter, Mo., has just completed the rebuilding of its factory, which was destroyed by fire last September. The new structure is larger than the old one and is equipped with a splendid line of new machinery. The concern is one of the largest manufacturers of spokes and hubs in the country, and is located so that it has access to excellent oak and hickory timber.

Work has been started on a new factory for the Leathers Handle Factory at Dickson, Tenn. The new plant will be ready for operation shortly.

The Federal Tool & Supply Company, manufacturer of handles, woodenware and tools at Alton, Ill., recently remodeled its factory and is now operating full force. Its present output is 500 dozen handles per day.

The LaPierre-Sawyer Handle Company of Kansas City, Mo., has increased its capital stock from \$12,000 to \$25,000.

The Van Buren Lumber & Tie Company, recently incorporated with \$50,000 capital, will be located at Van Buren, Mo.

It is reported that Fanny M. Zearing has been appointed receiver of the Stoneman-Zearing Lumber Company of De Valls Bluff, Ark.

The Hendersonville Column Company is a new concern at Hendersonville, N. C. It has \$10,000 capital.

The Hale-McAdams Wheel Company has been organized at Cleveland, O., with \$50,000 capital.

The Press-Wells Company has been organized at Streator, Ill., to manufacture washing machines. The company has a capital stock of \$10,000.

The Mount Kisco Woodworking Company has been incorporated at Mount Kisco, N. Y., with \$25,000 capital stock.

The Holly Lumber Company's mill at Pickens, W. Va., turning out band-sawed oak, poplar, basswood, etc., was started up last week for the season's run, and will cut 40,000 feet of lumber daily. The company's main selling office is located at New Haven, Conn.

D. L. Arnold of D. L. Arnold & Co., Jane Lew, W. Va., announces that he has assumed control of the Elkhurst Planing Mill plant, formerly operated by D. S. Collins. His address in the future will be Yankee Dam, Clay county, W. Va.

Two deeds, filed in St. Louis, Mo., March 10, which convey to C. F. Liebke, president of the C. F. Liebke Hardwood Mill & Lumber Company, two large parcels of North St. Louis real estate, are missing links to a large tract of some of the most valuable switching property in that city, and the deal marks the culmination of ten years of effort on the part of Mr. Liebke, who is one of the prominent lumbermen of St. Louis, to acquire this property. The real estate just bought is contiguous to that already owned by Mr. Liebke about his large mill in North St. Louis, and the purchase will give him greater facilities in the operation of his mill.

At a meeting of the stockholders and directors of the Prescott Company, held at the offices in Menominee, Mich., a reorganization of the company was effected and new officers and directors were elected. The capital stock of the concern was increased from \$150,000 to \$450,000, fully paid in. Edward L. Prescott and Sumner T. Prescott, vice-president and treasurer respectively, have withdrawn from the company. Loren Prescott resigned as secretary and was elected vice-president. E. B. Cottrill of Milwaukee, former general manager of the Wisconsin Telephone Company, was elected secretary and treasurer. D. Clint Prescott was elected president. Directors: D. Clint Prescott, Chicago; Loren Prescott, Menominee; G. A. Blesch, Menominee; E. B. Cottrill, Milwaukee, and P. M. Tallen, Milwaukee.

Goodman & Kennedy, a new lumber firm at

Cincinnati, O., recently purchased land fronting on L'Hommedieu street and the C., H. & D. railroad tracks for mill and yard purposes. The firm will manufacture chair dimension stock and also have a hardwood lumber yard. Mr. Goodman formerly was with the Licking Lumber Company and his partner until recently operated at Williamsburg, O. The improvements will cost about \$5,000.

As a result of the suit against the St. Louis Southwestern Railway Company, in which the St. Louis Walnut Company was the complainant, the rates on walnut logs in carload lots from

Weiner and St. Francis, Ark., and intermediate points to St. Louis, Ill., were found unreasonable and consequently reduced.

Moses Grey of Pokagon township, Cass county, Mich., evidently believes in reforestation and is enthusiastic enough to practice his belief. Last fall he set out two fields consisting of seventeen acres to young walnut trees. This is undoubtedly the first work of the kind of any pretensions that has ever been done in the county. Mr. Grey is almost seventy-five years old and has been a resident of Pokagon township for forty years.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

At a recent meeting of the Board of Directors of the Chicago Hardwood Lumber Exchange, President Brown appointed a committee composed of F. B. McMullen, chairman, J. S. Benedict and W. E. Trainer to meet with similar committees from the two other Chicago organizations, which are considered in the negotiations for consolidation. A conference will be arranged at the earliest possible date and a report will probably be submitted at the annual meeting to be held Saturday, March 26, at the La Salle hotel.

An order was recently delivered in Chicago for 600,000 feet of Balm of Gilead, a variety of balsam poplar, to be used as boxboards in place of cottonwood. The shipment came from the northern hardwood forests and brought \$16 per thousand feet.

The Sargent Lumber Company reports an excellent business at its new quarters, 812 Great Northern building. This concern was established in 1895, and incorporated in 1899, to engage in a wholesale hardwood and yellow pine business. The officers are Paul B. Hamlin, president, and Edward Browne, vice-president and general manager.

W. D. Walker, who does a mahogany and general hardwood business at 133 La Salle street, is back from a pleasure trip in the Black Hills of Dakota. Mr. Walker reports excellent fishing and hunting, but says he knows of but two planing mills in the entire country which he visited.

F. B. Sprague of the F. B. Sprague Lumber Company, First National Bank building, recently took a trip to Memphis. He speaks very highly of trade conditions in that city, and of the work being accomplished by the local lumber associations, but says that he found prices almost prohibitive.

Edwin D. Johnson of the Old Colony building, formerly a dealer in pine and hardwood, has changed his organization, which will henceforth be known as the Edwin D. Johnson Lumber Company. Under this name, the concern will cut out the yellow pine business and go in only for northern pine and hardwood. The incorporators are L. E. Brown, Edwin D. Johnson and D. L. Johnson. The capital stock is \$10,000.

G. C. Pratt of the G. C. Pratt Lumber & Tie Company, Fort Dearborn building, is at present on a business trip through the lumber section of the South.

D. K. Jeffris of the Chicago Car Lumber Company, which has offices in the Pullman building, reports favorable news from his brother, who is enjoying a European tour. Mr. Jeffris states that the manufacture of steel cars is becoming a serious question with the dealers in wood car stock.

W. E. Trainer of the Trainer Brothers Lumber Company has left for a trip to West Baden, where he will enjoy the baths for a week or ten days.

O. R. Menefee, head of the Menefee Brothers

Lumber Company, Fort Worth, Tex., was a recent visitor and reports that the yellow pine movement in his section is slow and prices, especially on dimension stock, are weakening.

W. W. Dings, secretary and treasurer of the Garetson-Greaser Lumber Company, has given up his temporary office in the Fisher building, and will discontinue, for the present at least, the Chicago branch of his concern. This action is the result of successful efforts on the part of this company to dispose of its surplus stock of dry lumber.

W. L. Hall, assistant forester of the United States Forest Service, stopped off at Chicago on March 12, on his way to Washington from the Forest Products Laboratory at Madison, Wis. In describing this new building Mr. Hall said that it will cost approximately \$60,000, and will soon be ready for occupancy. The laboratory will be equipped with modern machinery for timber testing and wood preservation, and also for testing the adaptability of the various woods for the manufacture of paper pulp and for any other uses which might be suggested.

Shortly after midnight of March 23, fire started in an overheated dry kiln in the veneer room of the P. A. Starck Piano Company's factory at West Lake street and Forty-ninth avenue, Chicago, and destroyed the factory building and the adjacent lumber yards. Loss is estimated at \$400,000. The flames spread to the lumber yards of the Edward Hines Lumber Company to the north and west of the factory, but the fire was checked in the big yards and no serious damage was done there. The fire tied up traffic on the Oak Park elevated lines for several hours.

The editor of HARDWOOD RECORD will deliver a lecture on Forest Conservation and Lumbering illustrated by stereopticon views, at the First Presbyterian church, Oak Park, on the evening of Monday, April 11.

T. S. Estabrook, president of the Estabrook-Skeele Lumber Company, Fisher building, Chicago, is just back from an extended trip in the southern country, where he has visited his several sawmills. Mr. Estabrook says the entire South is overrun with lumber buyers and that little good stock is obtainable.

Victor Thrane and Wood Beal, junior partners of the big timber land house of J. D. Lacey & Co., Chicago, have been sojourning for some days at French Lick Springs, Ind. Both these gentlemen had a busy and strenuous winter's work, and this is the first opportunity they have had for a few days' rest.

The RECORD was favored with a call on March 10 by R. S. Cooper of the Briggs & Cooper Company, Ltd., of Saginaw, Mich.

Grace M. Corwin, recently trading in lumber business locally under the name of the Corwin Lumber Company, is an applicant for discharge in bankruptcy, and the court orders that a hearing be had on the same on April 4 in the United States court rooms, Government building.

L. B. Cheatham, dealer in timber lands, Jackson, Miss., was a Chicago visitor during the week.

Since March 1 the general offices of the Tug

River Lumber Company, the Rockcastle Lumber Company, Inc., and the C. L. Ritter Lumber Company, Inc., have all been located in the Fredrick building, Huntington, W. Va., instead of Bristol, Tenn., as heretofore.

The RECORD is advised that Homer A. Ocorr has returned to the presidency of the C. H. Rugg Company, manufacturer of sash, doors and blinds and interior millwork, at Rochester, N. Y., since the death of Clarence H. Rugg, which occurred last December.

The Monarch Lumber Company, Philadelphia, advises that it has secured the timber holdings of the Laurel Fork Lumber Company in Haywood county, North Carolina, consisting of ash, birch, basswood, cherry, butternut, oak, poplar, etc., and an up-to-date band mill and logging railroad. This will increase the source of supply of this company to a marked extent and put it in good position in the eastern market.

White Brothers, the well-known hardwood lumbermen of San Francisco, advise that they have just received a large importation of clear Siam teak planks and have a cargo of teak logs due to arrive within a few days. Teak is one of the highest priced woods produced, and is principally used in ship building, but is also used to some extent for interior trim.

The RECORD is indebted to H. M. Spain, timber estimator of Memphis, for a blue print map of the Yazoo valley log producing country. The territory covered is the source of supply for about ninety per cent of the hardwood logs manufactured in Memphis, and the map shows the freight rate from all the principal shipping points to Memphis. The rates shown indicate the reshipment rate obtained by shipping the logs in and out of Memphis over the same line, and should be of material value to Memphis lumber manufacturers.

R. M. Carrier, president of the Hardwood Manufacturers' Association, was a Chicago visitor on March 23, and left on that evening for his Sardis, Miss., mill.

## NEW YORK

A petition in bankruptcy has been filed against Max G. Rieser of 427 East Fifty-seventh street, sole owner of the large cabinet and trim business of William Clearman & Co. of this city, alleging that he is insolvent and made preferential payment.

A petition in bankruptcy has also been filed against Goldman & Parkin, mill work manufacturers of 561-3 Watkins street, Brooklyn. Paul Gorman has been appointed receiver.

The Charles F. Fischer Lumber Company, large specialists of kiln dried hardwood flooring, with office and yard at 1920 Park avenue, Manhattan, has recently completed another up-to-date fireproof dry kiln with a capacity of 20,000 feet per week. The kiln is built upon most modern and efficient lines, the stock first being steamed and then dried with a hot air blower system.

Frederick J. Johnson, for many years the popular and able local representative of Bliss & Van Auken, large manufacturers of yellow pine and oak and maple flooring, headquarters Saginaw, Mich., died suddenly from scarlet fever at his residence in this city on March 4, after an illness of only two or three days. Mr. Johnson was identified with the lumber industry for a great many years, starting originally with the South End Storage Company of Boston. From there he went to Philadelphia in the late eighties and became associated with W. H. Fritz & Co. A few years later he joined Bliss & Van Auken as manager of their Philadelphia sales office, and in June, 1903, came to take up similar duties at the New York office of the same company, in which connection he had been continuously employed up to the time of his death. Mr. Johnson is survived by a widow and one daughter, to whom the sympathy of a large circle of friends goes out in their bereavement. The funeral services

and interment were held at Boston, Mass., on the 6th.

E. W. McClave, head of the large yellow pine house of E. W. McClave & Son, Harrison, N. J., and 18 Broadway, New York, recently died at his home in this city after a lingering illness. He was seventy-three years old. For sixty years Mr. McClave had been almost continuously identified with the lumber trade of the Metropolitan district, both at Newark and New York. During his many years of association with the trade Mr. McClave had many setbacks, but through dogged perseverance and high business ability he had amassed a comfortable fortune at the time of his death. The business will be continued by his surviving sons and partners, Messrs. Rowland, William Parke, Wilkes, Donald and Kenneth McClave.

W. D. Magovern, who so ably looks after the local interests of the Thomas Forman Company, big flooring manufacturers of Detroit, Mich., has in addition to these activities just leased personally an area of ground west of the flooring warehouse, on which he is arranging an up-to-date storage yard for public use. The yard is exceptionally well located for that purpose.

A. R. Sax, A. R. Sax Lumber Company, 18 Broadway, Manhattan, and branches at Savannah and Jacksonville, has just returned from a stay of several weeks at southern mill points.

Harry S. Lafond has bought out the interest of his partner, W. A. Thomas of the wholesale house of Lafond & Thomas, 12 Broadway, and has merged that business with the Sea Coast Lumber Company, large cypress operators of 1 Madison avenue, and will in future manage the yellow pine department of that company. Concurrently the Sea Coast Lumber Company has increased its capital from \$100,000 to \$150,000 and has elected C. W. Brounson, manager of the company, as secretary. The addition of yellow pine to the large cypress mills and outputs controlled by the company will undoubtedly be appreciated by its customers in the trade.

Uptegrove & Beckwith, well-known veneer and lumber house at the foot of East Tenth street, New York City, have incorporated the business under the laws of the state of New York under the same style with a capital of \$100,000. No other change is comprehended.

George P. DeWitt, head of the DeWitt Lumber Company, wholesale hardwoods, 1 Madison avenue, has just returned from a trip to the Indiana, Kentucky, Tennessee and Virginia mills, where he closed deals for some choice stocks in plain and quartered oak and other hardwoods. The company finds trade conditions very good with the demand especially good for high-grade stock, with low-grade stock improving steadily.

## BUFFALO

At the annual meeting of the Buffalo Lumber Exchange, held on March 12, the following board of directors were elected: M. M. Wall, Knowlton Mixer, I. N. Stewart, A. E. Davenport, Peter McNeil, W. A. Ferrin, G. Elias, H. S. Janes, B. H. Hurd, H. F. Taylor, J. S. Tyler. From this list were chosen: Maurice M. Wall, president; Knowlton Mixer, vice-president, and John S. Tyler, secretary and treasurer.

The annual report of Secretary Tyler to the Lumber Exchange showed receipts last year of 90,190,000 feet of all lumber by lake, an increase of 14,739,000 feet, and a receipt of 118,472,000 feet of all lumber by rail, of which 70,462,000 feet was hardwood. The entire receipts, with shingles, lath and ties reckoned as lumber, were 272,304,000 feet, an increase of 21,304,000 feet. All shipments were 212,296,000 feet, an increase of 17,001,000 feet. There was in yard at the end of last year 150,418,500 feet, an increase of 129,000 feet. Of this 54,168,000 feet were hardwood, an increase of 1,034,000 feet.

The organization of the Manufacturers' Lumber Company, which includes all the interests of

the Hugh McLean companies and those of Senator Edwards of Ottawa, is explained to be merely the establishment of a sales headquarters in New York and has nothing further to do with these companies, being in no sense a merger. Senator Edwards is president and Hugh McLean is first vice-president.

The yard of the Standard Hardwood Lumber Company is filling up fast with oak and other stock from the South, a long string of cars being on the spot waiting to be discharged. There is business enough in sight to take care of it all.

F. W. Vetter is still finding the trade good enough to take care of the new lumber which was lately gathered in down the eastern slope of Virginia and southward. He looks for all of the former good trade to keep up throughout this year.

J. B. Wall recently returned from a short sojourn at Mount Clemens and is prepared to take up his special work again at the Blasdell mill, where new veneer machinery has lately been added to the company's table mill.

Special time spent on the affairs of his Pascola Lumber Company in Missouri has occupied F. A. Beyer for some time, but he has that arranged now and is back to the county treasurer's office for a while.

I. N. Stewart & Co. find low-grade cherry one of their best sellers, having already shipped out more this year than they did in a great part of last year. It is pretty hard to keep an assortment of chestnut now, but they have it.

There is no talk of slow trade from O. E. Yeager, who has had so much to do all the year, shipping as well as receiving, that he is barely caught up now. Sales have been especially good all the year and promise to continue.

The yard of G. Elias & Brother is making the most of heavy timber and door mill work at this time of the year, for the building industry is reviving and promises to do well all summer.

Scatcherd & Son have gone on selling close up to the saw right along, especially oak, and only complain because their Memphis mills are not able to turn out enough to meet the demand.

The stock of T. Sullivan & Co. has gone off fast all winter and all there seems to be to complain of is that the Michigan hardwood mills are so steep in their prices that a new territory may have to be taken up.

A. Miller is getting hold of a lot of new oak and other hardwood stock in the South and keeping his stock up, but he does not go to Canada just now for lumber, as tariff relations with that country are not very promising.

The Hugh McLean lumber interests are not disturbed over anything now but the supply of stock, especially oak. They are obliged to caution their salesmen in only one direction and that is the selling of more stock than can be delivered.

## PHILADELPHIA

Mr. and Mrs. Samuel H. Shearer will close their town house, 4930 Cedar avenue, and open their summer home in North Wales on April 3.

The Jersey Shore Herald says a new car repair shop, almost doubling the size of the present repair shops, will be erected at Avis this summer. The building will be 200 by 350 feet in size and will cost \$350,000. The number of employees will be greatly increased.

The J. G. Brill Car Works have \$3,000,000 worth of contracts on hand.

It is learned from the Harrisburg Telegraph that a number of rafts will descend the Susquehanna this spring. Lumber has been cut on many of the upper reaches of the stream and the river men are talking about some big ones putting in an appearance before long. The rafts will come down before the water falls much lower, as they can go over the Clark's Ferry and

other dams without trouble. In old days many rafts passed down in the sixty days after March 1, but they are a rare sight in latter years.

The Berwick car shops keep 5,000 men busy.

The state of Pennsylvania has filed for record a deed for land in McHenry township, Lycoming county, purchased from the heirs of the late Samuel Wilson. The consideration was \$1,319.76. The land will become a part of the state forest reserve.

The Crain Pump & Lumber Company has purchased a tract of about two acres on the north side of Lacony street, 200 feet west of Orthodox street, on which it will build a large factory.

On March 4 the J. H. Bright Lumber Company's planing mill and plant, Hazleton, Pa., was damaged by fire to the extent of \$30,000.

The Central Planing Mills Company's plant and J. S. Bare's planing mill plant, Huntingdon, Pa., were destroyed by fire March 18. The loss on the Central planing mill was \$50,000; on J. S. Bare's planing mill plant, \$15,000.

The Nant-Y-Glo Lumber Company, Nant-Y-Glo, was incorporated under Pennsylvania laws March 9 with a capital of \$5,000.

The Conemaugh Lumber Company, Johnstown, obtained charter under Pennsylvania laws on March 9. It is capitalized at \$25,000.

The Bartley-Cary Lumber Company, Flanders, obtained a charter under New Jersey laws on March 9; capital, \$20,000.

The Edwards Industrial Society Company, Camden, N. J., to engage in manufacturing and selling pianos and organs, has been incorporated with a capital of \$100,000. The incorporators are William Edwards, V. A. Murray and J. R. Bradley.

Franklin A. Smith, who was engaged in the lumber business in Philadelphia in his own name, and was also president of the Producers' Lumber Company of Philadelphia, died on March 8, aged 71 years. He is survived by two sons, J. Edward Smith and Franklin A. Smith, Jr., vice-president of the Lumbermen's Exchange of Philadelphia and at one time secretary and treasurer of the Producers' Lumber Company; and a daughter, Mrs. Earle C. Rice. Mr. Smith's wife died on February 16, just twenty days previous to his own death. Franklin A. Smith was a man of staunch integrity and upright dealing, and his death is much deplored among his many friends. The trade is a loser in the removal of a man of his activity and capability.

## PITTSBURG

The Acorn Lumber Company manages to pick off a few cars of nice hardwood every little while and, when the RECORD man called, President Harry Dombhoff reported the sale of six cars of mixed hardwood to yard trade. His business with the retailers in Ohio and western Pennsylvania is gaining right along.

William R. Cornelius has been spending a few days in Cincinnati and West Virginia arranging for more stocks and lining up some prospective changes in his business. He is firm in the belief that hardwood prices are going to come up.

C. G. Freck, president of the Pennsylvania Lumber Company at Sheffield, Pa., dropped off for a few days' stay in town this week.

The L. L. Satler Lumber Company is running its mill at Blackstone, W. Va., steadily, but complains about the bad roads in that vicinity.

A. C. Opperman of William H. Schuette & Co. has been making quite a tour through the Northwest. The company's spring business is now coming in in good form.

The Johnston furniture factory at Towanda, Pa., which was burned recently with a loss of \$10,000, is likely to be rebuilt. A movement has been started at Le Raysville, Pa., to secure the plant and \$5,000 has been subscribed.

Manager E. H. Shreiner of the Goodwin Lumber Company is down at the hardwood mills in

West Virginia this week. He is greatly encouraged by the increase in yard trade.

A. G. Breitwieser, president of the Breitwieser & Wilson Company, is spending a few weeks in Cuba with his wife. This concern is making good headway in the manufacturing and industrial trade.

The Pittsburg Hardwood Door Company, under the management of J. C. Schofield, is one of the lively concerns in the city this spring. Its outlook for 1910 trade is first class and it is carrying heavier stocks than ever before to satisfy the popular demand for its doors.

The Southern States Lumber Company, which was recently formed by the Flint, Erving & Stoner interests of this city, has 8,500 acres of timber in Burnwell county, South Carolina, and will have its general offices in this city. Its operations will be started shortly, as it already has a railroad which will reach its southern terminus at Dunbarton, S. C.

J. W. Hulse of the McDonald Lumber Company's force has returned from a trip through the South. He reports stocks broken badly at many of the mills. The McDonald company has been making lath quite a leader of late and its efforts have been well rewarded.

H. D. Butler of the Furnace Run Saw Mill & Lumber Company is working the Ohio trade this week to good advantage. President Nelson Bell announces that hardwood affairs look good and that nearly every grade of good hardwood is in demand.

S. A. Seamans, manager of the C. P. Caughey Lumber Company, is hustling hard to keep in touch with the different government projects which are coming up here this spring on the three rivers. He has several small oak mills cutting white oak stock within the Pittsburg freight limit.

F. L. Kirschner, the well-known hardwood salesman, has joined the force of the W. P. Craig Lumber Company and will assist in handling its Pennsylvania and Ohio trade. The Craig company reports better shipments of hardwood than for a long time, one of the leaders in demand being spruce. Its salesmen are also getting a nice lot of orders for mixed hardwood for mine materials and for fine hardwood for the factory trade.

The Newell Brothers Lumber Company says that trade in mixed hardwoods is fine. Its orders have been good both in the East and in the Pittsburg district and it is keeping shipments going at a lively rate.

J. J. Linehan of the Linehan Lumber Company has been spending several weeks down East helping to line up the trade for spring. Both the Linehan brothers look for higher prices before long on all good grades of hardwood.

At the annual election of the Pittsburg Wholesale Lumber Dealers' Association March 14, the officers chosen for the ensuing year are: President, A. J. Diebold of the Forest Lumber Company; vice-president, William H. Schuette of William H. Schuette & Co.; secretary and treasurer, J. G. Criste of the Interior Lumber Company; directors, J. L. Kendall of the Kendall Lumber Company; J. A. Cheyne of the Pennsylvania Sash & Door Company; L. L. Satler of the L. L. Satler Lumber Company; Alex. Willson of the Willson Brothers Lumber Company, and Fred R. Babcock of the Babcock companies.

An indication of what Pittsburg wholesalers have to hope for in the way of big contracts this spring is found in the number and importance of the railroad and trolley projects which are announced for this district. The Pennsylvania company will spend several million dollars in building a four-track line from Youngstown, Ohio, to Warren, Ohio; improving its yards at New Castle; building spurs and double-tracking all along its line from Pittsburg to Youngstown. The Bessemer & Lake Erie Railroad Company is arranging for a big expenditure at Greenville, Pa., on its yards and shops. The Erie Railroad Company will carry out a similar plan of im-

provement at its shops at Kent, Ohio, and Meadville, Pa. The Pittsburg & Lake Erie Railroad Company is building an immense bridge across the Ohio river at Beaver, Pa., and is also adding tracks to nearly all its lines between Pittsburg and Youngstown, Ohio. The Baltimore & Ohio has arranged for extensive improvements in many parts of the Pittsburg district, and the Pennsylvania railroad will spend a large sum on its new yards at Sharpsburg, Pa., and on lines east of this city. Improvement in traction work is more noticeable every day. Two new lines were announced this week. The Fairmont & Pittsburg Railway Company, which has a capital of \$1,000,000, will build a line between Fairmont, W. Va., and this city. Another line has been financed by J. G. White & Co. of New York and will be built very soon between Sharon, Pa., and New Castle, Pa.

The twenty-five-story Oliver skyscraper at Smithfield street, Sixth and Oliver avenues is capturing a good number of first-class wholesale firms in this city, which are moving into their new offices this week. Among these are Willson Brothers Lumber Company of the Farmers' Bank building; L. L. Satler Lumber Company of the Bessemer building; Acorn Lumber Company of the Park building; McDonald Lumber Company of the Bessemer building; Breitwieser & Wilson Company, and the J. C. Donges Lumber Company of the Lewis block, and the Palmer-Semans Lumber Company of Uniontown, Pa., which is establishing its sales offices in a fine new suite in the Oliver building under the direction of that veteran hardwood man, I. F. Balsley, who for the past four years has handled the hardwood matters of the Willson Brothers Lumber Company.

## BOSTON

Herbert W. Blanchard of the Blanchard Lumber Company, Boston, has returned from a trip to Maine.

A dividend of eight per cent has been mailed the creditors of William H. Wood & Co. by William E. Litchfield, trustee. The firm made an assignment a year and a half ago. The liabilities were \$400,000 and the assets \$200,000. This dividend is a preliminary one prior to the allowance of other claims.

The Shepard & Morse Lumber Company has sent out circulars announcing its removal from the Mason building, Boston, to 226-233 Boston Safe Deposit & Trust Company building, 201 Devonshire street.

Wendell M. Weston of the W. M. Weston Company, hardwood dealers, returned the first of this week from a short business trip.

Frank B. Witherbee of the H. M. Bickford Company, Boston, sailed March 12 for a five weeks' European trip.

Imports of lumber from Europe have been larger. The Cunard steamer Ivernia brought in last week 500 tons of lumber, 100 logs and 140 tons of maple blocks.

At the recent election of officers of the Connecticut Valley Lumber Company, James J. Phelan of the firm of Hornblower & Weeks, bankers, was elected president to succeed the late George Van Dyke. He will make his headquarters in this city. George S. Lewis is treasurer and general manager.

Gates M. Poore died at his home in Lawrence, Mass., early in the month at the age of fifty-nine years. Until recently he was a member of the lumber firm of Bean & Poore. He was succeeded in business by his son, H. H. Poore.

The O. G. Poor Lumber Company of Swampscott, Mass., has recently been incorporated with a capital stock of \$20,000 in cash. Oscar G. Poor is president and Thomas M. Lyons, treasurer and clerk. Lucy M. Hutchins is one of the incorporators.

The Salem Manufacturing Company has been incorporated to conduct a wood-working business

in Salem, N. H. The company has taken a large factory building in Salem and is installing modern machinery. It is a Massachusetts corporation with a capital stock of \$40,000. The president is L. A. Pradoby.

A creditor's petition in bankruptcy has been filed against Miss Marion C. Treworgy, who formerly conducted a lumber business at 131 State street, Boston, by William H. Pierson of Water Hill, N. Y., one of her creditors. It is claimed that Miss Treworgy on January 6, 1910, gave a mortgage to J. H. Gerlack, one of the creditors, on property at 67 Mountfort street, for \$2,500, dated January 21, 1909, not acknowledged until January 6, 1910. It is claimed this was given with the intent of injuring her creditors. Other transfers of real estate were also made in the same way. The money raised, it is reported, was given her in the form of gold certificates, apparently for use in foreign countries. It is said that Miss Treworgy has fled to South America in the company of Walter Merchant, her fiance. The latter was arrested in her office early in January charged with using the mails in a scheme to defraud. He was defaulted in the U. S. circuit court in Brooklyn, N. Y., February 2. In the indictment he was charged with receiving money for shares in vessels he did not own.

E. F. Runnells, representing the firm of Chestnut & Slaght, dealers in pine and hardwoods, Buffalo, N. Y., was a visitor in the Boston market this week.

The possibility of the maximum tariff of the Payne-Aldrich tariff bill being applied to Canada has stirred the lumber dealers here to action. The executive committee of the Massachusetts Wholesale Lumber Dealers' Association held a meeting in Boston March 18 and after considerable discussion adopted resolutions to be presented to President Taft petitioning him to take steps to prevent the impending catastrophe which would take place in the event that a twenty-five per cent ad valorem addition to our tariff on imports from Canada is placed in operation. A committee, consisting of W. R. Chester and Thomas H. Shepard, left Boston March 22 for Washington to present the resolutions to President Taft.

## BALTIMORE

The quarterly meeting of the Baltimore Lumber Exchange and the monthly meeting of the managing committee were held on the afternoon and evening of March 14, the latter at the rooms of the Exchange and the former at the Merchants' Club. About the only business transacted was the adoption of a rule with regard to the grading of Virginia and North Carolina white cypress. The meeting of the Exchange was followed by an elaborate luncheon. Among those present were President John L. Alcock; James C. Rowe of the L. W. Rowe Lumber Company; Mr. Eppley of Orr, Eppley & Co.; Charles J. Gross of Charles M. Stieff, piano manufacturer; J. J. Kidd of the Kidd & Buckingham Lumber Company; James J. Lannon; William M. Borgan; John S. Helfrich; John J. Duffy of the Lafayette Mill & Lumber Company, and Edwin W. Knowles.

The Morgan Company, manufacturers of doors at Oshkosh, with an office in this city, has purchased from the Baltimore Sash & Door Company two warehouses, one located on West street, near Howard, and the other on the southeast side of Howard street, near West. The warehouses will be used in connection with the jobbing business acquired from the Baltimore company by the Morgan company, and also for the latter's own trade in this territory. The office of the Morgan company has been removed to West street, and the business of the western corporation as well as the jobbing trade bought from the Baltimore company will be concentrated there. The Baltimore company will confine itself entirely to manufacturing operations.

The Morgan company, which is represented here by C. A. Hianscom, has steadily expanded, and it was the intention of the officers to secure a warehouse in this city, where a full line of its products might be kept constantly on hand. The deal gives the company the desired facilities and enables it to command a greatly increased output.

E. M. Terry, secretary of the National Lumber Exporters' Association during the past four years, has resigned, and President Harvey M. Dickson has called a special meeting of the board of managers for March 22 to take action on the matter. Whether a successor will be elected at that time is not definitely known. L. Palmer, the assistant secretary at New Orleans, may be named to take charge of the work. Mr. Terry asked in his letter that the resignation take effect on April 1, but if matters cannot be satisfactorily arranged he is ready to continue another month. He will become assistant manager of the Manufacturers' Lumber Company, a newly organized combination of lumber manufacturers in the North and Canada, with headquarters at 27 William street, New York. Mr. Terry will devote his time to the export end of the business, with which he became familiar through years of experience in the office of Price & Hart. Mr. Terry's latest contribution to the work of the exporters' association was the compilation of a book which gives the port rules for all the ports with which exporters do business and supplying much valuable information.

The Maryland Lumber Company, a corporation organized to develop a timber tract in West Virginia, has been formed in Hagerstown, Md., with a capital stock of \$250,000, divided into shares of \$100 each. The incorporators are J. A. Denison, John G. Ernst, D. A. Stickell and Charles M. Danzer of Hagerstown, and D. S. McNitt of Lewiston, Pa. The officers are: J. A. Denison, president and manager; A. C. Strite, vice-president; Samuel Sowers, secretary; John G. Ernst, treasurer; D. A. Stickell, J. A. Denison, Charles M. Danzer, John G. Ernst and S. W. Sowers of Hagerstown; S. S. Stouffer of Sharpsburg, Md.; H. W. Shaffer of Burkittsville, Md., and D. S. McNitt of Lewiston, Pa., directors.

Rapid progress is being made by the Eisenhauer-MacLea Company in the reconstruction of its lumber sheds and office, which were destroyed by fire early in February. The damaged lumber has been sold to Otto Duker & Co., the ground cleared up, and this week work on two of the big sheds was well advanced, the foundation of a third being also ready to receive the superstructure. The two sheds, the framework of which is up, measure 50 by 170 and 50 by 90 feet and are 32 feet high. They, with those yet to be reared, will afford space for not less than 1,800,000 feet of hardwoods. A new office of brick will be built. The company is getting a full assortment on hand with surprising rapidity. Within the past month as many as ninety-five cars of lumber have been received, and the company is once more in tolerably fair shape to take care of orders.

Among the visiting lumbermen in Baltimore last week was Thomas Hughes, formerly of the Baltimore firm of Carter, Hughes & Co., but for about two years located at Troutdale, in southwestern Virginia. Here Mr. Hughes is looking after the operations of the three mills of the Iron Mountain Lumber Company, of which he is the head. He is giving close personal attention to the development of the timber tracts owned by the company. He states that the demand for stocks is on the increase, and all the mills are busy.

## CLEVELAND

Much interest is manifested in the local lumber field over the unsettled state of the Canadian tariff, which may be raised April first to

twenty-five per cent, in accord with the Paine-Aldrich law which provides that countries discriminating against the United States shall have a twenty-five per cent duty raised against them. Cleveland is one of the largest receiving ports for Canadian lumber. Lumbermen here say that it will mean a raise of from \$6 to \$10 a thousand feet on Canadian lumber if the duty is enforced. Considerable maple and other hardwoods are imported from the North and hardwood manufacturers would suffer with others. Cleveland lumbermen contemplated sending a delegation to Washington to protest against the enforcing of the new tariff until further negotiations are held with Canada, but were informed that their presence in Washington at this time would do no good. It was decided to coöperate with dealers at Saginaw and Tonawanda. It is probable that a big delegation will be sent in a short time to appeal to congress and President Taft to alter existing conditions.

Fire and marine insurance on lumber carriers was the topic discussed at a Chicago meeting from which W. H. Teare, prominent Cleveland lumberman, has just returned. He reports that rates this year will probably take a decided raise. Additional restrictions have also been placed on this class of vessel. Unless the Canadian lumber trade is blasted by the new tariff provisions it is expected that the boats operating out of Cleveland will have a very successful season. About sixty per cent of the lumber carriers here engage in the Canadian trade.

After being connected with the Advance Lumber Company for nearly fifteen years Harry P. Blake has severed his connection with that firm and accepted a position as city salesman for the new Putnam Lumber Company of this city.

The F. T. Peitch Company reports a renewed interest in all lines of hardwood with the opening of the building season. The company does an extensive business with concerns manufacturing interior finish. Building in Cleveland this year promises to excell all previous records.

The capital stock of the South Cleveland Lumber Company is to be increased from \$30,000 to \$50,000 to take care of the company's increasing business.

W. L. McManus, manufacturer of flooring at Petosky, Mich., and C. L. Shelburne of Green Bay, Va., called on the local trade this week.

The C. H. Foote Lumber Company, through its president, reports that the demand for the finer grades of hardwoods is better than for months and that a lively time is being spent in making deliveries and in disposing of inquiries.

## COLUMBUS

The records of the city building inspector show quite an increase in the number of building permits issued since the warm weather succeeded the winter. Lumber dealers, contractors and real estate men generally believe that the season of 1910 will be one of the most active in the history of the city as far as building operations are concerned and preparations are being made to start the work early. Lumber dealers anticipate quite a demand from that source, especially for hardwood flooring and other materials going to make an up-to-date dwelling or office building.

H. W. Collins, manager of sales of the central division of the W. M. Ritter Lumber Company, reports a steady run of orders from every section of the country and for all grades of hardwoods. Both the eastern and the western division, with headquarters at Philadelphia and Chicago respectively, report bright prospects for the future. The supply of stock is generally small and as a result a more active market is expected as the spring advances. Prices are strong and there is a tendency to advance in some lines. Mr. Collins believes that the market will improve from this time on. W. M. Ritter, head of the company, re-



turned March 19 from an extended trip among the mills of the company in several southern states. H. W. Collins of the same company left March 20 for a week's trip through Pittsburg, Erie and other Pennsylvania points. The regular meeting of the sales managers of the company was held at the Columbus office March 12, with F. B. Pryor of Chicago and R. L. Gilliam of Philadelphia present.

After some litigation a reorganization of the Capital City Casket Company of Columbus was effected under the new name of the Ohio Casket Company. It was incorporated with a capital stock of \$30,000 by J. A. Cheney, B. F. Whipps, C. M. Voorhees, W. S. Hatcher and C. M. Anderson. The plant of the company at 154 West Naghten street was taken over. J. A. Cheney is president; W. S. Hatcher, vice-president, and C. M. Anderson, secretary-treasurer.

O. F. Wollenweber, president of the Wollenweber Lumber Company of Marion, Ohio, formerly in the lumber trade in Columbus, was a visitor here recently. In speaking of Marion, he said the city was never more prosperous than at the present time.

The Findlay Carriage Company of Findlay, Ohio, has increased its capital stock from \$50,000 to \$150,000 to permit of the installation of an automobile department.

John R. Gobey, head of the John R. Gobey Lumber Company, reports an improvement in conditions in the lumber trade. Buyers who made contracts during the cold weather are now demanding immediate delivery. Mr. Gobey reports a bad car shortage in some sections in the South. He anticipates better conditions in the hardwood trade within a short time and is arranging to make a business trip to New Orleans and other southern points early in April.

W. L. Whitacre reports a tendency on the part of the hardwood trade to pick up. He says orders are coming in better and that inquiries are more numerous. Prices are strong.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company, reports conditions gradually improving in every part of the country covered by that concern. Orders are brisk and the improvement is most noticeable in the yard trade. There is a tendency to strengthen quotations in certain varieties, he says. W. M. Boyer of the company recently returned from a business trip in southern Ohio.

J. E. Cummins, general manager of the Columbus Saw Mill Company, which has a hardwood mill on Dublin avenue, reports a steady improvement in the demand for hardwoods, especially oaks and walnut. The concern does quite an export business in walnut to Hamburg, Germany, where reports show a great improvement.

J. J. Sexton, head of the Osborne & Sexton Company, reports a better outlook for the spring and summer. He returned recently from a trip to Cincinnati, Detroit and other Michigan cities.

H. D. Brasher of the H. D. Brasher Lumber Company reports a better run of orders since the cold weather has passed and he believes the improvement will continue as the season advances.

A. C. Davis of the A. C. Davis Lumber Company reports a fair amount of business when the weather conditions are taken into consideration. He says the demand for oak is improving and the supply seems to be short. Popular is also in good demand. George B. Jobson, secretary of the company, recently returned from an extended trip through Chicago, Milwaukee and other cities in the Northwest.

The General Lumber Company will soon begin operations at its mill at Ashland, Ky. H. W. Putnam, president of the concern, reports a nice run of orders with bright prospects for the future. The orders coming in from manufacturing establishments are now growing larger. H. C. Buskirk, sales manager of the company, recently returned from the timber tract on the Big Sandy river in Kentucky. He reports con-

siderable progress in floating logs down to the mill.

The Highland Lumber Company of Ironton, Ohio, was incorporated recently with an authorized capital of \$30,000 by J. J. Lyon and others.

H. S. Hager has purchased from Jefferson Lowry and E. Foster a tract of 420 acres of timber land near Coshocton, Ohio, which will be developed at once. A mill will be erected. A large part of the timber is white oak.

The W. H. Dawkins Lumber Company of Ironton, Ohio, has closed a deal for a tract of 8,200 acres of timber land in Pike county, which will be sawed at the mill at Ironton.

H. C. Bard of the Middle States Lumber Company reports a slight improvement in orders. He believes that prices will increase soon.

M. A. Hayward & Son report a better demand for oak flooring as the building season approaches.

Owing to a delay in calling a meeting of the committee on constitution, the proposed association of Columbus wholesalers has not yet been perfected. The committee, of which John R. Gobey is chairman, will be called together soon and the constitution and by-laws drafted. There is no opposition to the proposed organization and it is expected that it will be launched in a few weeks.

### CINCINNATI

Secretary Lewis Doster left last Monday for a trip to New York and the East, where he will remain for a week or ten days. The past week at headquarters of the Hardwood Manufacturers' Association was quiet so far as visitors were concerned, not one out-of-town lumberman registering. The new grading rules will be ready to put in the mails about the end of the week. The pamphlet is a neat pocket compendium of convenient size.

Someone blundered in sending out notices for the convention of the Slack Cooperage Association, and as a consequence several people arrived on St. Patrick's day, March 17, looking for the convention at the Sinton hotel. Inquiry developed that the date set was May 17-18, instead of March 17-18, as stated in the notices.

Fred H. Duling of the Graham Lumber Company, who has been touring Ohio, Indiana and Kentucky for the past two weeks, writes from Kentucky that his trip has been very successful and that he will not return for a week or more. J. Watt Graham, president of the company, says that business conditions with the concern have been satisfactory, while the outlook remains good.

President Cliff S. Walker of the Lumbermen's Club of Cincinnati on Monday started to move into his new and handsome residence on Garrard street, Covington, Ky. The new home is a model of modern architecture and embraces every up-to-date convenience and appliance as to heating, lighting and electric appliances. A housewarming by the members of the Lumbermen's Club of Cincinnati will be a pleasant feature of the near future.

William E. DeLaney of the Kentucky Lumber Company will leave early next week for a trip to Mississippi to look over a timber proposition for his company. While in the South it is probable that his trip will be extended to Louisiana, where large hardwood tracts are being opened up. Ralph McCracken, secretary of the company, left Monday for a short visit to the mills of the company at Burnside and Williamsburg, Ky. Both mills are in operation, but the supply of logs is limited, and unless heavy rains in the immediate future bring a log tide in the Kentucky river, the mills will be compelled to close down for want of logs in a few weeks.

J. A. Hilliard of the Louisiana Red Cypress Company of New Orleans is spending a few days in this city looking after his business interests at this point.

Automobiles have become an absolute necessity in the lives of Cincinnati lumbermen, and nearly everybody possesses a gasoline wagon. Dwight Hinckley, who has been set down as noted lover of the horse, has fallen from grace and is now the possessor of a big machine of the Mitchell brand. Lewis Doster will dispose of his big machine and purchase a high-powered runabout in which to get over the ground at a more rapid rate.

M. L. Short, the star of the Lumbermen's Ball Club, who had the misfortune last summer to break a leg while endeavoring to annex a base, has fully recovered and is now ready to try and break the other one. He is known to the trade by his connection with the Dwight Hinckley Lumber Company as local sales manager. He has purchased a Hupmobile to facilitate business operations.

Ben Dulweber still drives his big red wagon, and when in the city can be seen tearing off the miles as fast as the speed limit allows.

Charley Hail, Charles Shiels and Harry Freiberg, all prominent lumber operators on the west side, possess machines with which to facilitate business and reach their homes rapidly after business hours. To name all the possessors of gas buggies would look like a roster of the lumber trade.

With clear skies there is much activity displayed in the outside work at the numerous lumber yards and mills in the outskirts of the city. On every side this activity is apparent. The receipts of lumber by rail, which were heavily delayed by the weather conditions, are now unhampered, and, as a consequence, there is more spirit displayed around the yards in receiving and shipping lumber.

The Asher Lumber Company has just completed a cosy yard office at its plant on the Southern railroad and Bank street, where extensive sidings and switches have been added and large stocks of hardwoods are being received and piled up in the yard. The company will abandon its present office at Bank and Western avenue, and on April 1 will open a suite of offices in the Provident Bank building at Seventh and Vine streets. I. M. Asher is making a tour of the cities in the East and will return in the course of a week or ten days to be on hand and assist in moving day. Business is very fair and has been since the opening of the year, with a good outlook for the future, says John D. Serena, the office manager.

S. Menzies, the Cincinnati representative of James Kennedy & Co. (Ltd.) of Glasgow, Scotland, said that business conditions were very unsatisfactory, though there was some encouragement in the fact that there was always something doing. Business on the other side continued rather dull and prices were hindered by the large stocks of lumber still piled up over there.

R. C. Witbeck of the Ferd Brenner Lumber Company returned a week ago from the mill at Alexandria, La., where he had been for seven weeks, attending to business and getting close to nature. He said he enjoyed his stay, but had not been back sufficiently long to say as to conditions at the home office, which, while he considered from a superficial survey to be fair, there was much room for improvement. He said that Vice-President Vest, who is also manager of the Alexandria plant, was doing well and would remain at the plant for many months to come, as there was sufficient business there to engross all of his time.

Ferd Brenner of the Ferd Brenner Lumber Company received information within the past fortnight which put at rest all uneasiness as to the whereabouts of Leland G. Banning, who for several years has been a globe trotter. The latest advices were that Mr. Banning was touring in Egypt around Christmas, and then for a long time no information was received.



The advice received by Mr. Brenner was to the effect that Mr. Banning had been sick at a hotel in Colombo, Ceylon, for two months, but that he was now recovering and preparing to start on his homeward trip, where he is expected to arrive about May 1. Mr. Brenner parted company in Europe last June with Mr. Banning and returned to Cincinnati, and Mr. Banning, accompanied by a party of friends, commenced a trip through Europe, Egypt and into India.

Ferd Brenner says that the export trade shows some indications of improvement, but that the foreign trade was not at all active. There is always some business doing, however, and there is hopes that before long there will be an awakening. He says there is evidently a good field for American furniture in South America, and his advices from that country lead him to believe that American furniture manufacturers would find it a profitable field. He said he believed in exploiting the furniture industry and encouraging those engaged in it to branch out into the foreign markets, and the result would be more buying of hardwood lumber.

On January 6 Miss Emma M. Kipp, sister of B. A. Kipp, head of B. A. Kipp & Co., journeyed to San Antonio, Tex., in search of relief from consumption. On Saturday, March 12, a dispatch was received by her relatives apprising them of her death at 5:30 a. m. The body was brought to Cincinnati and the funeral services were held at 8:30 a. m. Wednesday, March 16, from St. Augustine's Catholic church, with which she had been a life-long communicant. Miss Kipp made friends with all with whom she came in contact. She was well known to the lumber trade of Cincinnati through employment and in connection with her brother. She was in charge of the lumber pavilion in the last Cincinnati Fall Festival, and to her untiring efforts the success of the display of the Lumbermen's Club of Cincinnati was due.

Sales Manager W. A. Dolph of the J. M. Card Lumber Company of Chattanooga, Tenn., was in the city last week looking over the market conditions and visiting correspondents.

Fred Conn of the Bayou Land & Lumber Company spent a few days in Cincinnati last week. He was accompanied by G. P. Heddon of Heddon & Clark of New York City, who remained over a few days before departing for the East. Fred Conn had been in Natchez, Miss., and that vicinity for four months, and on his way up stopped over in Memphis, Tenn. He said he expected to return to the South by the week's end, but business conditions have caused him to remain over, and he is still here. He is a firm believer in the future of red gum, and is actively engaged in demonstrating his confidence in red gum by making it a study and exploiting its many admirable qualities. His father, Sam Conn, is now at Natchez, Miss., where he is busy looking after the timber interests of the Bayou Land & Lumber Company. They are operating a mill plant at Itabena, Miss., where they manufacture gum, cypress and oak.

The project to erect a new Central Union station in Cincinnati has taken definite shape. The promoter, Mr. Bleckman of New York, has worked out a plan which is acceptable to all the railroads entering the city. The new station, which will accommodate all the suburban traction lines entering the city, as well as all the steam railroads, will be located on the south side of Third street, from Main to Central avenue. It will be built of concrete and have large office quarters. The depot company will be financed by eastern capitalists, and the cost of the station and the necessary approaches is estimated at \$25,000,000. Archibald S. White, at the head of the financing company, says the money will be ready just as soon as definite working plans are completed. Options on the property necessary have already been secured.

Great excitement is being aroused over the

coming election of officers of the Lumbermen's Club of Cincinnati. The constitution provides that the president shall appoint a committee of three to name the regular ticket, and that a like committee shall be nominated from the floor to arrange an independent ticket two months before the date of the annual election, which happens this year on the first Monday in May, these committees to report at least one month prior to the annual election. The committees have already named their candidates, and the campaign is now in full swing. The regular ticket is headed by G. C. Ault for president; Dwight Hinckley, first vice-president; W. E. Talbert, second vice-president; treasurer, George Morgan; secretary, Joseph Bolser. Independent ticket—President, W. E. DeLaney; first vice-president, James Buckley; second vice-president, Ferd Brenner; treasurer, Charles F. Shiels; secretary, Joseph Bolser. There are seven weeks in which to do campaign work and every moment will be utilized in buttonholing the poor, innocent voters. It is a positive fact that the only one named that is certain of election is Joseph Bolser, the handsome and smiling chairman of the Entertainment Committee. It will be hard to find a successor to Joe as chairman of the Entertainment Committee, of which he is the acknowledged premier.

### TOLEDO

The Acme Lumber Company of Toledo has gone into the hands of a receiver. Robert C. Bowlus was appointed by the court upon his own application to take charge of the business. He alleges that the concern has debts of about \$40,000 and that in addition to its property in east Toledo, it has holdings in Clayton, Mich., and in Pike county; that its bank account is overdrawn, its employees have been discharged and that it has reached the limit of its credit. The charge is also made that there has been no meeting of the stockholders and directors since its incorporation in 1906. The receiver has taken charge and entered upon the task of closing out the affairs of the concern. Bond of \$5,000 was furnished by the receiver.

The Toledo Bending Company reports a fair volume of business. The concern manufactures wood stock for carriage and wagon works. The growth of the automobile business has cut into its trade somewhat, but repair work has to some extent overcome the handicap in other lines.

Considerable interest has attached to the recent action of the city of Toledo in its effort to extend Avondale avenue. After legislation had been passed for the condemnation of the necessary property it was discovered that the sixty-foot street provided for takes in six feet of the sawmill and hardwood lumber yard operated by DeWitt C. Courtney and that the city would be compelled to buy the entire plant at a cost of about \$12,000. The street will be reduced to fifty feet wide, and it is thought that the change in width will prevent further difficulty.

Frank Spangler has returned from a five weeks' business and pleasure trip to southern points, including Memphis, where his concern has extensive lumber interests. He said: "Speaking generally there has never been a time when business prospects were better than now. We are at present paying special attention to cypress and bay poplar. There is a heavy substitution of bay poplar in place of yellow pine. It is selling from \$5 to \$10 a thousand cheaper than yellow pine and has proven satisfactory material. Cypress is in splendid demand not only for building purposes but from greenhouse concerns and tank and cistern manufacturers. We are also finding a nice trade in oak, gum and other hardwoods."

The Nugent Furniture Company has been incorporated at Toledo with a capital stock of \$10,000 by Michael E. Nugent, William C.

Gruber, Edmund R. Nugent and Rose V. Hill. It will take over the furniture business of Draper & Nugent, Clarence A. Draper retiring from the business. At the same time these people incorporated the Toledo Show Case Company, with a capital of \$5,000. The latter concern will engage in the manufacture of all kinds of show cases, taking over the plant on Lafayette street, which was started by the late L. S. Baumgardner about forty years ago.

W. S. Booth of the Booth Column Company returned recently from a business trip to eastern points, with an exceptionally nice line of orders. Business is reported splendid at the Booth plant, with the full force of thirty-two men busy, and the plant operating at capacity. Mr. Booth said: "The higher grades of lumber have advanced and are growing more scarce, but we have had no difficulty in securing supplies thus far. We have gradually been shifting from poplar to cypress, as we find that cypress runs to clear, while No. 1 poplar is quite coarse. We are at present installing a new automatic band saw sharpener."

Thomas C. Rowland, president of the Mitchell & Rowland Lumber Company, recently died at his home in Toledo. He was a pioneer in the lumber business, having been engaged in this line in this city since 1867. The body was taken to Cincinnati for interment in Spring Grove cemetery. He was one of the most prominent men in the commercial life of the city. He is survived by his wife, one son and a daughter.

Manager Roberts of the Big Four Hardwood Company reports a splendid demand for hardwood materials. His firm has found a pressing call for high-grade poplar, a live demand for plain oak and a healthy movement of nearly all kinds of hardwoods. Furniture manufacturers and planing mills have proven especially good customers.

### INDIANAPOLIS

C. D. M. Houghton and E. H. Greer of the Greer-Houghton Lumber Company have returned from a trip through Arkansas, Louisiana and Florida.

Ransom Griffin of the Central Coal & Coke Company, and W. F. Johnson of the Capitol Lumber Company, were in Alabama recently.

The Indianapolis Commercial Club has named C. C. Foster of the Foster Lumber Company and A. A. Wilkinson of the Greer-Wilkinson Lumber Company as members of its elevated track commission.

The warehouse of J. N. Halstead and planing mill of C. W. Reed were burned at Brazil on March 7, the loss being \$12,800, which was partially covered by insurance.

More than one hundred manufacturing, wholesale and jobbing concerns are interested in the Indianapolis Trade Association which has just been organized for the purpose of extending trade and obtaining better freight rates and shipping facilities. Among the charter members are the Adams-Carr Company, Burnet-Lewis Lumber Company, Maas-Neimeyer Lumber Company and E. C. Atkins & Co.

### EVANSVILLE

On the morning of March 12 the large double band mill of Maley & Wertz in this city was destroyed by fire, the origin of which is attributed to a hot box near one of the large saws. The mill was a total loss and is estimated at \$30,000, with about \$16,000 insurance. It is not definitely known whether the plant will be rebuilt. The company has other mills in this state, one at Vincennes and one at Grammer, Ind., where it is taking care of its stock of logs. Maley & Wertz have been operating the plant here for about nine years, having purchased it of Thompson & Bonnell.

Bedna Young of Young & Cutsinger returned the latter part of last week from a trip to the South.

Among recent visitors to this market were Otto Hill of S. P. Coppock & Co., Fort Wayne; George M. Hoban, with George J. Kennedy, No. 1 Madison avenue, New York; George I. Hull of the Webster Lumber Company, Swanton, Vt.; Mr. Palmer of the Palmer-Hunter Lumber Company, Boston, Mass.; Mr. Dewitt of the Dewitt Lumber Company, New York; Mr. Boswell of the Domestic Lumber Company, Columbus, O., and Mr. Fletcher of the East St. Louis Walnut Company, East St. Louis, Ill.

The manufacturing plant of the Hickman-Ebbert Company, defunct wagon manufacturers of Owensboro, Ky., was recently sold at public auction by O. H. Haynes. J. W. McCulloch, president of the Green River Distilling Company, bought the property for \$174,000. The company was capitalized at \$300,000. Mr. McCulloch gave out no information as to what his plans were, but it is probable that the plant will be resold to capitalists.

James Rush, formerly of Evansville, was here last week attending to some business matters. From here he went to Memphis, where he will go into business with Messrs. Moffett and Bowman of the Moffett-Bowman Lumber Company of Madison, Ind. This concern is now removing its mill to Memphis.

Prospects are bright for the location in this city of the Pullman Automobile Company of York, Pa., and the Vulcan Steam Shovel Company of Toledo, O. A large tract of land has been platted into lots and sold, the proceeds of which are used to bring factories here. It is certain that one and probably both of these factories will be located here, as the lots are nearly all sold and the money necessary to bring them here raised.

## MEMPHIS

J. W. Thompson of the J. W. Thompson Lumber Company has purchased the interest of George M. Brasfield in the Brasfield-Thompson Lumber Company. Mr. Thompson was vice-president and Mr. Brasfield president of the company. Plans are now under way for the dissolution of the old corporation and for the absorption of its stock by the J. W. Thompson Lumber Company. By this transaction the Thompson company comes into possession of a big band mill at Biscoe, Ark., and also of a large body of timber. It is probable that there is more gum than anything else on this land, but there is also a great deal of oak. Some improvements are being made at the mill and Mr. Thompson is authority for the statement that it will be placed in operation within the next fortnight. As previously stated, E. M. Shulte, who was manager of the operations of the J. W. Thompson Lumber Company at Berclair, Miss., prior to the recent sale of that plant, will be in charge at Biscoe.

The East End Hardwood Lumber Company, which some months ago purchased the mill of the Tyronza Milling Company, Tyronza, Ark., with a view to removing it to Memphis, has completed its arrangements here and the plant is now in operation. It began only this week and has a capacity of about 30,000 feet. The mill is a band one and a specialty will be made of high-grade stock. Operations began with a good supply of timber on hand. J. R. Bailey, N. A. Hurst and R. N. Bailey are the principal stockholders.

J. E. Munal & Son, South Memphis, have begun operations at their mill, which has a capacity of 25,000 feet. The plant was built by Munal & Son, but will cut for May Brothers.

Another plant which began operations recently is that of Gibson & Whittaker in South Memphis. It will cut about 30,000 to 40,000 feet of lumber per day. This firm has heretofore operated only

a resaw, but decided last fall to put in a hardwood mill, and has been busily engaged thereon for some time. Mr. Whittaker was formerly associated with the Bennett Hardwood Lumber Company and Mr. Gibson is well known to a large portion of the trade through his affiliation with the inspection bureau of the National Hardwood Lumber Association.

The Nickey Brothers Hardwood Lumber Company is making rapid progress on its plant in the northeastern part of the city. The necessary buildings have already been erected and the machinery will be installed as rapidly as possible. This will be one of the largest of the new mills in Memphis.

The Bennett Hardwood Lumber Company has resumed operations recently after an extended shutdown. The company, which has its mill in North Memphis, is well supplied with timber and proposes to operate steadily.

W. R. Barksdale of the Barksdale-Kellogg Lumber Company has placed his mill at Galen, Miss., in operation. He has between 300,000 and 400,000 feet of lumber to cut at that point, and, when this is sawn, he will remove the mill to another point. The other two mills of the firm at Cyclone and Inverness are in operation and are running on full time. Mr. Barksdale states that the demand for lumber is splendid, that he has less dry stock than he has had for a long while.

Announcement is made here that the National Box Manufacturers' Association will hold its midwinter convention in Memphis in 1911. Charles R. Brower, who recently attended the annual convention of this body, succeeded in landing the convention for Memphis. Mr. Brower went as the delegate from the Business Men's Club of Memphis. It is expected that at least 1,500 delegates will be present and much importance attaches to the fact that efforts will be made, while the convention is in session here, to have the organization adopt Memphis as its permanent headquarters. There are several prominent members of the association here and Memphis takes exceptionally high rank as a maker of boxes and box shooks out of cottonwood and gum, which abound in this section. Several of the large firms here which have headquarters in this city also operate box factories at points in the Memphis territory.

The Mississippi river has passed the danger line of thirty-three feet and it is officially forecasted that it will reach a stage of thirty-five feet. The levees, however, have been built with a view to withstanding a stage of forty feet, and lumber interests and others who have holdings on either side of the levees are giving themselves no uneasiness over the situation.

The Garland Land & Timber Company, Hot Springs, Ark., has filed an amendment to its charter whereby its capital stock is increased from \$50,000 to \$100,000. C. N. Rix is president of the company.

Plans are under way for the construction of a plant here for the manufacture of doors of all kinds. W. C. Wing of Wisconsin and H. B. Aden of Memphis are among the promoters. The firm owns a considerable amount of timber land in Mississippi, and Memphis has been selected because of its convenient location with respect to these holdings.

The building for the big box factory at Hope, Ark., has been completed and the greater part of the machinery placed. It is expected that the plant will be ready for operation by April 1.

Plans are under way for the extension of the Louisiana & Pine Bluff railroad to a connection with the Rock Island System at Champagnolle. The extension will be twenty-two miles in length and will run from Huttig via Dollar Junction to the point indicated. The road has already been graded for a distance of five miles north of Dollar Junction. A large amount of virgin timber is located in Union county and the building of the road will furnish facilities for its development. The Wisconsin Lumber Company of

Chicago is at present building a big band mill at Huttig, one of the terminals of the road, with a capacity of 50,000 feet per day. This will be in readiness for operation some time this summer.

The Perkins Land & Lumber Company has filed a copy of its certificate of incorporation with the Arkansas authorities as a preliminary step to the building of a mill near Helena, Ark., for the development of its timber land holdings in that state. The company is incorporated under the laws of Tennessee with a capital stock of \$25,000 and has its headquarters at Memphis. It is closely identified with the hardwood firm of George C. Brown & Co., L. E. Brown being president of both.

Several prominent capitalists of Memphis, together with business men of Mississippi, as well as Paris and London, have made application for a charter for the Memphis, Pensacola & Gulf Railroad Company, for the purpose of building a railroad from a point on the Illinois Central railroad, south of Memphis, through Meridian and Plumb Point to Pensacola, a distance of 385 miles. Among the incorporators are: J. M. Dockery of Dockery & Donelson; Will Dockery of Dockery, Miss.; George Neuhardt of the Chickasaw Bank & Trust Company; H. T. Bruce, Dr. B. G. Henning, M. J. Roach, J. H. Scaife, D. S. Rice and S. Walter Jones. The promoters say that a route has already been mapped out and that financial arrangements have practically been completed. One of the incorporators states that grading ought to begin with the next three or four months, and it is further stated that extensive terminals will be built at Pensacola. The same authority denies that there is any other system back of the new road. There have been a number of charters issued covering practically the same route, but nothing has ever been done by any of the incorporators, the charters expiring because of inactivity on the part of those who proposed to build the authorized road. Lumbermen would not be averse to seeing a new line of railway to tide water at Pensacola, but they will wait some time before commending themselves as to the present outlook.

W. H. Russe of Russe & Burgess, Inc., has just returned from Naples, Tex., where he went on business for his firm.

F. P. Southgate, chief inspector of the National Hardwood Lumber Association, spent some days in Memphis recently.

E. Dalton has purchased the plant of the Pocahontas Bending Company, near Pocahontas, Ark., for \$24,000. In addition to the plant, a considerable body of timber land was involved in the purchase.

## NASHVILLE

The Tennessee Hardwood Lumber Company has been incorporated with \$50,000 capital by T. B. Johnson, George W. Killebrew, Johnson Bransford, A. H. Robinson and Robert Lusk to operate in this city. All these men are well-known local capitalists.

A new firm in Nashville that is going after business hard, and getting it, is the Nashville Floor-Laying Company, the officers of which are: Richard T. Wilson, president; L. J. Verchota, secretary, and R. E. Bigger, general manager. The company has offices in the Arcade and is doing floor laying in and out of the city and in addition is retailing all kinds of finishing material. Richard T. Wilson, the president, is a son-in-law of the late John B. Ransom, the Nashville lumber king.

The sawmill of W. A. Sharp & Son of Lewisburg, Tenn., has been destroyed by fire. Loss, \$950; no insurance.

Charles Williamson Sr., a prominent farmer living near Culleoka, in Maury county, recently sold sixty-five giant poplar trees for \$70 each, standing.

Hamilton Love of the well-known firm of Love, Boyd & Co. has just completed a new

hardwood code, containing less than a thousand words and in pocket edition. All superfluous matter and cumbersome tables have been cut out. The principle of the code consists in adding suffixes to words to denote different grades of lumber.

### BRISTOL

Lee McChesney will leave this week for Elk Valley, near Knoxville, where he will begin the work of installing a band mill. Mr. McChesney stated this week to the *HARDWOOD RECORD* correspondent, that he had a seven or eight years' out of the timber at Elk Valley and would get his mill started just as quick as possible.

The Peter-McCain Lumber Company reports a steady increase in business, with a good outlook for trade the remainder of the year.

J. W. Henniger was here last week making arrangements to install mills to develop the timber tract in Carter county, Tenn., which he recently purchased at a cost of \$40,000 from C. C. English of this city. He will begin manufacturing the timber at once.

As a result of the interest in good roads taken by Lee McChesney, a Bristol delegate to the last general assembly of Virginia, just adjourned, Washington county will at once spend \$200,000 for grading and macadamizing principal road arteries.

The mortgage deed of the Whiting Manufacturing Company to the Knickerbocker Trust Company of New York, conveying in trust a large amount of timber land to secure a \$2,000,000 loan negotiated in London recently by Frank R. Whiting, is being recorded in this section. The company will materially extend its operations with the new capital. It already has two band mills and several other large operations.

The Came-Wyman Lumber Company is installing a new engine and making other improvements at its band mill in this city and will resume operations in about two weeks. It has a good log supply. The large woodworking plant of the Bristol Door & Lumber Company, which has been operated in conjunction with the band mill, is running again after a shutdown of only two weeks. H. P. Wyman of the company, accompanied by his wife, has gone on a six weeks' tour of the West, during which time he will visit Chicago, Los Angeles and Denver.

W. H. Bolling, a well-known manufacturer of Galax, Va., was a recent visitor in Bristol.

J. A. Wilkinson is back from Roanoke, where he attended the meeting of the American Wagon Oak Plank Association of which he is vice-president and one of the leading spirits. He says that with certain modifications, the association will accept the inspection rules recommended by the Timber Trades Association of Liverpool. H. M. Hoskins of the H. M. Hoskins Lumber Company was also among the Bristol lumbermen who attended the meeting.

A recent prominent lumberman on the Bristol market was Morris J. Dukes of the R. A. & J. J. Williams Company of Philadelphia. He spent several days at his company's Bristol office.

The Bristol lumbermen report little change in hardwood trade conditions. More inquiries are reported and further than that the outlook is good and that the volume of business now being done is satisfactory, little is given out. Shipments are holding up well, while the railroads have about all of the traffic they can handle.

### LOUISVILLE

Members of the Louisville Hardwood Club are getting down to business in connection with the annual convention of the National Hardwood Lumber Association, which will be held here in June. Definite arrangements for the use of the Seelbach Hotel on that occasion have been completed, and the lumbermen will have full sway in the magnificent hostelry, the finest in the

South. The entertainment features will be arranged with reference to the business sessions, and while Kentucky hospitality will be in evidence, it will not interfere with the regular sessions of the convention. From word received by the local club from lumbermen all over the country the convention here will be one of the largest ever held by a lumber association.

Business was reported by the W. P. Brown & Sons Lumber Company to be very good, the demand having developed in all lines, and all grades moving freely. A lot of stock is being received from the mills, which are now running, the hard winter having delayed the beginning of operations beyond the usual period. The new yard of the company has not been used as yet on account of the fact that a big sewer is being built through it. The company's new mill located at Madisonville has been put in operation and is cutting a big run of oak and poplar. It is in a fine timber country and will add considerably to the company's output of lumber.

H. A. McCowen of the Ohio River Saw Mill Company was in town last week. He made one of his periodical visits from North Vernon, Ind. R. F. Smith, local manager of the company, said that cars are now much easier to get than formerly, a decided shortage having been visible last month. Business with the company is good.

M. di Benedetto, manager of the British Honduras and Yucatan branch of the C. C. Meagel & Brother Company, left last Sunday for Belize, after a stay of two weeks in Louisville, during which he conferred relative to mahogany operations for the Mengel company. M. di Benedetto said that the company is now cutting 4,000,000 feet a year in Mexico, and yet seems to have only scratched the surface of the supply. It is operating twenty-one miles of railroad there. All of the equipment for this is up to date, including two Shea locomotives, one twenty-ton Hoister and a big American loader. The logs are hauled from the camps to the railroad by cattle and then handled by machinery and rail to the coast. A good deal of satisfactory labor has been secured for the lumber operations from the Bahama Islands. In regard to labor conditions, M. di Benedetto said it is expected that the British Honduras government will shortly put into effect a new labor law, making conditions more favorable for the employer. M. di Benedetto has been in the mahogany business for fourteen years and is an expert on conditions in Central America.

D. C. Harris, traffic manager for the Mengel company, has returned from a business trip. Clarence R. Mengel, president, has invested in a handsome new Maxwell, a red beauty, which he is driving with a good deal of pleasure. The Venus, loaded with 900,000 feet of African mahogany, is due at Pensacola this week. She hauls from Axim, and the cargo is expected to be unusually fine.

A. E. Norman of the Norman Lumber Company is pretty busy these days getting out orders. He is also planning for the removal of his yards to his new Magnolia street site, but said that this will not be done until a railroad switch has been run into the yard. The demand is good with his company.

Claude Sears of the Edward L. Davis Lumber Company is in the East developing some good business. The Rockbridge mill of the company, near Glasgow, Ky., is now in operation, bad weather having prevented it from being started earlier. It will be run right along now, because it is felt that the demand will be good. Orders for all items on the stock list are coming in in large volume now.

The Hardwood Club was much interested in the Traffic and Transportation Club, which recently elected officers, naming J. B. Ford of the Southern railway president. Mr. Ford said in his annual address that the object of the organization was to secure co-operation between roads and shippers and to promote a feeling of friendliness which would enable them to meet

on a common basis and work out problems of mutual concern. John H. Marble, special attorney of the Interstate Commerce Commission, spoke before the club last week, and in his address said that reasonable rates are beneficial not only to the shipper but also to the railroads, since they encourage and develop traffic. On the other hand, he added, rates which are too low cause the service to depreciate and thus hurt the shipping interests.

The Hardwood Club, which first proposed the average demurrage system, is well pleased at the action of the Kentucky State Railroad Commission, which has put the system into effect. The Pennsylvania road adopted it March 1, and it will become effective with reference to the others April 1. As the regulations were approved by the National Association of Railroad Commissioners, the average rules will practically be universal in operation. The credit system is provided, whereby time saved in unloading or loading a car is credited on cars which require a greater time than the maximum of forty-eight hours. The Transportation Committee of the club proposed this system to the association several months ago prior to its annual convention in Washington.

Agreement has been reached by the creditors of the Kentucky River Poplar Company, which has been in the hands of G. A. Roy, receiver appointed by the federal court, whereby they will accept fifty cents on the dollar in settlement of their claims. It is expected that this will be approved by the federal court, and meanwhile Receiver Roy will continue to operate the company. It has mills at Irvine and Valley View. Its liabilities amount to \$118,000.

J. W. McCulloch purchased the plant of the Hlickman-Ebbert Wagon Company at Owensboro for \$174,000 at a public sale decided on by the stockholders. His was the only bid received. The company was capitalized for \$300,000.

The Transportation Committee of the Board of Trade has taken a stand against the proposed Commission Court to relieve the Interstate Commerce Commission of the labor involved in enforcing its orders. The committee believes that only the railroads would be aided by such a court.

The receiver of the Southern Mutual Investment & American Reserve Bond Company of Lexington, has sold 40,000 acres of timber lands in Missouri, represented by securities of the Austin Land & Lumber Company, to the Federal Trust Company of St. Louis for \$65,000.

W. R. Thomas, president and manager of the Ford Lumber & Manufacturing Company of Winchester, died recently at the age of fifty-one years. The company is associated with the Louisville Point Lumber Company.

Charles D. Edwards, a well known lumberman of Elkton, Ky., died recently after a short illness. He was thirty years old.

A rather odd lumber case has been disposed of in the circuit court. R. M. Cunningham bought a lumber order from the Marbury-Lukker Company of Marbury, Miss. The order was filled by the company on a different basis than that expected, and more lumber than ordered came in. Mr. Cunningham turned over the surplus to the Bullock Lumber Company as balce. Some of it became lost in some way and the Marbury company sued to recover. The court approved the suit and ordered the Bullock company to make good. The amount involved was \$1,000.

It is believed, from advices received from Washington, that an increase in the appropriation for the benefit of work on the Kentucky river will be made so that the total available will be \$206,000. Efforts are also being made to provide for the construction of dam No. 40 on the Ohio river at Madison, which would help the Kentucky river navigation.

Work is being rapidly pushed on the Wasoto & Black Mountain railroad in the Cumberland mountains, which will be seventy miles long and

will be operated by the Louisville & Nashville. Construction forces aggregating 1,000 men are at work. The construction of the road has resulted in timber lands in that region advancing in value, increases announced being from \$2 to \$10 an acre. It is likely that the road will be completed by September 1. Announcement is made that the Chicago, Memphis & Gulf railroad will be extended from Tiptonville, Tenn., to Hickman, Ky., opening up considerable timber areas. The extension of the Kentucky Highlands railroad from Millville to Versailles by the Louisville & Nashville will give an outlet for the Louisville & Atlantic, and will enable lumber from eastern Kentucky to be through routed to this market.

### ASHLAND

The W. H. Dawkins Lumber Company received a fairly good run of timber on the last tide. In an interview with Mr. Dawkins, he states that his company has secured a tract of timber on Beaver Creek in Big Sandy, and has begun operations on same. It is considered one of the finest boundaries of timber in this section, many of the trees measuring seven feet in diameter at the base. There is a great deal more difficulty encountered in getting out timber now than in former years, for the most desirable growth is now so far removed from the main waterways that in a great many cases logs must be hauled long distances over the mountains, a tramroad having to be built, and a stationary engine maintained on the mountain with which to haul to the creek, where splash dams are constructed to splash the logs out into the main creek, an expensive method but modern logging. This company reports business satisfactory.

Vansant, Kitchen & Co.'s mill is in operation with enough timber for a good run. They report an active demand for high-grade stock. D. J. Taft of this concern has returned from an extended stay in Florida.

The Wright-Saulsberry Company says business is satisfactory. Prices are good, with a big demand for car stock and railroad timbers. The company's boat from Parkersburg dropped into its harbor a few days ago a fine lot of logs. Mr. Wright says some of the poplar is the best the company has had for years. The mill is now running on a twelve-hour run, with prospects for a steady run throughout the year. Charles J. Kitchen recently spent several days at Parkersburg, W. Va., looking after timber.

T. N. Fannin of the Keys-Fannin Company is home from a trip to his interests at Herndon, W. Va. Mr. Fannin is well pleased with the business outlook.

Charles Getz of the Eastern Kentucky Lumber Company at Anglin, Ky., was a recent Ashland visitor. Mr. Getz says his concern has no cause for complaint, its mill is in operation, a good prospect for a tide in the Little Sandy, and inquiries and orders plentiful.

The Standard Planing Mill Company reports business satisfactory. The great increase in buildings in Ashland this spring has materially affected this company's business, and the spring and summer months promise to be very good.

The Herrmann Lumber Company reports its line of dimension stock and railroad ties moving out well, and is satisfied with the situation.

H. O. Hughart of Grand Rapids, Mich., was a business visitor in Ashland recently.

F. O. Clapp of Boston, the oldest buyer of hardwood stocks, was in the city last week. Mr. Clapp reports hardwoods stronger than he has found them for years.

The J. W. Kitchen Lumber Company reports inquiries especially good in sap and No. 1 common, with prices satisfactory. J. W. Kitchen is at present on a trip through Ohio in the interest of his firm.

Just at present the prospect for building in Ashland is encouraging. Plans are under way

for a large fireproof hotel, several business houses, etc., which indicate the spring and summer months will be busy ones.

The last two weeks were very pleasing ones to our millmen, as they were favored with the best run of logs received out of Big Sandy this year and some very large poplar.

The Dimension Lumber Company has closed down after a few weeks' sawing, having sawed out its present supply of timber.

W. A. Cool of Cleveland, Ohio, was a recent caller on our millmen. Mr. Cool is very optimistic over present conditions and future prospects. His company is handling a large amount of fine poplar this year.

William Eckman of the Licking River Lumber Company returned to the mills at Farmers, Ky., this week after a two weeks' struggle with la grippe. Mr. Eckman reports business very good and the mill running steadily, having on hand at least six months' supply of logs.

J. H. Kester of the Southern Hardwood Company reports the receipt of a great number of inquiries and a number of very desirable orders at good prices.

B. F. Searcy of the Whisler & Searcy Company, Ironton, Ohio, was a business caller in our city en route to Huntington, W. Va. Mr. Searcy says business is good and its mills at Farmers, Ky., and Ironton, Ohio, are both in operation. The timber supply at its mills is not as large as usual, but the company has a good supply at its Farmers mills. Mr. Searcy recently left for Parkersburg, W. Va., to look after some of the timber which came out on the recent tide.

The Ironton Lumber Company, Ironton, Ohio, is operating steadily now, sawing mostly oak. Good reports come from the office. Prices hold firm.

The Yellow Poplar Lumber Company, Coalgrove, O., reports business fine in all its departments. Its domestic trade is very satisfactory. The export trade also looks encouraging. The company received a lot of logs on the last tide, due to its fine splash dam above the Breaks of the Big Sandy.

### ST. LOUIS

The Western Planing Mill and a large stock of lumber and finished products were recently destroyed by fire, incurring a loss of about \$30,000.

The Caia-Hurley Lumber Company was incorporated a few days ago with a capital stock, fully paid, of \$25,000. The incorporators are L. M. Cain of this city, who owns 149 shares; John T. Hurley of Webster Groves, Mo., a St. Louis suburb, 100 shares, and Eugene C. Slevin of Ferguson, Mo., another suburb, one share. The company will manufacture and deal in lumber.

Incidental to the above notice of incorporation may be mentioned the fact that on March 17 Mr. Cain was married to Miss Mary Grace Young of this city. Immediately after the ceremony the bridal pair took the noon train for the East, where they will spend their honeymoon.

The Brewer-Laidley Lumber Company has dissolved and has been succeeded by the R. A. Laidley Lumber Company. The new company is occupying the offices of the former company in the Fullerton building. It makes a specialty of railroad timber, handling oak ties, piling and car material. It owns two tie camps and two more will be added in the near future.

August H. Schnelle, president of the Schnelle & Querl Lumber Company, and one of the oldest lumbermen in the city, being seventy years old, was found dead at 9:30 on Saturday evening, March 12, in a downtown lodging house. It is supposed that he had a sudden attack of illness, probably heart trouble, and sought the first shelter he could find. Mr. Schnelle was born in Dayton, Ohio, in 1839, and came to

St. Louis when quite young. He leaves a wife, son and two daughters. His son, August H. Schnelle Jr., is secretary of the Beckers-Schnelle Lumber Company. Mr. Schnelle was active in lumber trade meetings and local associations and on Tuesday evening previous to his death attended the meeting of the Lumbermen's Club at the Jefferson.

A fine business is reported by the Boeckeler Lumber Company. This has been especially so since the weather has become more pleasant. The company has a very large local trade.

Two large pieces of real estate were recently purchased by C. F. Liebke, president of the C. F. Liebke Hardwood Lumber Company, making him the owner of a large tract of land in the northern section of the city, on part of which his lumber yard is situated, and the tract comprises some of the most valuable switching property in the city.

E. L. Page, the manager of the Alf. Bennett Lumber Company's hardwood department, reports a splendid trade in the upper grades with a good demand for lower. Mr. Page showed orders for seventy-two cars of hardwood booked on one day last week as evidence that business had started lively, and he says this is just a starter. He recently returned from the mills of the company at Turrell and Jonesboro, Ark., where he went to hasten out some urgent shipments. He reports conditions most satisfactory at those two producing points.

The Garetson-Greaseon Lumber Company reports quite an improvement in the hardwood trade during the past week or ten days.

George E. Cottrill, secretary of the American Hardwood Lumber Company, says there is a good demand for the better grades of hardwood lumber in all items on the list and good prices are being obtained. The lower grades are also in much better demand than they were a short time ago and prices are quite firm.

The Charles F. Luehrmann Hardwood Lumber Company is doing a steady business, a great deal better than during this period a year ago. It is having a particularly active demand for gum, one of its specialties.

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, says there is a good demand for upper grades on all items on the hardwood list and lower grades are also being called for very freely. Better prices are being obtained on both grades.

The Lothman Cypress Company is having a fine cypress trade and there has been quite a stiffening in prices in consequence. According to the reports that it has received from the South, the stocks there are less than normal. Those well informed on cypress conditions look for one of the best seasons in many years.

The monthly meeting of the Lumbermen's Club of St. Louis was held at the Jefferson Hotel, Tuesday evening, March 8. There was a large attendance. Dinner was served at 6:30 and the business meeting followed. The speaker of the evening was E. G. Lewis, mayor of University City and publisher of the Woman's Magazine. He spoke on "The Subway," a project he is planning to build and which will extend from University City, immediately west of the city of St. Louis, to the downtown district. His remarks were most enthusiastically received. He also extended an invitation to the club to visit University City and the plant of the Woman's Magazine.

### NEW ORLEANS

New Orleans' newest institution in the way of a commercial organization, the Lumbermen's Club, was formally organized at a meeting of local lumbermen March 18. George E. Watson, secretary of the Southern Cypress Manufacturers' Association, was elected to the presidency. The other officers are as follows: First vice-president, C. W. Robinson of the C. W.



Robert A. Lumber Company; second vice-president, W. B. Young of the Lucas E. Moore Stave Company; treasurer, W. E. Hoshall of Hoshall & McDonald Brothers; secretary, L. Palmer, secretary of the National Lumber Exporters' Association. The primary object of the organization is social intercourse, but it will also embody some business features.

Promoters of a large hardwood manufactory are reported to be negotiating for a site in St. Bernard parish, just below New Orleans, on which to build a large plant. The negotiations have been pending some time, but the identity of the men behind the project has not been disclosed. It is said the new company proposes to erect a \$250,000 plant.

In a sensational petition filed in the federal court here Lauritz and Carl G. Peterson, lumber importers of Hamburg, Germany, have asked for the appointment of a receiver for the Hinton-White Lumber Company, lumber exporters of New Orleans. Violations of contract by fraud and conspiracy are alleged. It is charged that the Hinton-White company, after having made certain contracts with the petitioners, conspired with the Yellow Pine Company of Louisiana and Carl H. Georg of New Orleans to defraud the complainants by conceiving and effecting a series of transactions which resulted in losses to the complainant amounting to \$22,559.75. The petition further alleges that the corporation is insolvent and that its affairs are being mismanaged to the detriment of its creditors. Hence the request for a receiver.

The Newport Stave Company of Eldorado, Ark., will build a large stave factory at Robeline, La.

The Logan Lumber Company is completing at Mansfield, La., a 60,000-foot daily capacity mill to cut pine and hardwood timber.

## MILWAUKEE

There are rumors afloat in Milwaukee that Fred Herrick, well-known lumberman of this city, is one of the incorporators of the Milwaukee Lumber Company, a new concern which is being organized in the state of Idaho. It is said that the new company will erect a new steel mill.

W. E. Allen, president of the W. E. Allen Company, wholesale lumbermen of Milwaukee, has returned from a business trip in the northern Wisconsin lumber country.

Patrick Flannigan, president of the Sagola Lumber Company of Sagola, Mich., called upon the Milwaukee trade recently.

T. J. Hughes, vice-president of the Cooper-Hughes Land & Lumber Company of Milwaukee and Great Falls, Mont., has left Milwaukee for a few months' stay at Great Falls. W. E. Cooper, Milwaukee wholesale lumberman, is president of the company.

G. M. Maxson, president of the Maxson Lumber Company, Milwaukee wholesalers, has returned from a business trip in northern Wisconsin.

Plans have been completed by the recently organized North Milwaukee Table Company for the erection of a new two-story factory building. It will be of mill construction and will permit of the employment of fifty people. It will cost \$5,000.

The James L. Gates Land Company of Milwaukee, of which James L. Gates, millionaire lumberman, is president, has won out in the suit brought against it by Richard L. Henschel. The suit, brought in the lower courts and taken to the circuit court, was an action to recover \$17,017, the alleged commission due on arranging the sale of 26,180 acres of land in Price county, Wisconsin. The plaintiff, Henschel, had been awarded a verdict in the lower court for a little more than \$7,000.

The Fond du Lac Church Furnishing Company of Fond du Lac suffered a loss of about \$15,000 recently as the result of the burning of one of its dry kilns filled with stock. The entire plant

narrowly escaped destruction. The company has presented a check for \$100 to the firemen's pension fund of Fond du Lac as an appreciation of the services rendered at the fire.

The plant of the Green Bay Box & Lumber Company of Green Bay has been placed in operation after an idleness of several weeks.

Ebenreiter & Hildebrand of Sheboygan are erecting an addition that will double the size of their present plant. New equipment, including combination rip and cut-off saws, planers, shapers and boring machines, will be installed.

Experienced rivermen of Wisconsin are predicting that log driving will be hampered this spring by low water in the rivers. While the winter snows were heavy, there was no frost in the ground and little surface water resulted. There have been but few spring rains as yet.

The recent warm weather has raised havoc with logging in the Wisconsin lumber country and it is expected that operations will be brought to a close soon. The season has been especially favorable.

W. E. Hallenbeck, who recently disposed of his interests in the Bird & Wells Lumber Company of Wausaukee and resigned as woods and railroad superintendent of the company, has left for Portland, Ore., in the interests of the J. W. Wells Lumber Company of Menominee, Mich.

The new plant of the Sheboygan Fruit Box Company of Sheboygan has been placed in operation. The main building is 56x98 feet in dimensions and is three stories high. A new brick power house 40x50 feet has also been completed. The old factory building will be used as a warehouse.

The Kaukauna Land, Lumber & Supply Company of Kaukauna, which recently purchased 3,000 acres of timber land in Forest county, on which there is 25,000,000 feet of pine and hardwood, has commenced the erection of a nine-foot dam across the Peshtigo river to facilitate logging operations.

The Mosinee Land, Log & Timber Company of Mosinee is contemplating the erection of a new saw mill to replace its present plant at Flanner. It is expected that the new mill will be located at Mosinee and that it will cost in the neighborhood of \$45,000.

Statistics show that nearly 1,000,000 feet of logs were hauled by team to New London during the past winter. Of this amount the Hatten Lumber Company received 300,000 feet, while the chair factory took 70,000 feet.

The Berlin Machine Works of Beloit, manufacturers of woodworking machinery, has announced that it will erect a new shop this summer which will be 300x400 feet in dimensions and cost in the neighborhood of \$500,000. In addition, the company will erect a new three-story office building. All the new buildings will adjoin the company's present plant and will occupy a site recently purchased. When the new structures have been completed it will be possible to employ several hundred more people than at the present time. The main building will be of saw-tooth construction and will be strictly modern in regard to design and equipment.

The Badger State Lumber Company of Durand has filed an amendment to its articles of incorporation, changing its location to Menominee, Wis.

The H. & T. Suter Lumber Company has completed its logging operations at Plum City. More than 1,000,000 feet of hardwood was cut.

Nearly all the sawmills at Wausau, Edgar and surrounding towns have resumed operations and are now running on day and night shifts.

The Johnson Creek Lumber & Shingle Company of Knowlton has completed its logging season. It has purchased 1,500,000 feet of logs from the United States Leather Company.

Lumbermen of northern Wisconsin are organizing an association for the purpose of seeing that the taxes in their districts are properly apportioned and disbursed. At a recent meeting held at Park Falls steps in the organization were

perfected and plans outlined. The Foster-Latimer Lumber Company, the Atwood Lumber Company, the Roddis Lumber & Veneer Company, the Mellen Lumber Company and the Osborne interests were represented. Headquarters will be opened at some central point and two or three salaried men will be hired to look after the interests of the association.

Skies will be manufactured on a large scale at Ashland by Askel Holter. Orders for more than 7,000 pair have already been secured by Mr. Holter.

A trainload of more than 4,000 refrigerators were shipped to Fort Worth, Tex., by the Gurney Refrigerator Company of Fond du Lac. It is claimed that this was the largest trainload of refrigerators ever shipped in the United States.

The Sawyer-Goodman Lumber Company, the Republic Lumber Company and the Crawford Lumber Company of Marinette were heavy losers in the fire which recently destroyed the Ann Arbor car ferry No. 1 at Manistowoc. It is reported that the loss will fall upon the Ann Arbor company.

## MINNEAPOLIS

Logging and hauling came to a sudden stop in Minnesota and Wisconsin last week. The thaw was earlier than a good many would have liked to see, and some logs will be left in the woods. It also put a stop to some cutting that would have been done if roads had promised to stay. Warmer weather began about the first of the month and made trouble, but the loggers all expected a turn to come, and were not prepared for the steady rise in the mercury which put them so completely out of business on the ice roads.

Twin City wholesalers who have been prospecting in Wisconsin for stocks say that the cut of the past season has been very fair, as logging conditions were ideal from early in the winter up to March 1. The present high prices on all better grades of northern hardwood have a tendency to make the mills hold out for fancy figures this year on contracts, and the work of closing for wholesale supplies has been rather slow, with many hitches.

The Minnesota Conservation & Agricultural Development Congress, which recently held a four-day meeting in St. Paul, adopted resolutions which include a demand for change in the state law, so that homeseekers can buy state land with the timber, and cut their own logs to pay their way while clearing a farm. The congress, which included 3,000 delegates, also declared for a state good roads tax and a water supply commission. J. E. Rhodes addressed it on "Forest Conservation in Minnesota."

J. K. Stack, Jr., of Escanaba, Mich., manager of the hardwood department of the Escanaba Lumber Company, was here a few days ago on business with wholesale dealers in this market.

R. F. Krebs of the Krebs-Scheve Lumber Company, St. Louis, has been calling on the factory trade in the Twin Cities and making some sales from his firm's hardwood stocks.

F. M. Bartelme, local wholesaler of hardwood and hemlock lumber, is back from a trip among the Wisconsin hardwood mills, where he found logging being spoiled by the early thaw, but with general indications of a good spring cut of hardwood nevertheless, on account of prior conditions being so good.

C. F. Osborne of Osborne & Clark, Minneapolis, has been hampered of late by jury service, which has taken him away from business at a bad time.

Webster & Whipple, wholesale dealers here who have specialized in factory lumber, have added a hardwood department. It is in charge of W. H. Kemper, Jr., who was formerly with the Mason-Donaldson Lumber Company of Rhineland, Wis. They will have a line of northern



hardwoods to begin with, and later expect to handle some southern stocks.

### SAGINAW VALLEY

The hardwood lumber industry made a fairly good showing last year, taking into account the fact that conditions of the market during the first eight months of the year were not favorable. Reports from the following firms in the Saginaw Valley and eastern Michigan are as follows:

	Feet.
W. D. Young & Co., Bay City.....	22,659,549
Richardson Lumber Co., Bay City and Alpena (2 mills).....	7,550,000
Campbell-Brown Lumber Co., Bay City.....	4,327,000
Kneeland-Bigelow Co., Bay City....	9,256,057
Knapp & Scott, Bay City.....	2,509,000
Kneeland, Buell & Bigelow, Bay City	9,182,996
S. G. M. Gates Estate, Bay City....	1,834,000
Bliss & Van Auken, Saginaw.....	8,000,000
Michelson-Hanson Co., Lewiston....	10,369,000
Johannesburg Mfg. Co., Johannesburg	8,780,445
L. Jensen, Salling.....	2,000,000
Batchelor Timber Co., West Branch.	5,000,000
Estate L. Cornwell, Wolverine.....	1,844,000
T. E. Douglas & Co., Lovells.....	449,614
Embury-Martin Lumber Co., Cheboy- gan.....	3,000,000
M. D. Olds, Cheboygan.....	3,630,007
R. Hanson & Sons, Grayling.....	3,305,969
Robinson Lumber Co., South Branch.	2,000,000
Lobdell & Churchill Co., Onaway....	15,400,000
Island Mill Lumber Co., Alpena.....	4,200,000
Churchill Lumber Co., Alpena.....	4,000,000
S. F. Derry & Co., Millersburg.....	7,299,944
H. M. Loud's Sons Co., Au Sable....	5,922,740
Andrew Kent, Omer.....	500,000
Masters & Bowden, Ossineke.....	100,000
Macomber & Bale, Black River.....	500,000
John Beck, Alpena.....	545,300
D. Fleming, Rose City.....	45,000
N. Michelson Lumber Co., Michelson	300,000
Gardner, Peterman & Co., Onaway..	1,500,000
Downie & Son, Harrisville.....	50,000
Yuill & Son, Harrisville.....	25,000
J. Kantzler & Son, East Tawas.....	392,000
W. A. Bates, Lupton.....	25,000
J. F. Spens & Bro., Rogers.....	230,590
Nelson Lumber Co., Cheboygan.....	100,000
R. P. Holihan, Millersburg.....	600,000
Robert Wilkins, Turner.....	400,000
Wm. Colby, Hubbard Lake.....	150,000
Gustave Brilinski, Ossineke.....	400,000
Matt Jordan, Melvor.....	240,000
Harman Bros. & Johnson, Au Gres..	375,000
A. Wheeler, Au Gres.....	100,000
O. J. Peters, Emery Junction.....	100,000
Harriet Leslie & Sons, Wittemore..	218,000
Robinson Bros., Long Rapids.....	275,000
E. Truax, Long Rapids.....	202,000
H. E. Buchanan, Selina.....	1,000,000
W. Lewandowski, Posen.....	60,000
Robinson & Stevens, Posen.....	900,000
Michigan Cooperaage Co., Turner....	3,500,000
Davidson & McDonald, Black River..	250,000
F. G. Cowley, Oscoda.....	300,000
J. McCready, Twinning.....	60,000
D. McRae, Greenbush.....	15,000
W. Kennedy, Bolton.....	50,000
Gardner & Richards, East Tawas....	550,000
A. Silks, Hawks.....	30,000
Forest Lumber Co., Tower.....	2,150,000
Prescott-Miller Co., Rose City.....	4,000,000
Herman Hoeft & Son, Rogers City..	1,600,000
F. W. Gilchrist (Est.), Alpena.....	5,000,000
Salling-Hanson Co. (Est.), Grayling.	8,000,000
Stephens Lumber Co. (Est.), Waters..	5,500,000

Total.....182,708,881

The cut of the last three named firms is estimated, no official report having been received. The report of the cut covers the territory north of the Saginaw river to Cheboygan, inclusive, and taking in the Huron shore and Mackinaw division of the Michigan Central, and Detroit & Mackinaw Railway mills.

There are, it is estimated, about seventy-five small portable mills in this territory cutting 25,000 feet and upward from which no reports are at hand. The pine and hemlock output of these plants is not included in the foregoing figures.

The mill owned by George Redhead, near Alabaster, which has been sawing lumber for Gardner & Richards of East Tawas, was burned last week, involving a loss of \$1,500 with no insurance.

Ross & Wentworth of Bay City are bringing 4,000,000 feet of logs from Cheboygan county to Bay City by rail.

Frank Wood has finished putting in 1,500,000 feet of maple near Gaylord.

The hardwood lumber industry in the valley and eastern Michigan was never in more satisfactory condition than right now. Lumber manufacturers and dealers experience no difficulty in disposing of all the stock they can produce at top prices and many firms have sold stock to be cut. It is estimated that more than 100,000,000 feet in the lower peninsula has been sold for future delivery which is yet in the log.

Logging operations of all small operators are winding up. A number of large operators log the year through. North of Bay City in Otsego county there was hauling on sleds all last week, but the roads are becoming soft and the sleighing there will soon be gone.

### CADILLAC

D. H. Day, the big hardwood operator of Glen Haven, is having a large smoke stack built by the Cudney Boiler Works of Cadillac.

The same company is repairing logging locomotives for the Cummer-Diggins Company of Cadillac and the Mitchell Brothers Company of Jennings.

W. W. Mitchell and wife have started on an eastern trip. They will spend the Easter season at Atlantic City and visit their daughter at Washington, D. C., before returning home.

A. P. Irish of the Fuller & Rice Lumber & Manufacturing Company, Benjamin Wolf of Wolf Brothers Company, and Fred H. Emery, all of Grand Rapids, were among the lumbermen visiting this city this week.

W. S. Schoaf, superintendent of Estate of David Ward, Deward, was a recent Cadillac business visitor.

The Williams Brothers Company of this city and Manton has in stock more than fifty per cent of the last blocks that will be used by the shoe industry in America during 1911. The factory at Manton covers five acres and has a storage capacity of 1,500,000 blocks. The Cadillac plant covers seven acres and has a storage capacity of 2,000,000 blocks. This industry was started by George F. Williams in Manton more than twenty-five years ago, and has gradually grown to its present dimensions. None but the best maple and basswood are used in the manufacture of these blocks and extreme care is exercised in drying the stock. Only the rough blocks are turned out in Michigan, the finished forms being left to the manufacturers in the East. Quite a number of carloads of the rough product are exported in the course of a year.

Nessen City lumbermen have put in a larger quantity of logs this winter than usual. These logs go largely to the Buckley-Douglas Lumber Company at Manistee.

Two years ago the veneer plant at Reed City was partially destroyed by fire and has been closed ever since. There is every indication that the plant will be rebuilt. A new company has been organized with a capital of \$75,000, part of which has been subscribed.

The Pringle Inn at Mears, one of the old landmarks of lumbering days between Muskegon and Ludington, has been burned. At one time this was the only stopping place of the stage line between the two cities.

Congress has made an appropriation of \$20,000 for the improvement of Arcadia Harbor, Manistee County. The harbor at Arcadia has been in such condition that lake boats of any size could not enter.

Thursday of this week, March 24, Examiner McCormack, acting for the Interstate Commerce Commission, will hear at Cadillac the complaint of the manufacturers of lower Michigan against the transcontinental railroads for discriminating rates on hardwood lumber and flooring to Pacific Coast terminals. Wm. A. Percy of Memphis, Tenn., has been engaged as attorney for the manufacturers. Representatives of various railroads, the Michigan Railroad Commission, besides the interested manufacturers are expected to be present.

### DETROIT

The retail lumber dealers of Detroit, including all of the hardwood dealers, gave a banquet last Friday night at the Log Cabin Inn in honor of the wholesale dealers, and a most enjoyable evening resulted. Eighty-six lumbermen were present. Besides a fine feed, to which the lumbermen did justice, there was an enjoyable musical and literary program. The "joy committee" which arranged for the good things consisted of E. E. Hartwick, A. P. Terbes, F. J. Weber and W. A. C. Miller.

R. R. Clark of the Peninsula Bark & Lumber Company of Sault Ste. Marie, Mich., stopped off in Detroit last week en route to his home from the eastern markets. Mr. Clark said that he found the hardwood market much better in the West than in the East. He said the demand in the Middle West for northern hardwoods is exceptionally "nealthy."

W. W. Kelly of the Brownlee-Kelly Company has returned from his eastern vacation and is now in Cheboygan superintending the sawing of a large lot of hardwood lumber.

A startling illustration of the great boom in the automobile industry in Detroit occurred here last week. The Detroit Column Company, the largest manufacturers of wooden columns in the country and large consumers of hardwoods, decided to erect a new plant to accommodate its rapidly increasing business. A site was picked out and work started on a fine new brick building at the north end of the city. The walls had risen but a few feet above the ground when along came stockholders of the Warren Motor Car Company, who were looking for a plant and offered a tempting figure for the buildings under way, and secured an option on the same. The first of the week the motor car company took up the option and closed the deal and will now go ahead and complete the building. The Detroit Column Company will remain in its old plant, at Holden and the Michigan Central railroad, until a new site can be secured and new arrangements for building made. These auto companies are whirlwinds when they get down to business.

J. F. Deacon, wholesale dealer, 60 Buhi block, says that business has improved rapidly in the past couple of weeks.

The Dwight Lumber Company is extremely busy these days. Orders for its special brand of thin hardwood flooring are pouring in in great volume. "We are way behind on our orders for thin flooring," said Secretary John Lodge of the company, "and the factory is working hard to catch up. It is a pleasant sort of worry, however." The company has secured space at the Detroit Industrial Exposition this summer for an exhibit of its thin hardwood flooring.

"The spring boom is well under way and business is improving rapidly," is the report from E. W. Leech. "All indications are for big business this spring and summer."

Thomas Forman of the Thomas Forman Company was out of the city on a business trip the latter part of last week.

Marcus Schaff, the new state forester, just returned from a trip through northern Michigan and says that in his opinion the first thing for the state to take up is the matter of fire protection. "Preserve what timber we have now and never mind about planting more," is the way Mr. Schaff sums it up.

### GRAND RAPIDS

The Lumbermen's Club will hold its regular monthly business meeting Tuesday evening, March 29.

The Northland Lumber Company, in which members of the Wolf-Lockwood Lumber Company of this city are interested, with mills at

Green Bay, Wis., will begin cutting April 1. The company has been delayed somewhat by the railroads and now has a season's cut ahead of 15,000,000 feet, about 10,000,000 feet of which is hardwood and the rest hemlock.

Edward Lowe is home from southern California, where he has been spending the winter.

E. L. Ewing of this city, who represents furniture manufacturers and lumber dealers here as traffic manager, will go to New York March 27 to attend the meeting of the official classification committee of railroads. This committee has under consideration eighteen proposed changes in the furniture classifications, also changes in other lines that affect Grand Rapids.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

The conditions which prevailed in the lumber business before the panic are being rapidly approached in the local trade, although in a saner and more conservative way. With few exceptions, stocks are increasing steadily in demand, and prices are strengthening. Basswood might be said to be an exception to this rule, as the stocks were moved early and a consequent weakening has resulted. While the actual volume of business is not as great as might be expected, the advance in prices is sufficient to make up for this deficiency. Lumbermen in general are inclined to be optimistic over the situation, and all view the gradual but steady improvement with complacency. It might be said that the wagon trade of Chicago is better than the trade in carload lots.

Oak shows a continued increase in demand and decrease in supply, and hence a gradual but unwavering advance in prices. Quartered white oak is probably slightly slower than when last reported, prices from \$79 to \$83 being quoted on firsts and seconds, \$81 being an average price. Plain white oak is worth, for firsts and seconds, around \$50, though prices have ranged from \$48 to \$57. The Chicago market is never very strong on white oak, plain-sawn, and hence the wide fluctuations in prices, as they are governed by individual demand and necessity. Plain red oak is still a scarce article; few firms report having all the stock which they could dispose of. Prices vary according to dryness of lumber. Common plain red oak brings from \$33 to \$34 and firsts and seconds \$48 to \$50 for 1" stock; thicker stock is worth about \$2 more. There is a great demand and likewise a great scarcity of oak step stuff, both red and white, from 1¼" to 1½" in thickness.

The cypress trade maintains its firm position and steady advance, both in prices and volume of business. There is no boom in this material, but a good healthy increase in trade. Shop and select show the principal improvement. Tank stock and shop are both rather short, generally.

New shipments of dry birch stock are not due before June in the Chicago market, and there is still a scarcity in firsts and seconds. The lower grades of birch are showing a slight tendency to pick up in some quarters. Firsts and seconds, 1" thick, are quoted at from \$36 to \$40, the average price per thousand being about \$38. An additional \$2 to \$3 is charged for thicker stock. No. 1 common, 1 inch thick, is worth \$25 to \$24.

Maple continues in great and increasing demand, and there is now no dry stock to speak of in the Chicago market. Firsts and seconds, 1 inch, bring \$33 and \$34.

As stated, basswood has weakened slightly. Firsts and seconds are now worth \$37 and \$38.

Poplar panels still sell for almost any price, according to individual requirements of consum-

ers. Poplar box boards are bringing from \$62 to \$65 and average about \$64; firsts and seconds are worth about \$55.

The trade in 1-inch ash is rather slow in most quarters, firsts and seconds bringing \$44. Thicker stock is in better demand.

Both sap and red gum are noticeably stronger than a short time ago, as stocks are lower and the demand continues. Firsts and seconds sap gum is worth \$23; No. 1 common, \$18.50, and No. 2 common, \$16. Firsts and seconds red gum is quoted as high as \$33.

Cherry continues to hold a high price and is in great demand whenever it can be secured.

Good prices and a large volume of trade continue to keep the mahogany men in good spirits. Uppers show an advance of almost three cents per superficial foot. The large manufacturers are sending out notices of an advance in the near future.

Oak piling is bringing from twelve to eighteen cents in the Chicago market. Mixed oak ties are worth about 55 cents and white oak ties average 70 cents. The demand for heavy construction timber is rather lax at present. Mixed oak for this purpose averages \$26 and white oak about \$34.

Manufacturers of flooring report excellent prospects for a steady and sane advance in prices and general business conditions. The building trade is lively and consumers in general do not refuse orders at the prevailing advanced prices.

### NEW YORK

The local hardwood market continues strong; prices are firm and strengthening all along the line. Plain and quartered oak, poplar, ash, birch, maple and chestnut seem to be most active. So far as good-grade lumber is concerned, its market is assured for the spring and summer trade, and although prices are now on a fairly high range, there is every indication that they will advance, as supplies are limited. While for a time it looked as if there were but little opportunity for changes in prices on low-grade stock, that feeling has given way, and the general impression prevails that low-grade hardwoods are going to enjoy a profitable business this spring and summer. The scarcity of high-grade lumber is bound to affect the low grades and bring them more generally into use, but aside from that the general business developments in low-grade consuming channels give evidence of a fair volume of spring and summer trade, which cannot help but be reflected in firm and better prices.

### BUFFALO

There is some report of slacking off in the demand for hardwood lumber. It is not at all serious and is thought to be on account of the weather, the fear of strikes and the like, for the business outlook in general is good enough.

Some of the dealers refuse to see anything off in any direction and say that they are doing a full business and do not look for any weakness this spring.

Quartered oak and poplar still are the big sellers if they are to be had, and plain oak, chestnut and birch follow in their places as a second choice. The demand for maple is large and prices are higher than they were awhile ago. Basswood and elm go if they are in stock.

Hardwood dealers are paying more and more attention to yellow pine and cypress and some of them are buying Pacific coast woods, though that latter shift is being made by white-pine dealers more than any others, on account of that wood running so short.

All prices are strong and there is every indication of an advance in almost everything before long if business remains good, for the cost of production is greater than it was and if the jobber cannot get more also he is going to lose.

### PITTSBURG

There is quite a stir among Pittsburg hardwood men this week and in general they are reporting much better business. In fact, it seems to be the case this year that when there is any business going, the hardwood fellows get it. The proportionate demand for good hardwood compared with fine hemlock and other lumber is increasing in Pittsburg right along and there is every reason to believe that this year will be a banner period for the hardwood trade if business conditions are at all favorable. The trouble just now is with the strikes. The Philadelphia situation is not one that affords much encouragement and the threatened coal strike which may be decided upon at Cincinnati this week would be a very serious injury to Greater Pittsburg business. Outside of this trouble things are moving along fairly well.

Factory and manufacturing trade in general is increasing steadily and purchasing agents seem disposed to pay better prices for lumber than they have offered for many months. The railroads are coming into the market with large requisitions for hardwood timbers and other heavy stocks. Especially encouraging at this time is the large amount of mixed hardwood being sold to coal mining companies. Mining operations have been increasing very fast of late and improvements and extensions are the order all along the line even in the face of a possible coal strike. The sales for government work have also been fairly good, especially in the way of prices obtained. Hardwood mills are running steadily, many of them having started up recently after the heavy snows were off. The tone of quotations is good with considerable prospect of gains in prices soon.

### BOSTON

The demand for hardwood lumber is improving and prices are becoming much firmer. Manufacturers in most cases are independent holders and are not offering large stocks of desirable lumber. Wholesalers are more careful to have lots of lumber located before making sales than they were. Inquiries for stock are numerous, and a good market is anticipated from now on. Retail yards are carrying rather moderate stocks. Furniture manufacturers are more actively engaged. The piano trade has been fairly busy and is constantly in the market for supplies.

One of the strongest features of the market is quartered oak. Demand is good and offerings are small. Most dealers are asking \$90 for one-inch, one's and two's and sales are being made on this basis. Plain oak is very firm and in better request. Maple flooring continues high and firm. Ash is well held. Quite a demand for basswood is reported, but offerings are not large. Cypress and whitewood are firm under small offerings of desirable grades.

# GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4x8 $\frac{1}{2}$  inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

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Aluminum Tally Covers, per dozen	10.00
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per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

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## BALTIMORE

The hardwood trade continues to be of a favorable character. Here and there a wholesaler reports that business is quiet, but the fact remains that the mills seem to have all the orders which they can take care of, taken at prices that tend to stimulate the production. Manufacturers report that they have no large accumulations and frequently are not in a position to make deliveries as promptly as dealers desire. This, of course, applies more to the better grades than to the low-grade stocks. However, even the low grade situation is decidedly more favorable.

Prices are still lower than the producers would like to see them, but the pressure has lessened so materially as to admit of a decided improvement in values. The offerings here are held down to proportions that cause prices to remain very firm or perhaps move up somewhat. No important advances have been made of late except in certain grades or woods. The demand for white gum has enabled manufacturers to put up their figures very appreciably. The offers for oak, ash and other woods are sufficiently high to receive attention and according to even the most conservative firms the inquiry is quite brisk, and there seems to be every indication that the requirements of the yards will increase, prompting them to be more liberal in their prices. The demand for poplar is about as active as ever and the mills are called on to make extensive shipments for domestic trade, with the foreign business also expanding, though the situation in Great Britain is not yet satisfactory, largely because of the political conditions. With the prospect of a new election at no very distant date and a general belief that none of the important questions of government are settled, business men generally are disposed to go slow and to keep stocks down as much as possible. This also applies in a measure to oak and other woods, but the withdrawals have nevertheless been heavy enough to reduce further the available stocks, and the buyers are more receptive to tenders. Inquiry for export is quite frequent, and all the indications point to further recovery in the near future.

## CLEVELAND

The advent of spring has done much to revive the hardwood business in this territory. Building operations supply quite a good percentage of the demand here and these look good to the hardwood men.

Upper grades of quartered oak and mahogany particularly are meeting with ready sale, although the lower grades are not being passed up. Dealers look for a very active call along all lines before the season is very far advanced.

The automobile industry continues to absorb all the wide poplar. The only fear entertained here by the dealers is that the call for it will become so keen that other materials will be substituted.

## COLUMBUS

Practically every variety of hardwoods has improved during the past fortnight. While the improvement might not be very noticeable, still there is a better demand and prices show a tendency to become stronger. The brighter weather which has succeeded the winter months is believed to be the principal cause for this change. Lumber manufacturers and jobbers unite in the belief that the improvement will continue and that prices will be boosted appreciably soon.

The car shortage is having some effect on the trade. Several complaints have been heard because of a lack of transportation facilities, especially in several southern states. Since the

fine weather has appeared, purchasers are demanding delivery and several railroads have been unable to take care of the increased movement. However, better conditions are expected soon. Manufacturing establishments are requiring a larger stock and this is being reflected on the hardwood trade. Orders from all kinds of factories are steady and inquiries are increasing. Furniture, implement and carriage plants are requiring a much larger supply of hardwoods.

No recessions have been reported and the whole tendency of the market is to higher prices. This is especially true in oak. The supply of quartered oak is limited and prices are firm to the extreme. Both red and white oak are in good demand. Quotations show that firsts and seconds are held at about \$50 at the Ohio river and No. 1 common at \$32. Chestnut is firm and good prices are easily secured. Hickory and walnut are steady. Poplar is one of the strongest points in the market.

## EVANSVILLE

The local market continues active, with mills operating steadily and a fair log supply. It is thought that manufacturers will have no trouble to stock their mills, as the weather prevalent for the last two or three weeks will be beneficial to roads and logs will soon be coming out in plenty. It is believed March will be a big month in point of shipments.

The local furniture trade is having a good share of prosperity. They are all operating on full time and are not overstocked. Quartered oak stocks are broken badly, some of it does not stay on sticks long enough to get shipping dry before it is snatched up. Poplar and ash are going well.

## CINCINNATI

While some of the Cincinnati lumbermen profess to be doing a good volume of business, there are many others who claim their business is not what was expected at this season. The buying of hardwoods during the past fortnight seems to have fallen off somewhat, and the cause is not apparent. This summary of the conditions is brought about by comparison with the conditions which prevailed at the opening of February, when it was freely prophesied that business would steadily improve.

Quarter-sawed white oak meets a steady demand and there is increasing difficulty in getting stock. There is a fair supply of common quarter-sawed white oak and prices remain strong. Red oak is in good request, while the stocks are fully equal to the wants of the market at present. Poplar remains a strong feature of the market, with a ready sale for clear, wide stock. The demand created by the automobile trade is still adding strength to the market. There is also a good movement of all ordinary grades, as well as the low grades. The receipts of poplar continue good and the market is well supplied. Ash is more active, owing to the steady improvement in the wagon and carriage making industries, there is a good demand for heavy stock for wagon-makers, while the supply is not abundant. Hickory is meeting with an improved demand for wagon and carriage makers' grades, with a steady movement of wheel makers' and shaft and pole stock. Red gum is steadily growing as a feature of the hardwood market, with more buying by furniture manufacturers, though most of the orders are for limited lots, scarcely ever exceeding carload orders. A slight improvement is noted in the buying for the export trade, though not sufficient to encourage any predictions as to the future. Walnut is still being piled up and firmly held at prices which evidence a strong confidence in the future. It is safe to say that there is more walnut piled up in storage yards

at present than has been known for many years. Cypress is being cut and taken care of for the future of the foreign demand. Cypress is steadily improving, with an excellent movement of short stuff. Thick tank stock is meeting with good sale. Building grades are showing more activity, while there is an intimation of strength in prices.

Furniture manufacturers are all running full time, with difficulty in securing a sufficient number of good cabinet-makers to meet the demands of the trade. The demand for all classes of furniture is steadily increasing. The manufacturers of desks and office furniture are busier than at any time since the early months of 1907.

## TOLEDO

All hardwoods show further improvement and the local yards are busy looking after increased orders. Building business, not only in Toledo, but throughout this section, is active and this has brought a heavy demand for many hardwoods for building purposes. There has been a splendid demand for oak at good prices. Local stocks of high-grade poplar and birch are somewhat broken. Cypress is still growing in favor and there never was a time in this market when the prospects for business were better than at the present time. Indications point to the heaviest consumption of cypress by the building trades ever known in this section. Bay poplar, a material which has been largely neglected has received new impetus, and is at present finding a ready market. Ash, maple and hickory are in good demand for manufacturing purposes and dry stocks are said to be below normal. There has been a fair call for gum, and basswood has been by no means neglected. The entire hardwood market shows strength, with the exception of low-grade poplar, which is very plentiful and moving under uncertain conditions.

## INDIANAPOLIS

The local hardwood situation is about all that could be asked for. There is a brisk demand, prices are fair and shipments are moving in a satisfactory manner. There is also an encouraging outlook, with a result that it is generally believed this will be the best hardwood year of many years.

Manufacturing plants using hardwoods are, as a rule, running to full capacity. Furniture and vehicle plants are busy and those concerns manufacturing hardwoods for interior trim work have all of the orders they can hope to fill for some weeks to come.

Prices are slightly higher than they were at this time a year ago. All grades of oak are strong, with a good demand in other lines.

## MEMPHIS

The demand for hardwood lumber is very satisfactory and the volume of business shows a steady increase. The supply of shipping dry stock is being reduced through the heavy shipments under way and altogether the market presents a very solid front. Buyers are in the market on a liberal scale for both domestic and foreign use and prices are firm, with an upward tendency. There is relatively little plain or quarter sawn red or white oak ready for immediate shipment and holders of lumber of this character are able to secure most satisfactory prices therefor. The demand for oak extends even to the lower grades. Ash is also in very satisfactory request in all grades, while there is no difficulty in disposing of all the poplar offered in this market. Red gum is in excellent demand in firsts and seconds and there is also a very satisfactory demand for this in the lower grades. Sap gum is wanted in the higher

grades, but Nos. 1, 2 and 3 common are slow to sell, being in less active demand than red gum of the same grade. There is a very good business under way in cottonwood in box boards and the upper grades generally, but the lower grades are moving in only a moderate way. Cypress is moving at a very good rate in both the upper and lower grades with the exception of Nos. 1 and 2 common. The demand for the latter at the moment is comparatively slow. Production of hardwood lumber in the Memphis territory is on the increase, but there is no special accumulation in any direction and in the case of high grade lumber the scarcity is becoming more prominent, especially in stock ready for immediate shipment.

## NASHVILLE

The hardwood market continues quite strong, especially in the upper grades, and this condition in turn is being reflected even in the lower grades of timber. Within the near future renewed activity is expected in the building line, for the spring building season will be on in earnest. This in turn will create much activity in the line of manufactured building materials, of which there is a great deal in Nashville. The consuming factories are getting into the market and quite a demand from them is noted just now. Some little complaint is being made by lumbermen regarding difficulty in getting necessary cars for shipments.

High grade wide poplar is bringing fancy prices. Oak, ash, birch, maple, elm, chestnut and cottonwood are moving freely. Good red gum is finding ready sale, this wood being freely used now by furniture factories. The approach of the building season is creating renewed activity in the demand for cypress, especially from the sash and door people. The box factories are buying freely. Much activity is noted on Cumberland river in the logging line, many big rafts and tows of timber coming down of late.

## LOUISVILLE

Reports as to the condition of business in this market are uniform to the effect that the demand has improved generally and that all grades of stock are moving more freely than since the active period of last year. Some fear was felt a few months ago that stocks would be depleted by the increased demand before the mills could provide lumber to take the place of that moved, and the late starting of the mills, due to bad weather and heavy roads, has made it plain that dry stocks will be at a premium before the summer is over. Prices are strong, and while no marked advances have been made of late, it is safe to say that quotations will go higher before long. The demand for quartered oak is good, while plain oak and poplar are being sold in large lots. The automobile body manufacturers are buying wide poplar of good grade, the increased production of cars this year justifying the anticipations of manufacturers who have been paying attention to this branch of their business. Veneers and dimension stock are in improved condition, and mahogany is selling in good volume, building conditions favoring an unusually large consumption in this direction.

## ASHLAND

Inquiries of the last two weeks show demand good, with prices firm and in some instances slightly advanced. Plain and quartered oak remains firm with stocks much broken. Dry Nos. 1 and 2 common are very scarce in this market on account of large shipments to furniture and hardwood flooring manufacturers. The demand for car and construction oak continues to grow, and orders are being placed with our millmen very freely, and a number of orders

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have been refused. Prices on this class of material has materially advanced the past thirty days. Common and better chestnut is scarce sound wormy is plentiful with prices not so satisfactory as on better grades.

Poplar remains on the top list in demand and prices. Dry stocks are scarce and every indication of a small cut this season as the mills in this section have not received their usual amount of timber. Prospects for tides are not very flattering this year, as usually January and February are depended upon.

### ST. LOUIS

There is a little more activity reported in the hardwood market than there was a couple of weeks ago. Quite a number of good sized orders have been coming in from outside points and local buying is showing quite an improvement since the pleasant weather has set in. It will simply be a matter of a short time before spring business begins in earnest. Prices on all upper grade stock are being well sustained. For prompt delivery a slight advance is reported for items that are in best demand. Lower grade stock is being sought after quite freely. This is good news to the hardwood dealers in this city, as they are pretty well supplied. Gum and cottonwood are quiet, but poplar and ash are in fair demand. The items most in demand are plain white and quartered red oak. Prices on these are quite firm.

### NEW ORLEANS

The general situation as applied to hardwoods in the New Orleans market is quiet and according to many of the hardwood manufacturers and exporters somewhat unsatisfactory. European buyers are manifesting a marked lack of interest, with the result that exports are dull and comparatively little business is being done. Export shipments of staves continue somewhat active and good quantities of cross-ties are being handled. Exporters present at the recent meeting of the Gulf Coast Lumber Exporters' Association said that business was fair with them, though not as satisfactory as they would have it. However, they believed the outlook was for a little better volume of trade.

### MINNEAPOLIS

The factory consumers in the Twin Cities and neighboring places have been in the market lately to a greater extent than usual at this time of year. The demand has covered nearly everything, and shows that they are enjoying prosperity which promises well for the spring and summer seasons. Trade has included quite a movement in the low grade stocks, which have worried hardwood men for a long time. Prices are beginning to stiffen as the surplus stock fades away. It now looks as though the dry stock of cull hardwood to be carried over will not be large enough to have much effect on next season.

The upper grades continue to call for higher quotations. The mills are very stiff in their demands for the new cut, and high prices seem bound to hold on. Just now the holders of dry factory stock are in a position to ask almost anything they want to. Birch is up again and is selling readily, where there is any stock offered, on the higher price. Flooring, both birch and maple, is showing up on a higher scale. Dealers still find it difficulty to get cars, especially for straight car shipments, but this difficulty is somewhat less than a fortnight ago.

### MILWAUKEE

The bright spring weather that is prevailing over most of the state of Wisconsin is doing much to put new life into the general lumber

business. Were it not for the deplorable traffic conditions, it is believed that trade would be very satisfactory. As it is, very little is being done outside of the local trade. The railroads seem to find it impossible to get through shipments and are unable to furnish empty cars. Several Milwaukee wholesalers have been notified by northern manufacturers that they have been forced to withdraw from the market, pending an improvement in the car situation. A number of wholesalers report having had stock on the way since the latter part of November. The situation is beginning to have a serious aspect now that retailers are anxious to stock up for the spring trade that has already made its appearance.

The sash and door factories are placing good orders, but they are having their troubles in securing stocks. Furniture and wagon plants are also in the market. The fact is daily becoming more apparent that dry stocks are being depleted and a real shortage is anticipated from now on. High-grade stuff is in especially good demand. Oak is wanted; No. 1 and No. 2 birch is in demand, but the stock is scarce. Upper grade basswood is selling well. Hardwood flooring is strong.

### SAGINAW VALLEY

Both manufacturers and dealers report trade good. There is a good demand for all kinds of dry hardwood available. Maple is particularly strong and contracts have been made for many million feet to be cut during the spring and summer. Dry stocks are reported small at all manufacturing localities, while the demand appears to be expanding.

The outlook for the summer is flattering and men in position to judge predict that prices for maple, ash, birch and basswood particularly, are expected to advance in the near future. The flooring trade is calling for a lot of maple, and exports are heavy. Some plants are sending the larger portion of their cut abroad.

### DETROIT

The Detroit hardwood market shows increasing strength, inquiries and orders being more plentiful, while prices are very satisfactory. Maple and poplar still continue in great demand and cypress shows more strength, being especially strong in firsts and seconds and selects. The spring building boom, which is already well under way, has increased the demand for hardwoods of various kinds and dealers are busy.

Automobile concerns are consuming large quantities of hardwoods, thereby adding much strength to the market. The steady increase in the demand for cypress is the feature of the market. Box factories report excellent trade and are looking for a banner year.

### LONDON

There has been a fair amount of activity in the mahogany section of the trade. At two recent auction sales the attendance was good, competition active and prices firm, and the business done practically cleared up what was in the brokers' hands.

There is still not much business doing in American hardwoods although there are some indications of a change for the better. A lot of stock of recent arrivals remains on the quay unsold. Prices for prime stocks remain firm but the lower grades are weak. There is some slight movement in quartered oak boards, but plain oak in medium and cull grades is easier. There is a better demand for medium white-wood and also some call for good culls in this wood. A little inquiry for black walnut has sprung up, but stocks of this wood are sufficient to meet the demand for some time.



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# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## LUMBER FOR SALE

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

1x18" & wider, 1st & 2ds, red.....	\$40.00
1x13 to 17" 1st and 2ds & box boards, red and sap.....	35.00
1x6 to 12" 1st & 2ds, red.....	32.00
1x4" & wider No. 1 com., red.....	22.00
150 M ft. 1x6 to 12" 1st & 2ds sap.....	22.00
55 M ft. 1x4" & wider No. 1 com.....	15.00
150 M ft. 1x3" & wider No. 2 com., sap and red.....	10.00
80 M ft. 1x3" & wider, log run, sap and red.....	16.00
24 M ft. 1x13 to 17" 1st and 2ds, tupelo.....	35.00
47 M ft. 1x6 to 12" 1st & 2ds, tupelo.....	26.00
24 M ft. 1x4" & wider No. 1 com., tupelo.....	16.00
50 M ft. 1x3" & wider No. 2 com., tupelo.....	11.00
70 M ft. 1x4x3" & wider log run tupelo.....	17.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va.....	8c	Gd. Rapids, Mich..	27c
Baltimore, Md.....	15c	Chicago, Ill.....	28c
Cincinnati, O.....	24c	Jamestown, N. Y..	24c
Philadelphia, Pa.....	16c	Richmond, Va.....	19c
New York City.....	20c	York, Pa.....	17c
Boston, Mass.....	23c	Utica, N. Y.....	23c
Buffalo, N. Y.....	24c	Syracuse, N. Y.....	23c
Pittsburg, Pa.....	21c	Springfield, Mass..	26c
Cleveland, O.....	24c	Schenectady, N. Y..	23c
Detroit, Mich.....	25c	Rochester, N. Y.....	23c
Reading, Pa.....	18c	Newark, N. J.....	17c
Harrisburg, Pa.....	18c	Erle, Pa.....	23c
Almira, N. Y.....	23c	Columbus, O.....	24c
Albany, N. Y.....	23c	Binghamton, N. Y..	23c
Dayton, O.....	26c	Toledo, O.....	25c
High Point, N. C.....	9 1/2 c		

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.

AMERICAN LUMBER & MFG. CO.  
Pittsburg, Pa.

### FOR SALE

One car 4-4 Hard Maple, No. 1 Com. & Better.  
One car 8-4 Soft Elm, No. 1 Com. & Better.  
Three cars 4-4 to 16-4 Ash 1sts & 2nds & No. 1 Com. JOHN T. GRAFTON, Detroit, Mich.

### FOR SALE

100,000 feet 1" bone dry No. 1 Common Gum, \$10 f. o. b. here. Three cars Oak and Gum squares 1 1/2" and 30", 15 to 30" long. Cheap.  
JOE McCRACKEN, Success, Ark.

### CHERRY FOR SALE

2 to 3 cars 4-4" No. 2 common Cherry.  
2 to 3 cars 4-4" No. 1 common Cherry.  
Nice, dry, band sawn stock.  
EAST ST. LOUIS WALNUT CO.,  
East St. Louis, Ill.

### FOR SALE.

500,000 feet No. 3 beech and maple lumber  
SALLING HANSON CO., Grayling, Mich.

### ORDERS WANTED.

For white oak bending material. Green from saw. Address BOX 275, Ft. Wayne, Ind.

### FOR SALE.

Quick acceptance. We offer few cars 7, 8, 10, 12", 6 to 10 feet long, solid bored colonial columns. Let us ship you one small car.

FLORENCE COLUMN & MFG. CO.,  
Florence, Ala.

### BLACK WALNUT.

A good assortment of thoroughly dry walnut lumber, 1" and thicker, always carried in stock.

A. B. GARROTT,  
Fort Madison, Iowa.

## LUMBER WANTED

### WANTED

For spot cash, your cut of Poplar, Chestnut, Oak and Southern Pine. Let us know what you have on sticks and what you will cut in the next six months. Address

"BOX 31," care HARDWOOD RECORD.

### WANTED

5 cars 4-4 Basswood mill culls S2S & resawn.  
1 car 8-4 Basswood common & better rough.  
2 cars each 6-4 & 8-4 qtd. Oak, No. 2 common Red or White.  
1 car 20-4 White Ash, log run, green or dry.  
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

Want to buy the following:  
**CLEAR TIGHT WHITE OAK.**  
2,000 pcs. 1 1/2 x 4 1/2 x 8, eveners.  
40,000 pcs. 2 x 4 x 8".  
4,000 pcs. 2 x 4 x 8".  
5,000 pcs. 2 x 4 x 6".  
2,000 pcs. 2 x 4 x 6".  
15,000 pcs. 2 x 5 x 8".  
1,000 pcs. 2 x 5 x 8".  
500 pcs. 2 x 5 x 7".  
200,000 pcs. 1 1/2 x 2 1/4 x 30 single trees.  
2,000 pcs. 1 1/2 x 2 1/4 x 35".  
3,000 pcs. 2 1/2 x 4 x 48 to 3 1/4 x 70 plow beams.  
20,000 pcs. 1 1/4 x 4 1/4 x 48, handles.  
40,000 pcs. 1 1/4 x 2 1/4 x 54".  
10,000 pcs. 1 1/4 x 2 1/4 x 60".  
7,000 pcs. 1 1/2 x 2 1/4 x 28".  
10,000 pcs. 1 1/2 x 2 1/4 x 54".  
10,000 pcs. 1 1/2 x 2 1/4 x 60".  
1,000 pcs. 1 1/4 x 2 1/4 x 60".  
1,000 pcs. 2 x 3 x 65".  
2,000 pcs. 1 3/4 x 3 x 48".  
1,000 pcs. 1 3/4 x 3 x 11".  
2,000 pcs. 1 3/4 x 4 1/2 x 32".  
100,000 pcs. neckyokes, 2 1/2" center dia. x 40" long, turned to pattern.  
Name prices on stock f. o. b. Chicago rate of freight, on any or all of above.  
We are cash buyers.

D. K. JEFFERIS & COMPANY,  
615 Pullman Building, Chicago, Ill.

### WANTED—WALNUT LUMBER AND LOGS.

I want all grades of walnut lumber, either green or dry. Also good walnut logs 16" and up for export. Cash and inspection at shipping point.

HARRY L. FLETCHER,  
2999 Virginia Place, E. St. Louis, Ill.

### TO MANUFACTURERS AND EXPORTERS.

We are in want of dry oak, ash, gum and walnut lumber in all thicknesses and grades. Write us what you have to offer and state lowest prices c. i. f. London.

THE LONDON HARDWOOD CO., LTD.,  
11-12 Clements Lane, Lombard St.,  
London, England.

### WANTED.

25 carloads of tough Oak strips for bending purposes. Strips to measure 3/4" thick, 1 1/2" wide, 6'2" long. Must be strictly clear.  
LOUIS RASTETTER & SONS, Ft. Wayne, Ind.

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1 1/2" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.

THE COLUMBIA MFG. CO.,  
New Philadelphia, O.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 2558 S. Robey St., Chicago.

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL PILING & LUMBER CO.,  
1205 Merchants' Loan & Trust Bldg.,  
Chicago, Ill.

## MACHINERY FOR SALE

### FOR SALE CHEAP, OR TRADE

For lumber. 80 H. P. boiler and 120 H. P. engine, both high-class and in A1 shape. In place and can show in operation. Also Sturtevant dry kiln outfit. Sell separately or all together.  
ALTHAUS, EWING & CO.,  
Bluffton, O.

### FOR SALE—HAULING TRUCKS.

We have for sale four, six to eight-ton capacity self-tracking hauling trucks, suitable for hauling timber of any kind with traction engine or teams. Six-inch steel tires. First-class condition. KELLOGG SWITCHBOARD & SUPPLY CO., Escanaba, Mich.

### FOR SALE.

Timber Sizer, Atlantic Works, 28"x14", good condition, now in the South.  
HERMANE MACHINE CO., Williamsport, Pa.

### FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,

P. O. BOX 345. Muncie, Ind.

## TIMBER LANDS FOR SALE

### FOR SALE CHEAP.

Timber on 407 acres of land in one mile of L. N. R. R. Poplar, white oak, red oak, chestnut, hickory and walnut. Estimated to cut 600,000 to 800,000 feet. Apply to  
A. R. SPENCER, Munfordville, Ky.

### BARGAIN

Stumpage on 60,000 acres in Tennessee. Mostly hardwood, 200,000,000 feet, including railroad ties. Adjacent to two important railroads. Branch lines will be built.

F. J. CHIPMAN & CO.,  
25 Broad St., New York City.

### TIMBER AND COAL LANDS.

Fine bodies hemlock and hardwood. Timber lands owned and controlled direct.  
AARON GRAHAM, Christiansburg, Va.

# WARREN ROSS LUMBER CO., JAMESTOWN, N. Y.

MANUFACTURERS AND DISTRIBUTERS OF THE **Finest Cherry and Mahogany** IN THIS COUNTRY  
—Correspondence Solicited—

**BUSINESS OPPORTUNITIES****WANTED.**

By experienced millman, who can invest \$10,000 in band mill to cut 50,000,000 hardwood; a partner to invest \$50,000 in proposition of above size, that will net the operators half million dollars. Will bear investigation. Act quick.  
Address "PARTNER WANTED," care HARDWOOD RECORD.

**NEW BAND MILL AND COTTONWOOD STUMPAGE**

For sale; or would incorporate and sell part stock to secure operating capital. This is one of the best in the South. Might take in smaller proposition. If you can command \$10,000 to \$40,000 and will investigate quick, address  
BOX NO. 1, Rosenberg, Texas.

**WILL SELL OR EXCHANGE**

6,500 acres virgin hardwood timber on Big Black River, Miss. Timber is on main line I. C. R. R. beginning at Way, Miss., and will cut from eight to ten thousand feet per acre. Address  
P. O. BOX 171, Canton, Miss.

**EMPLOYES WANTED****WANTED.**

First-class Hardwood Inspector for northern Wisconsin. Capable to go on the road and take up stocks.  
Address "BOX 35," HARDWOOD RECORD.

**WANTED.**

First-class dimension stock man; one capable of taking charge of large department. Permanent position to right man. Address  
"BOX 22," care HARDWOOD RECORD.

**WE CAN  
DOUBLE  
THE CAPACITY  
OF YOUR  
DRY KILN.**

**Woodard Furniture Company**

Owosso, Mich., July 3, 1908

Grand Rapids Veneer Works,  
Grand Rapids, Mich.

Gentlemen:

Replying to your favor of the 2nd, the dry kiln we purchased of you has given very good satisfaction and is an improvement over anything we have ever seen in the dry kiln line. You claimed so much for this kiln that we were somewhat in doubt of its doing all you said it would, but we are pleased to state that it has done all you claimed it would.

Yours truly,  
WOODARD FURNITURE COMPANY  
Per Fred B. Woodard

**GRAND RAPIDS VENEER WORKS  
GRAND RAPIDS, MICH.**

**WANTED.**

Hardwood lumber buyer for the states of West Virginia and Tennessee.

HERBERT C. TURNER,  
No. 1 Madison Ave.,  
New York City, N. Y.

**DIMENSION STOCK WANTED****WANTED**

Hickory and Oak Spoke billets and rim strips. Car lots. With orders for rim strips we include spoke billets to work up waste.

A. E. STEVENS & CO.,  
Wheel Manufacturers, Portland, Maine.

**RAILWAY EQUIPMENT FOR SALE****LOCOMOTIVES AND CARS.**

Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.  
HICKS LOCOMOTIVE & CAR WORKS,  
Chicago, Ill.

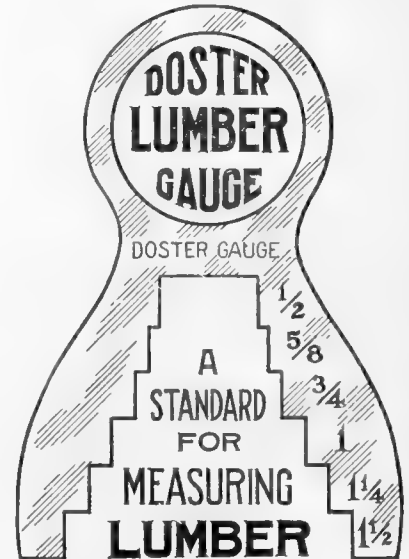
**LOCOMOTIVES FOR SALE.**

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

**WAGON STOCK WANTED****HARD MAPLE AXLES.**

We are in the market for winter cut, dry or green hard maple axles 3½x4½, 4x5, 4½x5½, 4½x5½, 6' long. Address  
"WAGON WORKS," care HARDWOOD RECORD.

**TO HARDWOOD RECORD SUBSCRIBERS**

Lightest, smallest, most accurate gauge ever produced. Made of best quality steel, heavily nicked.

Can be conveniently carried either in the hand or pocket of the Inspector. As it weighs less than a half ounce it makes an attractive watch fob.

**PRICE 50 CENTS**

One of these gauges given with every New Subscriber to HARDWOOD RECORD, when accompanied by remittance of \$2.00. Old subscribers can secure one by remitting \$2.00, thus extending their subscription one year.

**JEFFREY  
CONVEYING MACHINERY**

We are prepared to quote very attractive prices on conveying equipments for all purposes. Let us figure with you

Conveyers for handling Lumber, Logs, Refuse, Chips  
Pulpwood, etc., designed and built to  
suit any conditions

Write for Catalog 57B

**THE JEFFREY MFG. COMPANY  
COLUMBUS, OHIO, U. S. A.**

New York Chicago Boston Pittsburg St. Louis  
Denver Montreal, Can.

# A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

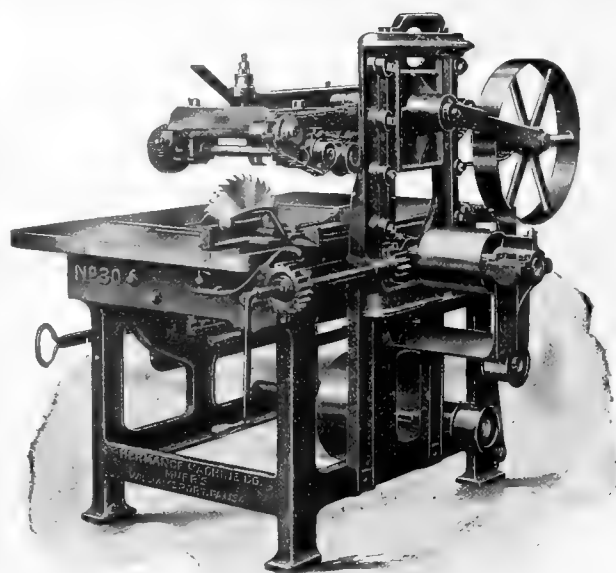
A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances **without adjustment**. It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.



## HERMANCIE MACHINE COMPANY

WILLIAMSPORT, PA.

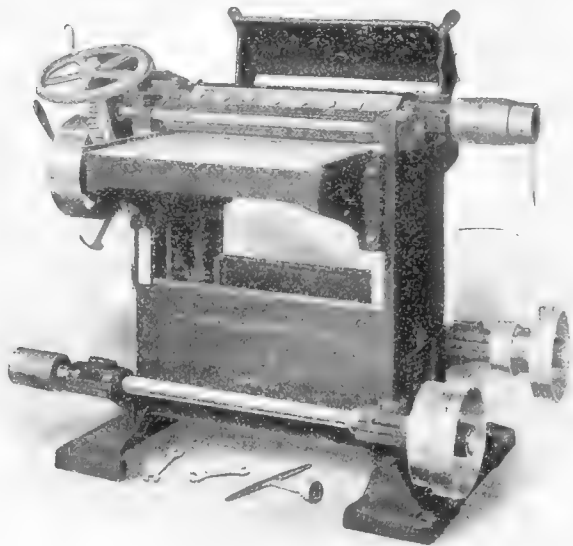
CHICAGO REPRESENTATIVES:

Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

### Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS  
CHICAGO, ILLINOIS

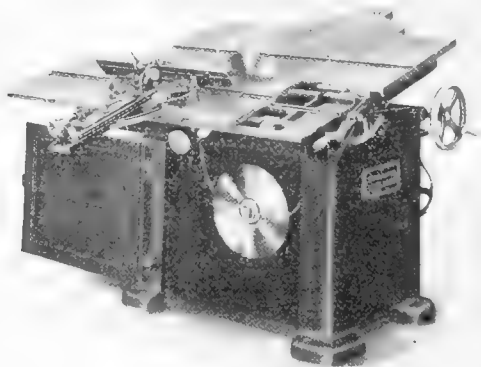


No. 35 SINGLE SURFACE PONY PLANER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

### Grand Rapids Crescent

The "World's Best" Saw Bench



Made with double arbors, sliding table and taper pin gauges. It is a labor saver and well worth investigating.

BUILT BY

THE CRESCENT MACHINE WORKS

OF

GRAND RAPIDS, MICHIGAN

## CHICAGO MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

159-161 N. Canal St.

Chicago, Ill.

REPRESENTING EXCLUSIVELY

BAXTER D. WHITNEY & SON.  
HERMANCIE MACHINE CO.,

GREAVES, KLUSMAN & CO.,  
McDONOUGH MFG. CO.,

PORTER MACHINERY CO.,  
BEACH MFG. CO.,

CRESCENT MACHINE WORKS,  
of Grand Rapids,

WEST SIDE IRON WORKS,  
New Chicago Line.





There was even some question about the "two per cent." We cheerfully made good in each case, thus giving our customers the benefit of the doubt.

That is the kind of a Saw for you. Reduce the cost of operating and increase your output. Less work in the filing room—fewer Saws to buy and more and better lumber. Just specify—

**ATKINS SILVER STEEL SAWS**

**E. C. ATKINS & COMPANY**

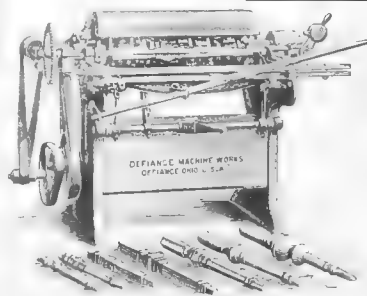
**THE SILVER STEEL SAW PEOPLE**

Home Office and Factory, Indianapolis, Indiana

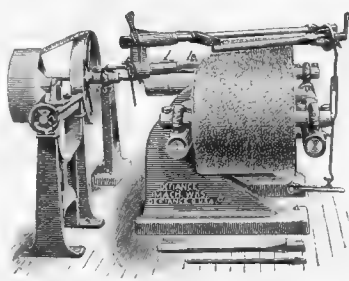
Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City,  
Portland, San Francisco, Seattle. Canadian Factory—Hamilton, Ont.

# "DEFIANCE" PATENT WOODWORKING MACHINERY

Invented and Built by THE DEFIANCE MACHINE WORKS ∴ Defiance, Ohio



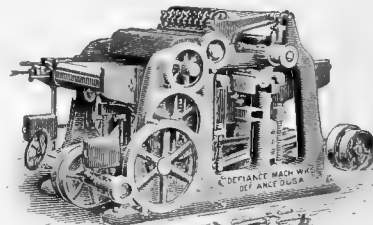
Patent Variety Lathe



No. 3 Double Belt Polisher

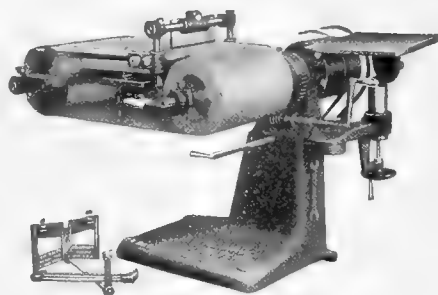
For Making: Automobile  
Wheels and Bodies, Hubs,  
Spokes, Wheels, Wagons,  
Carriages, Rims, Shafts,  
Poles, Neck-Yokes, Single  
Trees, Hoops, Handles,  
Spools, Bobbins, Insulator  
Pins, Table Legs, Balusters,  
Oval Wood Dishes, and for  
General Woodwork. ∴ ∴

Send for Catalogue



26-in. Double Surface Planer

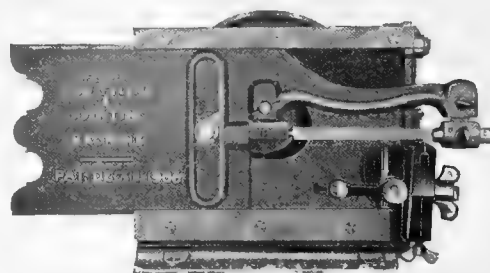
## The Only Reciprocating Belt Sander Built



Horizontal View  
(See last or next issue for Vertical View)

Reciprocating motion  
to the belt means more  
and better work at less  
belt expense. That is  
economy. Send for  
descriptive circular  
and free trial offer.

**C. H. DRIVER**  
Racine Junction  
Wisconsin



View of the Foley Band Saw Filing and Jointing Machine

The only  
up-to-date  
machine of  
its kind on  
the market.

Sent on 30 days'  
trial to respon-  
sible parties.

SEND FOR CATALOG

**FOLEY MANUFACTURING COMPANY**

Manufacturers of Filing Room Equipment

1230-1232 East Third Street

Cleveland, Ohio

ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISI-  
ANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certifi-  
cates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports  
at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bldg., NEW ORLEANS  
1215 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

1009 White Building, SEATTLE  
829 Chamber of Com., PORTLAND



### SECTION OF THE BEST CHANGEABLE TOOTH SAW EVER INVENTED

There are other Simonds tooth styles for various purposes. The point is this: Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

### SIMONDS MFG. COMPANY

FITCHBURG, MASS.

CHICAGO, ILL.

MONTREAL, QUE.

# The Oldham Saws

"SPECIAL TEMPER"

FOR

## HARDWOOD MILLS

You are not getting the most out of  
your mill unless you are using the  
saws best adapted to your work.

WRITE FOR CATALOGUE AND PRICES

### Joshua Oldham & Sons

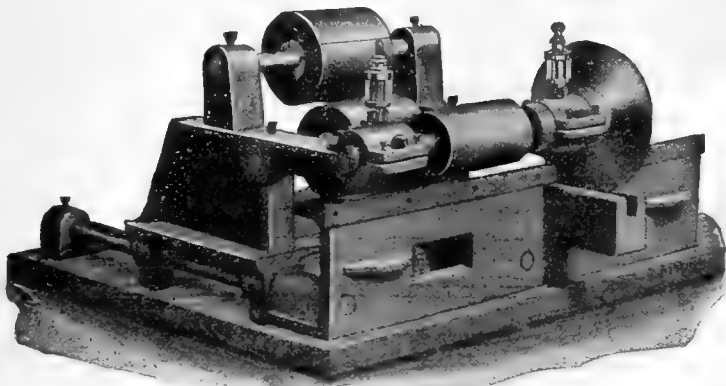
NEW YORK SAW WORKS

112-132 TWENTY SIXTH STREET

113-133  
TWENTY SEVENTH  
STREET

Pacific Coast Branch:

White-Henry Building, Seattle, Washington



## BUTTING SAW

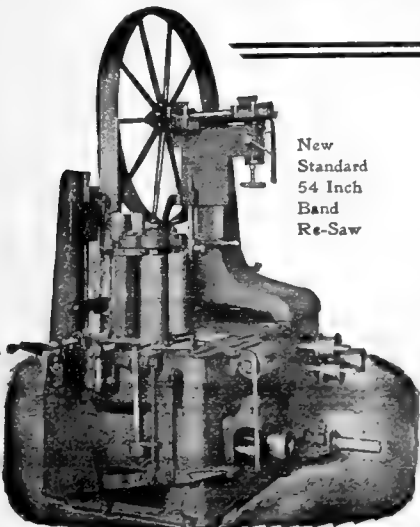
for  
Flooring Factories

For cutting out defects and making square and  
smooth ends for end-matching machines. Used by  
the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.



New  
Standard  
54 Inch  
Band  
Re-Saw

# MERSHON

## BAND-RESAW SPECIALISTS

25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

Wm. B. Mershon & Co., Saginaw, Mich., U.S.A.

## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

### "ADVANCE" CORRUGATED JOINT FASTENER MACHINE

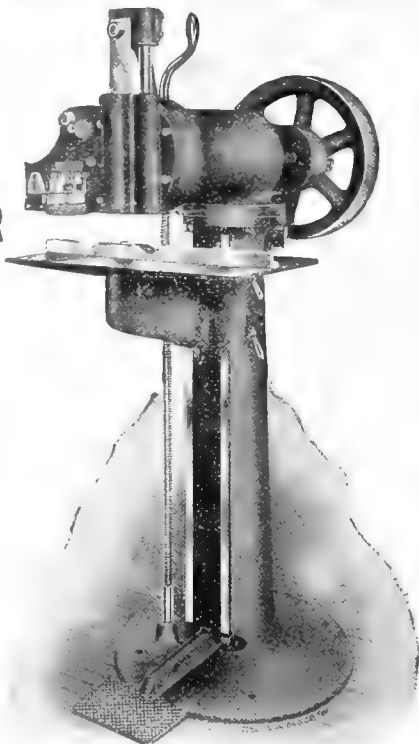
Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

**Saranac Machine Co., St. Joseph, Michigan**



## The "Tower" Pony Edger

For portable and small stationary mills. Hundreds in use. Suitable for any mill having from 15 h.p. up.

Increases the output of the mill one-third. Grades the lumber. Takes out hearts, shakes and knots, and makes firsts and seconds out of commons. Saves considerable No. 1 lumber that is wasted when the edging is done on the main saw. Gives the boards straight and parallel edges, and makes them of standard or any desired widths.

Rips a wide board into two or more narrower ones, either at the same time that it edges it or afterwards, as may be preferred. Causes the lumber to sell more readily and to command a higher price.



Occupies little room. Requires only nominal power. Simple. Easy to operate. Readily moved from one set to the next. Does not get out of order.

By far the best edger made. We manufacture 72 different sizes and styles of Edgers and 10 sizes of Trimmers. We also make

### The Old Reliable Gordon Hollow Blast Grate

**Gordon Hollow Blast Grate Co., Greenville, Mich.**

(Please mention this publication.)

## "The Porter" Line Comprises

Hand Jointers—7 sizes, from 5 in. up to 30 in.  
Wood Turning Lathes—5 sizes, from 12 in. to 24 in.  
Swing Cut-Off Saws—3 lengths, 6 ft., 7 ft. and 8 ft.  
Shapers—3 sizes.  
Pony Planers—24 in. wide.  
Post Boring Machines.  
Spindle Carving Machines.  
Rounding and Routing Machines and  
Safety Guards for Hand Jointers and Saws.



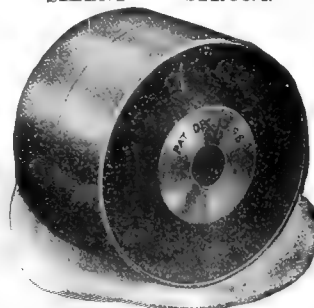
A Catalogue is Waiting for You

**C. O. Porter Machinery Co.**  
**Grand Rapids, Mich.**

Chicago Representative, Chicago Mach. Exchange

## Wilmarth & Morman (Nelson Patent) Loose Pulleys

SILENT STRONG SIMPLE DURABLE

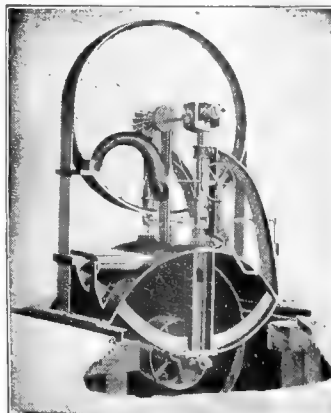


Durability proven by ten years of continued satisfactory service.

Saves oil, belts, time and expense of repairs. Sent on thirty days' trial to those who want to be shown. The cheapest loose pulley to use ever placed on the market.

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## "Phoenix" 6-Foot BAND MILL

FOR HARDWOOD

**Serves You Right**

Price Moderate

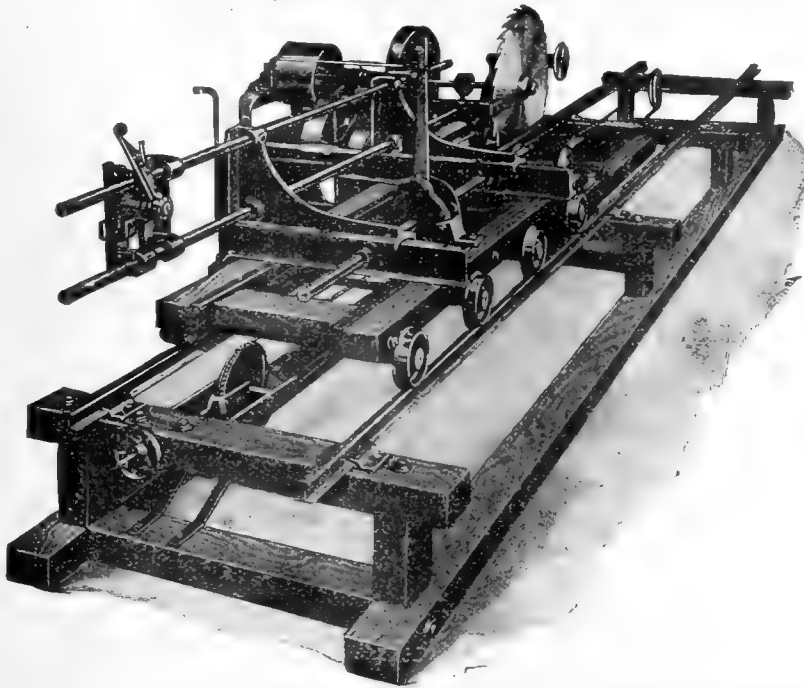
Capacity 25,000 to 30,000 ft. in 10 hours

**Phoenix Mfg. Co.**

Eau Claire

Wis.

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

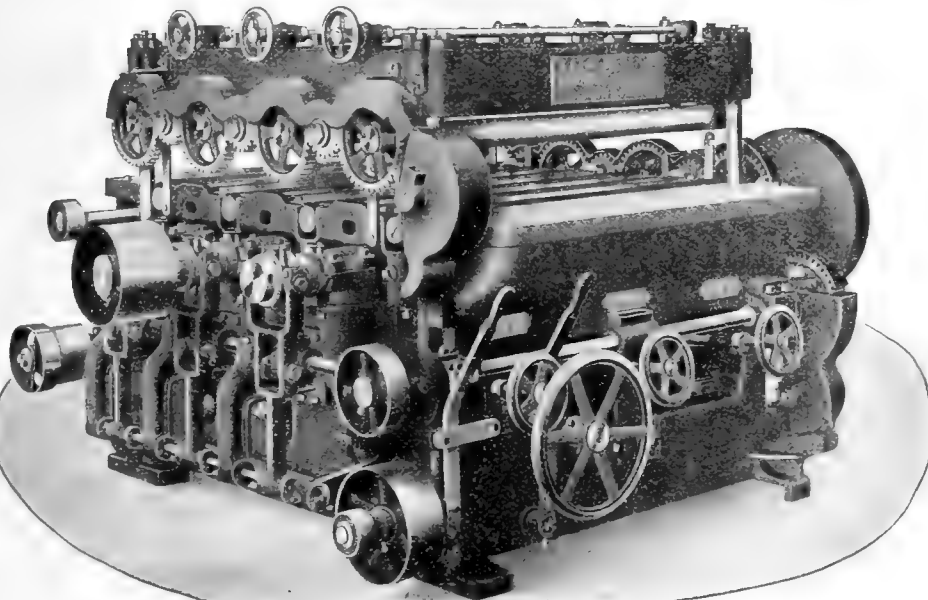
The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address :

**THE SINKER - DAVIS COMPANY, Indianapolis, Indiana**

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is designed to meet the highest requirements in furniture, piano and wood working shops of all kinds where a perfect surface is wanted, either for varnishing or painting.

Many excellent features are illustrated and fully described in our New Sander Book.

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New No. 225 Triple Drum Sander. Has Automatic Take-Up Drum

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are the **WORLD'S STANDARD**

THEY MAKE THE MOST AND BEST LUMBER  
WITH THE LOWEST OPERATING EXPENSES  
AND THE GREATEST REAL SAVING IN  
STOCK.

THEY HANDLE THIN SAWS SUCCESSFULLY  
AND CUT WITH ABSOLUTE ACCURACY.

NO MATTER WHAT YOUR WORK MAY DE-  
MAND WE HAVE A MILL THAT WILL DO IT.

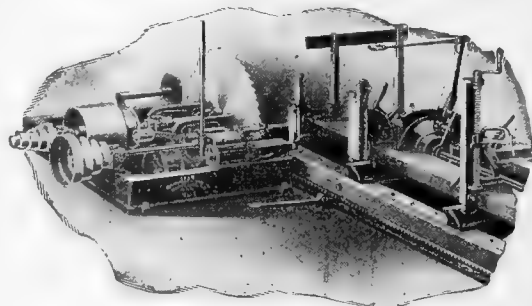
WE MAKE A LARGE LINE OF OTHER MACHIN-  
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Good, live, responsible, Machinery Dealers wanted to represent us in sections not already covered.

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The **HARDWOOD RECORD** represents high-class, special, class circulation, with a minimum of waste circulation.

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**High Daily Averages** in skidding depend principally on initial capacity and the degree to which the skidder can be operated to that capacity.

### The Clyde Self-propelling Steam Skidder

is absolutely independent of loading and is never held back nor its full capacity interfered with by any loading conditions that may exist. Full capacity is therefore possible when conditions are favorable and the hauls are short thus insuring a surplus of logs to compensate for those days when conditions are unfavorable and the hauls are long.

With the independent and separate loading unit, the loading crew may then be pushed to its fullest capacity at all times assuring a uniform daily flow of logs to the mill. It is self-propelling, can move frequently without loss of time and sets quickly because of its special steam guying device.

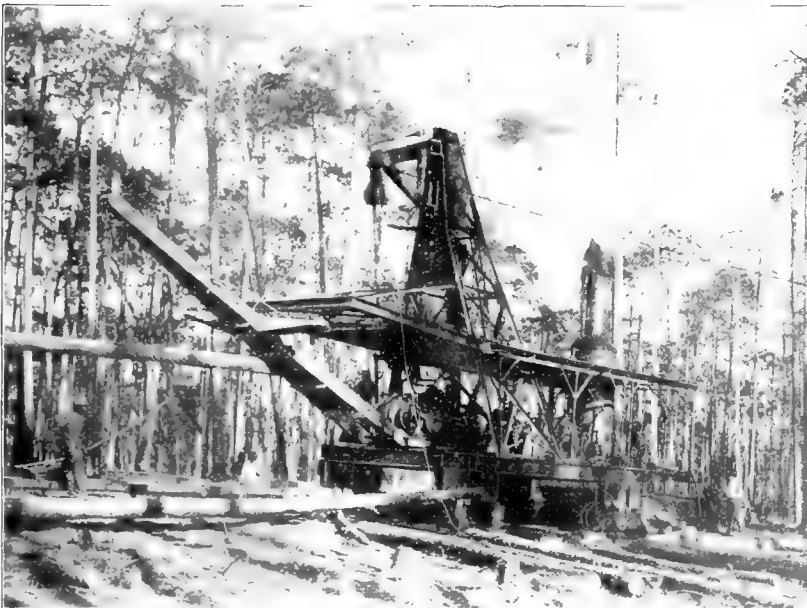
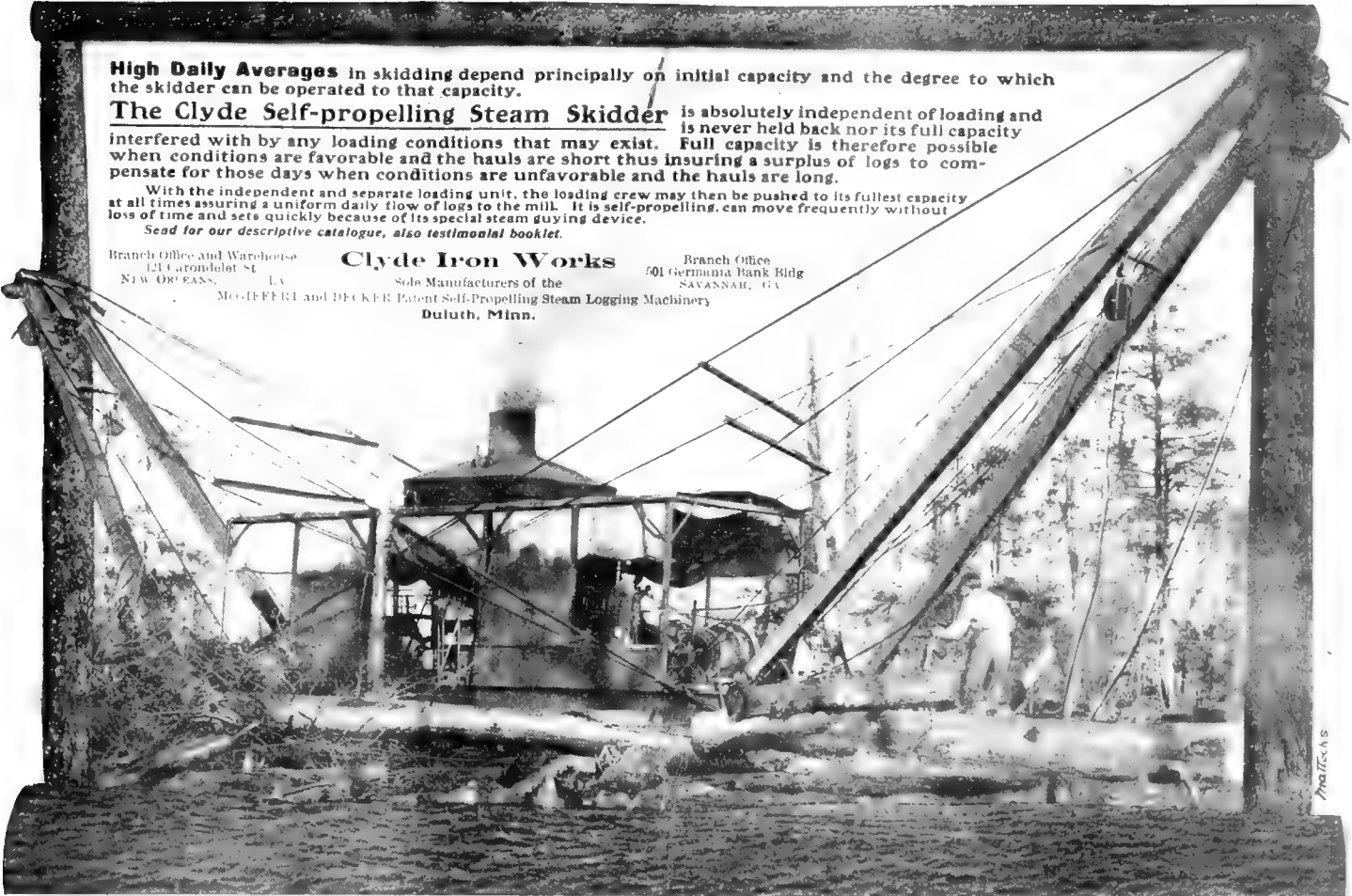
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400M. 1 inch Log Run Birch  
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400M. 1 inch Basswood, all grades  
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CRATING OF ALL KINDS

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Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock*, *Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

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SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

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**Wisconsin Products Only**

Birch, Basswood, Brown Ash, Soft and Rock Elm,  
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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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Is air and kiln-dried, end matched, bored and steel scraped. Mixed car-loads a specialty.

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**Birch and Basswood our Specialty**

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High Grade Product in

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### Big Stock Ready for Immediate Shipment

300,000 feet Bird's-Eye Maple Veneers  
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 500,000 feet Mahogany Lumber, all thicknesses

Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

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And from selected logs

We are also Manufacturers of High Grade Built-up Work

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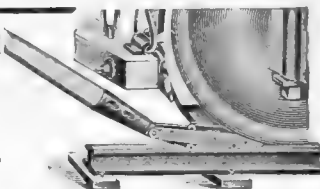
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Brand

## OAK FLOORING

A GUARANTEE OF PERFECTION

## Keys-Fannin Lumber Co.

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## Poplar, Oak, Bass, Hemlock, Chestnut and Lath

Write us for Prices

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All Thicknesses and Grades  
Let us quote you Prices

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WE WANT TO MOVE 100,000 FT. OF 13-16 X 2 1/4" FACE NO. 1  
COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

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Wholesale Manufacturers and Dealers

Quartered White Oak				Also				Quartered Red Oak			
1-2	1 & 2	No. 1	No. 2	Plain Oak, Poplar, Ash and Other Hardwoods				1-2	1 & 2	No. 1	No. 2
Com.	Com.	Com.	Com.					Com.	Com.	Com.	Com.
1-2	26,760	6,320	.....	Send Us Your Inquiries				1-2	570	270	.....
5-8	60,705	7,985	.....					5-8	18,340	6,080	.....
3-4	.....	3,490	.....					3-4	10,000	3,520	.....
4-4	232,107	617,027	107,645					4-4	80,155	234,273	5,290
5-4	22,512	50,238	1,145					5-4	39,773	56,060	5,459
6-4	35,035	32,947	.....					6-4	37,510	16,445	2,880
8-4	15,010	16,425	2,885					8-4	9,000	2,080	.....
4-4	Fas Strips 2 1/2 up	65,300	.....					4-4	Fas Strips 2 1/2 up	56,975	.....
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IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM  
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**Michigan Hemlock and Hardwoods and  
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Our specialty is the manufacture of our National brand of 3-8 and 13-16 end and side matched **MICHIGAN ROCK MAPLE FLOORING**. We also make an extra grade of **CLEAR ALL WHITE MAPLE FLOORING**, made from end-dried winter-sawn Michigan White Maple.

## NICHOLS & COX LUMBER COMPANY

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Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

## SALLING, HANSON CO.

MANUFACTURERS OF

**Michigan Hardwoods**

GRAYLING, MICHIGAN

## BRIGGS & COOPER CO. LTD.

SAGINAW,  
MICHIGAN

### Specials for Quick Shipment

15,000	4-4	1's and 2's Basswood, 13 in. & up
130,000	12-4	No. 1 Com. and Better Grey Elm
100,000	6-4	No. 2 Com. and Better Soft Elm
70,000	4-4	to 16-4 log run Rock Elm
100,000	4-4	Basswood, all grades
150,000	6-4	Basswood, all grades
300,000	5-4	Basswood, all grades
150,000	4-4	No. 2 and No. 3 Com. Basswood
125,000	5-4	No. 2 and No. 3 Com. Basswood
250,000	8-4	No. 1 Com. and Bet. Hard Maple
100,000	4-4	Birch, all grades
100,000	12-4	No. 1 Com. and Bet. Hard Maple
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A full line of Basswood, Birch, Beech, Elm and Maple Lumber, also Southern Hardwoods

## Manistee Planing Mill Co.

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Manufacturers of High-Grade

**Michigan Maple Flooring**

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED,  
KILN DRIED MAPLE FLOORING.

## "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{4}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

**Kerry & Hanson Flooring Co.**

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FAMOUS FOR HARD MAPLE AND GREY ELM

## HACKLEY-PHELPS-BONNELL CO.

MANUFACTURERS OF NORTHERN AND SOUTHERN

## HARDWOODS

SAW MILLS AND YARDS:

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GENERAL OFFICES: **GRAND RAPIDS, MICH.**

**RIGHT NOW  
We Want to  
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White Ash, 4-4 to 16-4—all grades.  
Cottonwood, 4-4—all grades.  
Cypress, 4-4 to 8-4—all grades.  
Red Gum, 4-4 to 6-4—all grades.  
Red and White Oak, 4-4 No. 1 Common.

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510 EDDY BUILDING, SAGINAW, MICH.

MILLS AND YARDS, JOHNSON CITY, TENN., AND POPLAR BLUFF, MO.

**Tennessee Mountain Oak. St. Francis Basin Red Oak.**

We are prepared to furnish Red Oak timbers and dimension promptly.  
We have a full stock of Sound Wormy Chestnut in all thicknesses.

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Manufacturers of

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Maple, Birch, Basswood, Beech, Ash,  
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Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

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Manufacturers and Wholesalers of

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**A. B. KLISE LUMBER CO.,** STURGEON BAY, MICH.

Manufacturer of Lower Peninsula Hardwoods and  
Hemlock—Water Shipment Only.

**1,000,000 FEET BEECH FOR SALE**

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BEST BIRD'S EYE MAPLE VENEER 1-24 INCH THICK

Will give you first choice. Order today any amount  
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Sheets as big as all out doors. Will sample FREE.

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Cypress - Yellow Pine  
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### VENEERS

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WANTS TO BUY

OAK, POPLAR, QUARTERED OAK, BASSWOOD

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Mills at  
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Cottonwood, Oak, Ash, Gum,

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Lumber St., near Twenty-Second

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Facilities: Largest factory (2 acres floor space)  
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25,000 acres of our own hardwood timberland.

Every Panel Guaranteed

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To close a partnership, I will give a great bargain on 8,000 or 16,000 acres of hardwood timber land in Arkansas. For full particulars, address

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE FLANNER-STEGER LAND & LUMBER CO.

113 Fisher Building, CHICAGO, ILL.

Let us quote you when in the market for

**MAPLE and BIRCH FLOORING**

## Hanchett Filing Room Machinery

We make filing room machinery and tools. It's our business—just as lumbering is your business, and we make good machinery and tools; we believe a little better than anyone else—and we sell them too. The majority of the larger mills for the last two years have been equipped with Hanchett Filing Room Machinery. Write us for names of the Big Mills that are equipped with Hanchett Filing Room Machinery. We have sold the biggest filing room outfits ever placed in any mill.

Want an Automatic Band or Circular Sharpener, Gang Grinder, Lap Grinder, Brazing Table, Swage, a Tension Gauge, Saw Anvil or any other tool? We make them all. Glad to send them out on approval or in competition with any other make.

Write for catalog No. 20

**Hanchett Swage Works**

**Big Rapids, Mich., U.S.A.**

### STOCK FOR SALE

4 cars 1" Nos. 1 and 2 Pl. R. Oak.  
10 cars 1" No. 1 Com. Pl. R. Oak.  
2 cars 5/4 Nos. 1 and 2 Pl. R. Oak.  
2 cars 5/4 No. 1 Com. Pl. R. Oak.  
3 cars 6/4 No. 1 C. & B. Pl. R. Oak.  
2 cars 2" Nos. 1 and 2 Pl. R. Oak.  
2 cars 2" No. 1 Com. Pl. R. Oak.  
1 car 3" & 4" Nos. 1 and 2 Pl. R. Oak.  
1/2 car 2x12 up Nos. 1 and 2 Pl. R. Oak.  
1/2 car 1x10 up Nos. 1 and 2 Pl. R. Oak.  
20 M 5/4 No. 1 Com. Q. R. Oak.  
1 car 2" No. 1 Com. & Bet. Q. R. Oak.  
2 cars 1" Nos. 1 and 2 Pl. W. Oak.  
2 cars 1" No. 1 Com. Pl. W. Oak.  
4 cars 2" No. 1 C. & B. Pl. W. Oak.  
3 cars 2" Nos. 1 and 2 W. Ash.

## CRESCENT HARDWOOD LUMBER CO.

### HARDWOOD LUMBER

**MEMPHIS**

Main Office and Yards,  
**MEMPHIS, TENN.**

Branch Office,  
**QUINCY, ILL.**

### STOCK FOR SALE

1 car 2" No. 1 Com. W. Ash.  
1 car 1" Nos. 1 and 2 W. Ash.  
1 car 1" No. 1 Com. W. Ash.  
6 cars 1" to 2" No. 1 C. & B. Poplar  
on grade.  
150 M 1" Tupelo Gum on grade.  
1/2 car 1"x13 to 17 Tupelo Gum B. Bds.  
1/2 car 1"x13 to 17 Sap Gum B. Bds.  
50 M 6/4 No. 1 C. & B. Hickory.  
1 car 1"-5/4"-2" No. 1. Com. Hickory.  
25,000 ft. 2" Nos. 1 & 2 Com. Gum.  
75,000 ft. 1" to 2" Nos. 1 & 2 Com.  
Cypress.  
2 cars 1" Sound Wormy Oak.  
75,000 ft. 3/4"x5/8" Log Run P. & Q. Oak.



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HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## W. P. Craig Lumber Co.

**Wholesale Hardwood and Building**

**Lumber**

Empire Building, :: PITTSBURG, PA.

## Palmer & Semans Lumber Co.

Manufacturers and Wholesalers of

**LUMBER**

Hardwood Mills: Lick Run, W. Va., Sutherland, W. Va.,  
Arvondale, W. Va., Beckley, W. Va., Hookersville,  
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Home Office: Uniontown, Pa.

Sales Office: Oliver Building, Pittsburg, Pa.

I. F. BALSLEY, Sales Manager.

## LINEHAN LUMBER COMPANY

WHOLESALE

**HARDWOODS**

And Hardwood Flooring

Southern Stock a Specialty

MAY BUILDING,

:

PITTSBURG, PA

## Willson Bros. Lumber Co.

MANUFACTURERS

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HARDWOODS**

FARMERS BANK BLDG.

PITTSBURG, PA.

## We Want to Move

THREE CARS 6-4 FLITCH LOCUST  
AT \$24.00 F. O. B. ASHTOLA, PA.

**BABCOCK LUMBER  
COMPANY**

ASHTOLA, PA.

## The Hamilton Lumber Co.

WHOLESALE LUMBER

Manufacturers and Dealers in

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WHITE PINE

OAK

HEMLOCK

HARDWOODS

PITTSBURG, PA.

(WATCH THIS SPACE EVERY MONTH)

## The Goodwin Lumber Company

West Virginia and Southern Hardwoods

Mills: Blue Jay, W. Va.; Shawsville, Va.

Want to move quick:

200,000 ft. 4-4 Mill Cull Poplar, band sawed

E. H. Shreiner, Manager Sales, Pittsburg, Pa.

## A Great Opportunity

**LOCATION FOR SHOOK FACTORY**

Large output of low-grade lumber  
at low-grade price

For full information address

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ILLINOIS CENTRAL R. R.

No. 1 PARK ROW

CHICAGO

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

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### ASH, OAK, GUM AND CYPRESS LUMBER

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Chicago Office: 1416 Fisher Bldg.

## DRAKE-CONGER LUMBER CO.

Successors to

R. E. DRAKE LUMBER CO.

WHOLESALE

### Hardwoods and Yellow Pine

We can quote you prices on anything you use and will furnish the grades bought. Good woods and prompt shipment.

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## Himmelberger-Harrison Lumber Co.

### Specialists Red Gum

Mills at  
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Sales Offices  
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WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY  
CHARLESTON :: :: :: :: :: WEST VIRGINIA

## OAK WAGON STOCK

SAWED FELLOES AND HOUNDS  
OUR SPECIALTY

THE PRATT-WORTHINGTON CO. Crofton, Ky.

C. M. JENNINGS, Pres. and Treas. C. A. BERTHOLD, V. Pres. G. P. SHEHAN, Sec.

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Manufacturers and Dealers in

### OAK, GUM, CYPRESS, Etc.

Wagon and Implement Stock  
Railroad Stock

Lumbermen's Building

ST. LOUIS, MO.

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published Semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

### Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg.  
CHICAGO

Mention this Paper.

116 Nassau Street  
NEW YORK CITY

## ALL WE CAN OFFER NOW, IS

2 cars 4-4—18 in. to 22 in.

Cottonwood Panels

5 cars 8-4—1st and 2ds Cottonwoods  
(All Wides and Clears in)

1 car 8-4—No. 1 Common, Cottonwood

Can furnish thin stock and dress stock to order.

We make a specialty of fine ash stock.

YOUR INQUIRIES WILL RECEIVE  
OUR PROMPT ATTENTION

## THE CARDWELL MILL & LUMBER CO.

Cardwell, Missouri

# INDIANA

WHERE THE BEST HARDWOODS GROW

## J. V. STIMSON, HUNTINGBURG, IND.

J. V. Stimson & Co., Owensboro, Ky.

We have to-day the following woods for immediate shipment:

Plain and Quartered White Oak, Plain and Quartered Red Oak, Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood

All stock bone dry.

Write us any time

## COPPES, ZOOK & MUTSCHLER CO.

NAPPANEE, INDIANA

Northern Indiana hard woods, dry, carefully manufactured, large stocks.

IMMEDIATE SHIPMENTS

INQUIRIES SOLICITED

## TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

## Finely Figured Quartered Oak

Evansville, Indiana

## B A R G A I N S

We Want to Move Quick

1 car 4-4 in. No. 1 Com. Poplar.

2 cars 4-4 in. Log Run Poplar.

1 car 4-4 in. No. 1 Com. & Bet. Plain Red Oak.

Get Our Prices on the Above Cars

## BARRETT MITCHELL LBR. CO.

South Bend, Indiana

## S. BURKHOLDER LUMBER CO.

CRAWFORDSVILLE, IND.

We want to move the following stock quick:

1 car 4-4 No. 1 Common Walnut

1 car 6-4 No. 1 Common and 1 and 2s P. W. O.

1 car 4-4 to 10-4 No. 1 common Ash

1 car 4-4 Plain Oak Strips 4 inches wide

2 cars 4-4 No. 1 Common and 1 and 2s Mountain Oak

## INDIANA HARDWOODS

The old-fashioned kind you used to get.

## EZRA RHODES NORTHERN and SOUTHERN HARDWOODS

South Bend, - - - - - Indiana

## CRAIG-VERNON LUMBER CO.

Manufacturers and Wholesale Dealers

POPLAR, OAK, CHESTNUT, WALNUT, ASH

Straight or mixed cars

NASHVILLE, - - - - - TENNESSEE

## Thompson, Thayer & McCowen Hardwood Lumber EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

No. 2 Common Walnut,  $\frac{3}{8}$  in. to  $\frac{3}{4}$  in.

We manufacture Quartered, Plain Oak & Poplar Lumber

# Linderman Automatic Dovetail Glue Jointer

To the woodworker who weighs the cost of Jointing Lumber and the value of his finished product the LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER offers a method that eliminates the operations necessary to complete a glue joint as jointing, glueing, clamping, unclamping and edging the jointed panel to width, combining the five hand operations into One Automatic Operation with a

## WEDGE DOVETAIL JOINT

which has proven by practical tests to be stronger than a flat joint because it allows the glue to stay in the joint until the tapering wedge Dovetails draw the lumber together which forces the glue into the pores of the wood welding it with a permanent clamp.

**LINDERMAN MACHINE CO.**

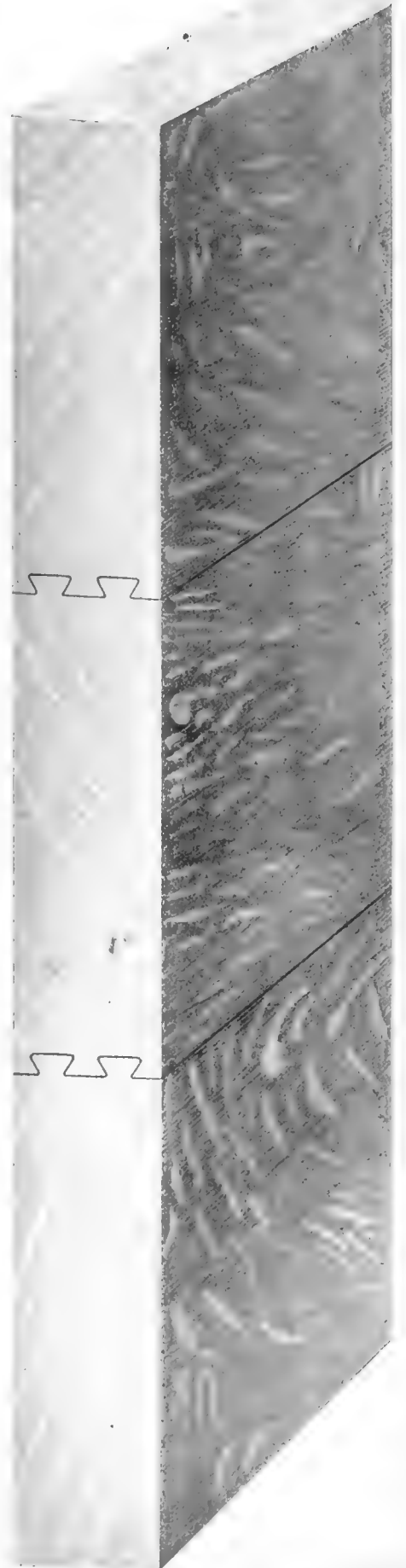
MUSKEGON, MICHIGAN

EASTERN SALES REPRESENTATIVE

**J. M. GILMOUR,**

1872 Hudson Terminal Bldg.

New York City



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK.  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## THE W. M. RITTER LUMBER COMPANY

COLUMBUS, OHIO

Carries 50,000,000 Feet Band Sawed

YELLOW POPLAR WHITE PINE WHITE OAK RED OAK  
HICKORY ASH BASSWOOD CHESTNUT HEMLOCK  
SOUTH CAROLINA YELLOW CYPRESS  
And Other Kinds of Lumber

If you want GOOD stock, WELL MANUFACTURED and GRADED, place your order NOW.  
Prices never go high enough to cause us to fail to fill our contracts to the letter.

WESTERN OFFICE

919 Fisher Bldg., Chicago, Ill.

EASTERN OFFICE

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## W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED  
SOFT

# YELLOW POPLAR

ASHLAND, KENTUCKY

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

DRY

ALL GRADES

5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.



# Aardwood Record

Fifteenth Year, }  
Semi-Monthly. }

CHICAGO, APRIL 10, 1910

{ Subscription \$2.  
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LARGEST VENEER PLANT IN THE WORLD

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**MAHOGANY, VENEER**

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OFFICE, FACTORY AND YARDS:

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Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

**W A N T E D**

All Kinds of High-Grade

**HARDWOODS**

**S.E. SLAYMAKER & CO.**

Representing  
WEST VIRGINIA SPRUCE LUMBER CO.,  
Cass, West Virginia.

Fifth Ave. Bldg.,  
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Dividends at the rate of \$36.00 per \$100.00 premium

*This Represents the Present Average Dividend of the "Big Five"*

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**CHERRY RIVER BOOM & LUMBER CO.**

SCRANTON, PA.

MANUFACTURERS AND LEADING DISTRIBUTORS

**West Virginia Hardwoods**

*"The Best Lumber"*

**VENEER DRYERS**

ASK THE MAN WHOSE AD IS IN THE  
UPPER LEFT HAND CORNER OF THIS PAGE  
WHAT HE THINKS OF THE "PROCTOR"  
VENEER DRYER THAT HE PUT IN HIS PLANT

The Philadelphia Textile Machinery Co.

Dept. H., Hancock and Somerset Sts.

Philadelphia, Pennsylvania

**LUMBER INSURERS' GENERAL AGENCY**

Managers of the Leading Stock Fire In-  
surance Companies making a specialty  
of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

# McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

Get your order in early for

## RED OAK

1 car 4-4, 12 inches and up, bone dry,  
 1 car 5-4 Common and Better,  
 2 cars 3-4 Common and Better.

## We have 3 cars of 12-4 Log Run HARD MAPLE

Ask us for prices.

## If you are looking for CYPRESS

write us for prices. We have a big stock on  
 hand. Ask us for quotations.

Ask us for prices on

## SOFT YELLOW TENNESSEE POPLAR

2 cars 3-4, Firsts and Seconds

Get our prices on

## WHITE OAK

2 cars 1-4, 12 inches and up. Bone dry.

We have a large block of plain

## RED AND WHITE QUARTERED OAK

all thicknesses, bone dry; and can make im-  
 mediate shipment from our yard to parties  
 in a hurry for dry stock.

We have several cars of 4-4

## RED CEDAR

at interesting figures. Write us.

How are you fixed on

## RED GUM AND COTTONWOOD

We have a large block of 4-4 in the above

Let us quote you on

## OAK SQUARES

1 car 2 x 2, two-thirds 18 inch, one-third 14 inch.

We have just received a large block of

## SOFT WHITE PINE

4-4 to 8-4, Dry, well manufactured, good  
 widths and lengths.  
 Can ship separate or mixed cars.

better time than right now to  
 think about

## SPRUCE

Our big stock offers some choice bargains.

Send in your order promptly for

## WHITE ASH

1 car 4-4, Dry, Common and Better  
 2 cars 3-4, Common and Better.

Are you in the market for

## POPLAR SELECTS

2 cars 16 inches and up. Soft yellow stock.

Here is your opportunity to get  
 interesting quotations on

## QUARTERED WHITE OAK

2 cars 4-4, 12 inches and up.  
 1 car 5-4, 12 inches and up.

Dry, good length, well figured and  
 nicely manufactured.

*"We Have It If It's Hardwood"*

# J. GIBSON MCILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

# W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED  
 MATCHED OR JOINTED  
 POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber  
 1 TO 6 INCHES THICK WRITE FOR PRICES  
**BAY CITY :: MICHIGAN**

## Kneeland-Bigelow Co. Bay City, Mich.

Manufacturers of

## Michigan Hardwoods and Hemlock

### ANNUAL CAPACITY

20,000,000 Feet of Hardwood

20,000,000 Feet of Hemlock

LET US KNOW YOUR WANTS

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

☐ For more than thirty years the manufacturers of lumber at Cadillac have conducted business on one definite policy.

☐ In brief, that policy has embraced a source of timber supply of the best in the state of Michigan; the employment of the highest class of workmen and best machinery in the manufacture of their lumber and flooring; the exercise of exceptional care in the seasoning of stock, infinite pains in grading and painstaking attention to the requirements of every customer.

☐ The result of this policy has been Cadillac Quality and Cadillac Reputation for Satisfactory Dealing.

☐ If you are not a Cadillac partisan, it will be to your interest to get in line. Be friendly—write us.

## Michigan Hard Maple Cadillac Quality

1 x 9	1s and 2s	4M
1 x 15 and wider	1s and 2s	8M
5-4	No. 1 and 2 Common	20M
8-4	No. 1 and 2 Common	20M
4-4	No. 3 Common	100M

Order Now while we have dry stock.  
No additional stock will be dry until  
next summer.

**MITCHELL BROTHERS CO.**  
CADILLAC, MICH.

## CADILLAC QUALITY

WHEN YOU WANT

### LUMBER OF CADILLAC QUALITY,

Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition,

SEND US YOUR INQUIRIES



**COBBS & MITCHELL**  
(INCORPORATED)  
CADILLAC, MICHIGAN



## The Cadillac Handle Co. Lumber and Broom Handles Cadillac, Michigan

Have the following dry, band sawn stock for sale:

5 cars 4-4 Beech, No. 2 Com. and Bet.  
3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.  
3 cars 4-4 Ash, White and Black mixed No. 2 Com. & Bet.  
2 cars 4-4 Ash No. 3 Com.  
1 car 6-4 Birch Unselected for color, running approximately  
65% 1s and 2s. 27% No. 1 Com. 8% No. 2 Com.

All the stocks are band sawn and dry.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

# ANDERSON-TULLY COMPANY

MEMPHIS, - TENN.

## STOCK AT MEMPHIS YARDS:

## PLAIN RED OAK

3/8 Nos. 1 & 2	30,000
1/2 Nos. 1 & 2	107,000
3/4 Nos. 1 & 2	63,700
6/4 Nos. 1 & 2	42,000
8/4 Nos. 1 & 2	32,000
3/8 No. 1 Com.	14,800
1/2 No. 1 Com.	30,000
3/4 No. 1 Com.	9,200
6/4 No. 1 Com.	94,000
8/4 No. 1 Com.	73,500
12/4 No. 1 Com.	59,700
4/4 No. 1 Com.	3,000
4/4 No. 2 Com.	143,000
4/4 No. 3 Com.	122,000

## COTTONWOOD

4/4 x6 to 12" Nos. 1 & 2	288,000
4/4x13 to 17" Nos. 1 & 2	52,300
4/4x18 to 21" Nos. 1 & 2	95,600
4/4x22 & up Nos. 1 & 2	74,100
5/4x 6 to 12" Nos. 1 & 2	135,200
6/4x 6 & up Nos. 1 & 2	11,800
8/4x 6 & up Nos. 1 & 2	22,100
4/4x 4 & up No. 1 Com.	518,000
5/4x 4 & up No. 1 Com.	70,800
6/4x 4 & up No. 1 Com.	52,400
4/4x 3 & up No. 3 Com.	156,000

## SAP GUM

3/8x 6 & up Nos. 1 & 2	20,000
1/2x 6 & up Nos. 1 & 2	35,700
5/8x 6 & up Nos. 1 & 2	72,500
5/8x15 & up Nos. 1 & 2	27,000
4/4x 6 & up Nos. 1 & 2	158,800
4/4x13 to 15" Nos. 1 & 2	102,100
4/4x13 to 16" Nos. 1 & 2	18,100
4/4x17 to 21" Nos. 1 & 2	49,000
4/4x22 & up Nos. 1 & 2	76,100
5/4x 6 & up Nos. 1 & 2	131,700
6/4x 6 & up Nos. 1 & 2	25,100
4/4x13 to 17" B-B Nos. 1 & 2	53,400

## TUPELO GUM

5/4 Nos. 1 & 2	9,700
<b>RED GUM</b>	
3/4x 6 & up Nos. 1 & 2	27,800
3/8x 6 & up Nos. 1 & 2	44,000
1/2x 6 & up Nos. 1 & 2	7,500
5/8x 6 & up Nos. 1 & 2	50,000
4/4x 6 & up Nos. 1 & 2	71,000
5/4x 6 & up Nos. 1 & 2	80,800
6/4x 6 & up Nos. 1 & 2	21,100
8/4x 6 & up Nos. 1 & 2	11,800
4/4 No. 1 Com.	98,000

## STOCK AT VICKSBURG YARDS:

## SOUND WORMY

4/4 97,000

## QUARTERED WHITE OAK

6/4 Nos. 1 & 2	18,000
6/4 No. 1 Com.	9,800
5/4 Nos. 1 & 2 Sr w more	17,000
5/4 L-R Maple	37,400

## PLAIN WHITE OAK

5/8 Nos. 1 & 2	26,000
4/4 Nos. 1 & 2	37,900
3/8 No. 1 Com.	40,300
3/4 No. 1 Com.	6,300
4/4 No. 1 Com.	76,000
6/4 No. 1 Com.	65,000
8/4 No. 1 Com.	4,800

## COTTONWOOD

4/4x 6 to 12" Nos. 1 & 2	247,000
4/4x13 & up Nos. 1 & 2	119,000
5/4 x6 to 12" Nos. 1 & 2	434,000
5/4x13 & up Nos. 1 & 2	121,000
6/4x 6 & up Nos. 1 & 2	93,000
4/4x 8 to 12" B-B Nos. 1 & 2	42,000
4/4x13 to 17" B-B Nos. 1 & 2	63,000
4/4 x4 & up No. 1 Com.	192,000
4/4x13 & up No. 1 Com.	98,000
4/4 No. 3 Com.	117,000

## COTTONWOOD B-B.

4/4x 8 to 12"	71,000
4/4x13 to 17"	46,800

## CYPRESS

4/4 Shop 74,000

Let us quote you prices on anything you  
may want in the above list.

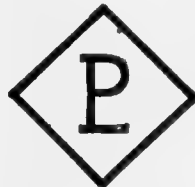
We'll make it worth your while.

## PAEPCKE-LEICHT LUMBER CO.

Manufacturers

### SOUTHERN HARDWOOD LUMBER

Sap Gum  
Red Gum



White Oak  
Red Oak

Ash, Cypress, Elm, Maple, Sycamore

### Cottonwood a Specialty

DRY STOCKS  
QUICK SHIPMENTS

General Offices:

## CHICAGO, ILL.

# R.E. Wood Lumber Company

Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

We own our own stumpage and operate our own mills.

Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:  
CONTINENTAL BUILDING.**

**Baltimore, Maryland**

## Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawn Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed

veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

## HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

### HARDWOODS

YOU  
CAN  
AFFORD TO  
DEAL  
WITH US

### WHITE PINE

### WE WISH TO BUY

Poplar

1 in. Wagon Box Boards 11 in. to 23 in. wide, 12 ft., 14 ft., 16 ft. long  
1 car 1½ x 16 in., 10 ft. and 12 ft. Box Boards.  
1 car 1½ x 16 in. and up 1 and 2 grade.  
2 cars 2 x 14 in. to 16 in., 1 and 2 grade Sign Boards, 14 ft., 16 ft., and 18 ft. long.  
2 cars ¾ in., 1 and 2 grade.

### WE WISH TO SELL

2 or 3 cars 2 in., 1 and 2 grade Dry White Ash, Standard Lengths.

We want to sell car or cargo lots of any kind of lumber. If we accept your order, will produce the goods. Write us.

1 car 2½ in. and 3 in., 1 and 2 grade Dry White Ash, Standard Lengths.  
5 cars 1 in., 1 and 2 grade Poplar.  
500,000 ft., 1 in., No. 1 Common and Better Plain Red and White Oak, Bone Dry.  
1 in., No. 2 Common Oak out of the above lot.  
3 cars 1 in., 1 and 2 grade Red Gum, Dry.  
6 cars 1 in. Gum Box Boards, 13 in. to 17 in. wide, Dry.  
1,000,000 ft. 1x4-6-8-10 and 12 in. No. 1 and C and Better Norway.  
1,000,000 ft. 1x4-6-8- and 10 in. No. 2 and Better White Pine.

### YELLOW PINE

YOU  
CANNOT  
AFFORD NOT  
TO DEAL  
WITH US

### CAR STOCK

CAR MATERIAL

BAND SAWN

DIMENSION STOCK

## RED GUM

THIN STOCK A SPECIALTY

All Gum Dipped in a Special Solution to Prevent Stain

**PLAIN AND QUARTERED OAK, ASH AND ELM**

Capacity 100,000 feet per day.

TALLAHATCHIE LUMBER CO.

PHILIPP, MISS.



IF YOU DON'T  
WANT A

# NEW LANE MILL

A LARGE LINE OF

PLANERS, MATCHERS, EDGERS, TRIMMERS, LIVE ROLLS, LOG HAULS, CANTERS,  
LATH, SHINGLE AND CLAPBOARD MACHINERY, STEAM FEEDS, AIR BUFFERS,  
TURBINES, TRANSMISSION MACHINERY, TRAVELING CRANES, ETC.

THE LANE GUARANTEE IS BACK OF IT ALL.

Send for our Catalogs

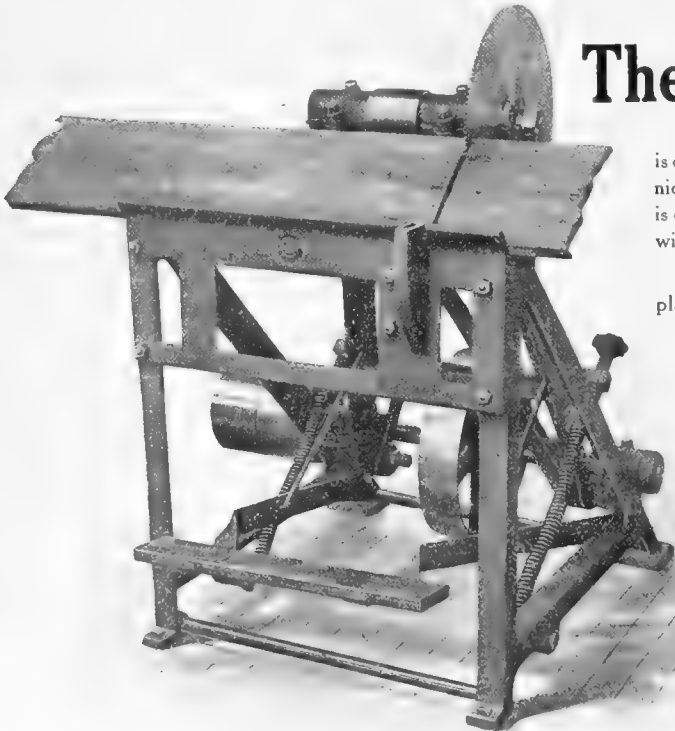
## LANE MANUFACTURING CO., Montpelier, Vt.

Good, live, responsible Machinery Dealers wanted to represent us in sections not already covered

REMEMBER  
WE ALSO MAKE

## TWENTY IN ONE PLANT AT WORK

All trim saws **trim** and all cut-off saws **cut**, but some are not as easy to handle, as safe or convenient to operate as others. One of our **new type** trim saws requires only three square feet of floor space and may be located at the **most-saving-of-time-point** in your plant.



### The Berlin No. 238 Trim Saw

is essentially a swing saw with the swinging arc hung from below and mounted on trunnion point set screws so that all side play is quickly taken up. The swinging arm is counterbalanced by means of springs. The swing is operated **at any point** in the width of the machine by a foot treadle, and the shaft is mounted in split-boxes.

**Every cut is made with absolute accuracy** because the table being placed at an angle holds the stock so that the operator "looks it in the face."

A strong, sturdy frame holds the upper parts in perfect alignment. Vertical, as well as horizontal, adjustment is provided on the saw arbor.

These few points and a study of the picture will give you a fair idea of the uses of this **accurate cutting** machine. Would you be interested in a large picture and full description? Gladly sent on request.

**THE BERLIN MACHINE WORKS**  
BELOIT, WISCONSIN

New York  
Chicago  
Boston  
New Orleans

Seattle  
San Francisco  
Spokane  
Columbia, S. C.

# LOUISVILLE THE HARDWOOD GATEWAY



**PLAIN OAK, QUARTERED OAK,  
CHESTNUT, WALNUT, HICKORY,  
POPLAR, ASH, MAHOGANY.**

## **BIG DRY STOCKS**

**We want a share of your business and will treat you right.**

Write to one of us or all of us to-day.

**NORMAN LUMBER CO.  
LOUISVILLE POINT LBR. CO.  
E. B. NORMAN & CO.  
LOUISVILLE VENEER MILLS  
VENEERS, THIN LUMBER AND PANELS**

**W. P. BROWN & SONS LBR. CO.  
EDW. L. DAVIS LBR. CO.  
OHIO RIVER SAW MILL CO.  
C. C. MENGEL & BRO. CO.**

Have the largest stock of MAHOGANY in the United States right in Louisville.

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THE HARDWOOD CENTER OF THE EAST

## LITTLE RIVER LUMBER CO.

Manufacturers of

Poplar, White Pine, Hemlock  
and all kinds of Hardwoods

## CLEARFIELD LUMBER CO., Inc.

Manufacturers of

Poplar and Hardwood Lumber  
Oak a Specialty

## PEART, NIELDS & McCORMICK CO.

Manufacturers of

North Carolina Pine, Box  
Shooks, Ceiling, Flooring, etc.

SALES OFFICES:

218 FRANKLIN BANK BUILDING, PHILADELPHIA

Band Mills, Complete Planing Mills and Dry Kilns.  
WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.  
MANUFACTURERS BAND-SAWED HARDWOODS

Mixed car shipments including Oak Flooring our specialty

We are long on

**No. 1 Common Oak Flooring**

also want to move several cars of

**No. 2 Common Oak Flooring**

Write for special price.

Address all Correspondence

**WHITING LUMBER CO.**

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

**WISTAR, UNDERHILL & CO.**  
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**QUARTERED WHITE OAK**

NICE FLAKY STUFF

**WRITE RICHTER FOR PRICES ON**

4-4 Nos. 2 and 3 Com. Soft Yellow Poplar 4-4 Log run Cypress M.C.O.  
4-4 Common and Better Chestnut (except for pin worm holes)  
4-4 6, 8, 10 and 12 in., Nos. 2 and 3 Com. Tenn. White Pine.

**RICHTER LUMBER COMPANY,**

Land Title Bldg.

Philadelphia, Pa.

**THOMAS E. COALE LUMBER CO.**  
Franklin Bank Building, Philadelphia

We are interested in **No. 2 Common 8-4 Quartered White  
Oak and All Grades of Poplar and Other Hardwoods.**

**S. B. VROOMAN CO., Ltd.**  
**Mahogany, Teak and Domestic Hardwoods**  
1135 Beach St., Philadelphia, Pa.

Mills:

Fenwick, W. Va. Edgewood, N. Y.  
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## Fenwick Lumber Company

Manufacturers

**Hemlock, Spruce, Hardwoods**

General Offices:

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Sales Offices:

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**DANIEL B. CURLL**

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**HARDWOODS**

Large Capacity Band Mill at GLENRAY, WEST VIRGINIA

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Send us your inquiries

## HARDWOOD RECORD

Not only the **ONLY HARDWOOD PAPER**  
but the **BEST LUMBER PAPER** published

**CHAS. K. PARRY & CO.**

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

**WE WANT:**

Quartered Red and White Oak, all grades, 4-4 to 8-4  
4-4, 5-4, 6-4 common and better plain white and Red Oak  
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress  
Log Run Basswood

# THE EAST

LEADING MANUFACTURERS AND JOBBERS

## SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 80,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

**SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.**

Manufacturing Our

**Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum**

Also Have Other Mills Under Contract

**SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA**

**H. D. WIGGIN** 89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

**The Webster Lumber Co.**

SWANTON, VT.

**NORTHERN AND SOUTHERN HARDWOODS**

Mills at: Swanton, East Fairfield  
Bakersfield and Greensboro, Vt.  
and Malone and Newton Falls, N. Y.

New York Office:

1 MADISON AVENUE

**Wanted:** White Oak for ships and docks, long lengths up  
to 45 feet. Dimension Oak Plain and Quartered,  
Red and White. Write us for specifications and prices.

**INDIANA QUARTERED OAK CO., 7 East 42d St., New York**

**The Billmeyer Lumber Co.**

Manufacturers and Wholesale Dealers in Lumber  
CUMBERLAND, MARYLAND

**WM. E. LITCHFIELD**

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

**ELY BROTHERS, Inc.**

Manufacturers and Dealers in Eastern Hardwoods, Hem-  
lock, Spruces, White Pine and Basswood. Dimension  
Stock and Special Orders carefully attended to. Corres-  
pondence solicited.

Address, 210 Beacon St., Hartford, Conn. 120 West Silver St., Westfield, Mass.

**ROBERT W. HIGBIE COMPANY**  
**HARDWOODS—BIRCH, MAPLE, BEECH**

Mills at New Bridge, N. Y. 45 Broadway, New York

Hardwood Bill Timber, 2-in. to 10-in.—20 ft and under.

**CHARLES HOLYOKE**

141 MILK STREET, BOSTON, MASS.

**HARDWOODS**

**PALMER & PARKER CO.**

TEAK

**MAHOGANY**

EBONY

ENGLISH OAK

**VENEERS**

DOMESTIC

CIRCASSIAN WALNUT

HARDWOODS

103 Medford Street, Charlestown Dist.

BOSTON, MASS.

**R. S. CORYELL LUMBER CO.**

Union Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis  
Brand" Washington Red Cedar Shingles



For items of Hardwood Stock or Hardwood  
Machinery, you will find it advantageous to  
write our advertisers. Get in touch!

# A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

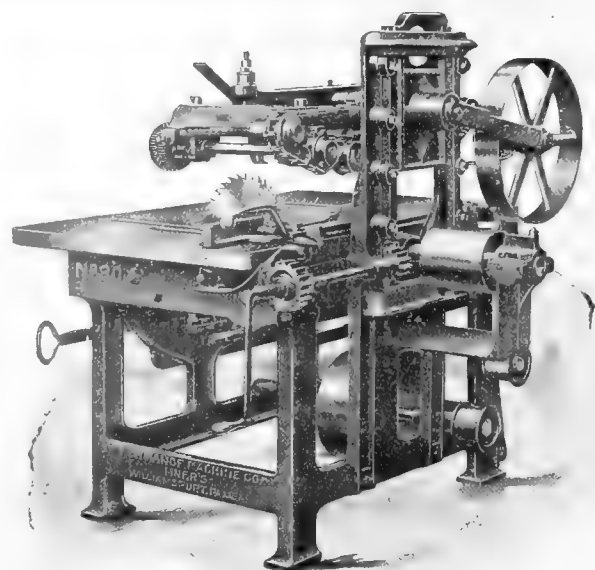
A Machine of Exceptional Range and Capacity

Especially Adapted for Sawing Short Stock

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances **without adjustment**. It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.



## HERMANC MACHINE COMPANY

WILLIAMSPORT, PA.

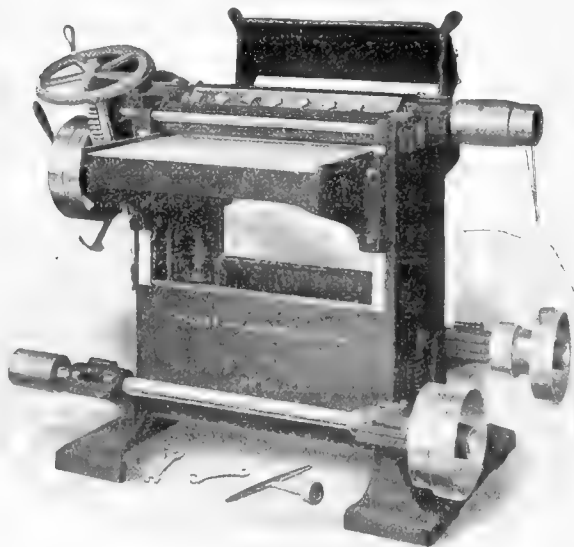
CHICAGO REPRESENTATIVES:

Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

### Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS  
CHICAGO, ILLINOIS



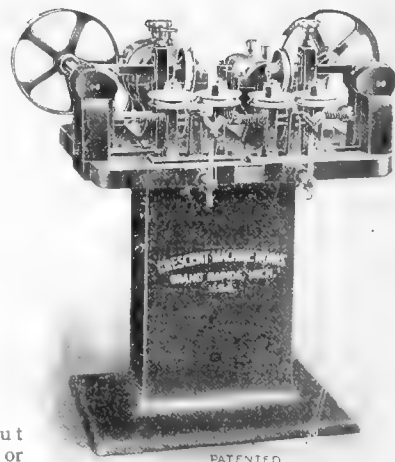
No. 35 SINGLE SURFACE PONY PLANNER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

### MOST PERFECT

## DOUBLE HEAD DOWEL MACHINE

These machines have two spindles running side by side, both spindles operated at the same time and by the same operator. Double No. 1 cuts from ¼-in. to 1-in. diameter; double No. 2 cuts up to 2-in. in diameter; double No. 3 cuts up to 3-in. in diameter. These machines are designed for the rapid production of round rods for all purposes, and have a capacity of 7,000 feet per hour and larger when required. Waste stock and every grade of stock may be turned without danger of it twisting off or clogging in the cutter head.



PATENTED

Write for Circular describing these machines in detail

## CRESCENT MACHINE WORKS

Manufacturers Patented and Improved Woodworking Machinery  
Grand Rapids, Michigan

## CHICAGO MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

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REPRESENTING EXCLUSIVELY

BAXTER D. WHITNEY & SON.  
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GREAVES, KLUSMAN & CO.,  
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CRESCENT MACHINE WORKS,  
of Grand Rapids,

WEST SIDE IRON WORKS,  
New Chicago Line.





# CINCINNATI

## The Hardwood Lumber Gateway

In the center of the producing  
and consuming territory.

A “SQUARE DEAL” IS OUR MOTTO

Cincinnati Lumbermen can and will  
gladly take care of your requirements.

WHY GO BEYOND!=====STOP HERE!

Cincinnati manufacturers and dealers  
solicit your inquiries. See their “ads”  
on following pages of this paper.

# CINCINNATI

THE GATEWAY OF THE SOUTH

## KENTUCKY LUMBER CO., CINCINNATI, OHIO

### MANUFACTURERS OF SOUTHERN HARDWOODS AND POPLAR

Higher grades of all kinds are scarce, but we still have some to sell.

5-4, 6-4, 8-4, No. 1 Com. & Better Pl. W. Oak	4-4, 6-4 Com. & Better Ash
5-4, 6-4, 8-4 " " Poplar	4-4 to 8-4 " " Red Gum
6-4, 8-4 " " Chestnut	4-4 to 8-4 " " Sap Gum

Also large stock low grade Poplar, Gum, Oak, Ash, Chestnut, W. Pine, Hemlock. Want to move quick a few cars 4-4 No. 1 Com. Pl. W. Oak.

## The Asher Lumber Company

Manufacturers and Wholesalers

### HARDWOODS

POPLAR A SPECIALTY

Bank and McLean,

CINCINNATI, O.

## B. A. KIPP & CO. HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

## RIEMEIER LUMBER CO.

Plain and Quartered

### Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:

Summer and Gest Streets,  
Cincinnati, Ohio

EASTERN BRANCH:

Buffalo, N. Y.

## OAK-CYPRESS-GUM

DIRECT SHIPMENTS FROM THE SOUTH | MIXED CARS QUICK FROM CINCINNATI

### THE FARRIN-KORN LUMBER CO.

PLANING MILLS AND  
GENERAL OFFICES:



CINCINNATI

HOUSE TRIM—  
MOULDINGS

HARDWOOD  
FLOORING

PLAIN OAK—GUM  
POPLAR—CYPRESS  
IN CARLOADS

"CENTURY" OAK } 3-8 &  
ALL HEART REDGUM } 13-16  
PARQUETRY OAK—5-16

## DUHLMEIER BROS.

### SOUTHERN HARDWOODS

CINCINNATI,

OHIO

## SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

### HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock  
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS  
UNIFORM GRADES — PROMPT SHIPMENTS

# CINCINNATI

THE GATEWAY OF THE SOUTH

## WE MUST MOVE THE FOLLOWING AT ONCE

Write for prices on anything you can use and we will make you very low prices.

200 M feet 4-4 Sound Wormy Chestnut  
250 M feet 5-4 Sound Wormy Chestnut  
250 M feet 6-4 Sound Wormy Chestnut  
200 M feet 8-4 Sound Wormy Chestnut  
60 M feet 4-4 No. 1 Com. and Selects Poplar  
200 M feet 4-4 No. 2 Com. and Selects Poplar  
300 M feet 4-4 No. 3 Com. and Selects Poplar  
2 cars 4-4 1 and 2 Quartered White Oak  
2 cars 4-4 No. 1 Common Quartered White Oak  
1 car 4-4 No. 2 Common Quartered White Oak  
1 car 4-4 C. and B. Basswood  
60 M feet 5-4 No. 1 C. and B. Pl. White Oak  
100 M feet 4-4 No. 1 Com. Pl. White Oak

**THE HARDWOOD LUMBER CO. CINCINNATI, OHIO**  
1411 to 1413 UNION TRUST BUILDING

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK--ASH--POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

WE HANDLE DRY

## HARDWOODS

For

Domestic and Foreign Markets

Correspondence Solicited

## FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG.

CINCINNATI, OHIO

## J. W. DARLING LUMBER CO.

CINCINNATI, OHIO

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

### A FEW SPECIAL ITEMS FOR QUICK SHIPMENT

3 cars—4-4 Panel or Box Boards Cottonwood, 18 to 21 inches wide	
5 " —4-4 1s and 2s	13 to 17 " "
3 " —5-4 1s and 2s	6 to 12 " "
5 " —4-4 No. 1 Common	13 inches and up "
1 car —4-4 Clear One Face	4 inches to 7 inches "

COTTONWOOD AND RED GUM OUR SPECIALTY

Write us for any items YOU NEED

## The New River Lumber Co.

Producers of

## HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:

Norma, Tenn.  
New River, Tenn.

GENERAL OFFICE:

1620 Union Trust Bldg.  
CINCINNATI

## St. James Cedar Company

HARDWOOD DEPARTMENT

## Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

WE HAVE FOR SALE,

10 cars 5-4 Firsts and Seconds Red Oak  
5 cars 5-4 No. 1 Common Red Oak  
2 cars 4-4 1s and 2s Red Oak  
5 cars 4-4 No. 1 Common Red Oak  
5 cars 4-4 No. 2 Common Poplar  
2 cars 4-4 Clear Sap Poplar

## C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, **100,000,000 Ft.**

## Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

## HARDWOODS

## veneers AND THIN LUMBER

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

Office and Yards: 2624-2634 Colerain Avenue

CINCINNATI, OHIO

# CINCINNATI

THE GATEWAY OF THE SOUTH

**MIDLAND LUMBER COMPANY**

**HARDWOOD  
LUMBER**

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

**THE MALEY, THOMPSON  
& MOFFETT CO.**

**Veneers, Mahogany and  
Hardwood Lumber**

Largest Stocks

Best Selections

CINCINNATI, OHIO

We are Specialists in

**RED GUM**

Plain and Quartered

**Bayou Land & Lumber Co.**

Mitchell Building - CINCINNATI

**John Dulweber & Co.**

**HARDWOOD LUMBER**

Mills  
In Ohio, Kentucky, Missis-  
sippi, Tennessee

Office S. W. Cor. Findlay & McLean Sts.  
**Cincinnati**

Distributing Yards  
McLean Ave., from Findlay  
to Poplar Streets

Following is list of special stock which we are anxious  
to move promptly.

2 cars 2½ in., 3 in. and 4 in. Ash

1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in.  
to 5½ in.

½ car 10-4 in., 1s and 2s Quartered White Oak

1 car 4-4 in., 1s and 2s Quartered White Oak, 10 in. and up

**The M. B. Farrin Lumber Co.**

Manufacturers

**POPLAR  
OAK  
ASH  
CHESTNUT**

Distributing Yards: CINCINNATI

Saw Mills: VALLEY VIEW, KY.

**THE T. B. STONE LUMBER CO.**

Cincinnati, Ohio

**Hardwoods  
and  
Yellow Pine**

Send us your  
inquiries

J. Watt Graham, Pres't.

M. S. Graham, Sec'y.

**THE GRAHAM LUMBER CO., LTD.**

41 East Fourth Street

Manufacturers and Dealers in General Hard-  
wood Lumber, especially Poplar, Basswood,  
Oak, Chestnut

Now have several cars extra good Sycamore  
Let us have your inquiries

**The Wm. H. Perry Lumber Co.**

**Hardwood Manufacturers**

Oak, Chestnut, Poplar,  
Ash, Hickory, Etc.

**ALSO YELLOW PINE AND OAK TIMBERS**

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Avenue,

CINCINNATI

# CINCINNATI

THE GATEWAY OF THE SOUTH

## Low Prices Made on the Following

1 Car 5-8 1's and 2's Walnut	2 Cars 6-4 No. 2 Com. Walnut
1 " 3-4 1's and 2's "	1 Car 8-4 " 1 " "
10 Cars 4-4 No. 2 Com. "	1 " 8-4 " 2 " "
2 " 6-4 " 1 " "	3 Cars 4-4 " 2 " Cherry

## LELAND G. BANNING

Fifth and Main Sts.

CINCINNATI, O.

## BENNETT & WITTE

### MANUFACTURERS OF LUMBER

**Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress**

We cater to the trade of those who inspect and measure their Lumber. We Ship all over the Globe  
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Branch	Wire or Write to either	Main Office
<b>Memphis, Tenn.</b>		<b>Cincinnati, Ohio</b>
		222 W. 4th St.

## THE FREIBERG LUMBER COMPANY

MANUFACTURERS OF

**TABASCO and AFRICAN MAHOGANY  
QUARTERED OAK and WALNUT**

**LUMBER**

**SLICED AND SAWN VENEERS**

## C. C. BOYD & CO.

Manufacturers of

**Hardwood Lumber  
and Veneers**

<b>MILLS:</b> {	North Bend, O.	<b>OFFICES:</b>
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	<b>CINCINNATI, OHIO</b>	

## RICHEY, HALSTED & QUICK

CINCINNATI, OHIO

**SOUTHERN LUMBER**

**PLAIN and QUARTERED OAK**

**YELLOW POPLAR**

**CHESTNUT MAPLE**

**BASSWOOD**

**BAND SAWED, WIDE AND GOOD LENGTHS  
OLD FASHIONED GRADES OUR SPECIALTY**

## L. W. RADINA & CO.

DEALERS IN

**POPLAR AND  
HARDWOODS**

CINCINNATI : : OHIO

## SWANN-DAY LUMBER COMPANY

**Rough and Dressed Lumber**

**Ties, Staves and Box Shooks**

**OUR SPECIALTIES:**

**POPLAR, OAK, CHESTNUT AND HEMLOCK**

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

**GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO**

**SHIPPING OFFICES: Clay City, Kentucky**

**MILLS IN KENTUCKY: Jackson, Beattyville and Clay City**



# CINCINNATI

THE GATEWAY OF THE SOUTH

## RED CEDAR

Let us know when you need any,  
we handle the best that grows

also

## HARDWOODS

of all kinds

GEORGE LITTLEFORD,  
CINCINNATI

## The Whisler & Searcy Co.

IRONTON, OHIO

Manufacturers of

## W. Va. White Oak

LONG BILL OAK A SPECIALTY

FINE STOCK OF

Bone Dry Band Sawed Material

## FRANCKE LUMBER COMPANY

WE SELL THIN WALNUT WE BUY  
ASH and WALNUT  
OAK QUARTERED OAK EXPORT  
CHERRY a SPECIALTY LOGS  
STATION P. CINCINNATI, OHIO BAND MILL AT ST. BERNARD, OHIO

## STEPHENSON-SAYRE LUMBER CO. WEST VIRGINIA HARDWOODS

WHITE OAK FOR RAILROAD AND CONSTRUCTION WORK A SPECIALTY  
CHARLESTON :: :: :: :: :: WEST VIRGINIA

## The A. C. Davis Lumber Company

Manufacturers and Wholesalers of

## Hardwoods and Cypress

IN THE ROUGH ONLY

1019-20 COLUMBUS SAVINGS & TRUST BLDG., COLUMBUS, OHIO

## Thomas Forman Company DETROIT

MANUFACTURERS OF

## Forman's Famous Flooring OAK AND MAPLE

Faultless Grades, Perfect Milling, Quick Shipment  
and Reasonable Prices

## Wisconsin Land & Lumber Co.

HERMANSVILLE, MICH.

POLISHED



ROCK MAPLE

## FLOORING

Our slow method of air-seasoning and kiln-drying enables us to  
offer you a superior product—one which has stood the test for nearly a  
quarter of a century.

Write today for prices and booklet.

FOR SALE

## CIRCASSIAN WALNUT LOGS

12 Feet and Longer

Also 1-28 inch Sliced Circassian Walnut and Mexican Veneer  
and Lumber in every thickness

## Lewis Thompson & Co., Inc.

Office: Philadelphia, Pa.  
Yards: Astoria, L. I.



# Wm. Whitmer & Sons

INCORPORATED

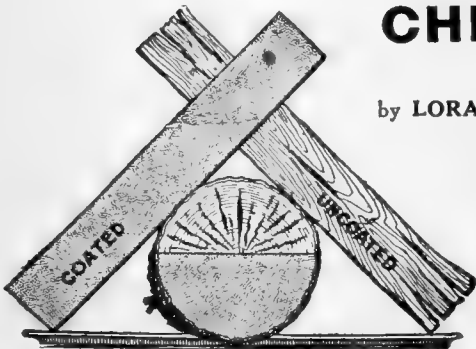
Manufacturers and Wholesalers of All Kinds of

## HARDWOODS

Franklin Bank Bldg.  
PHILADELPHIA

West Virginia Spruce and Hemlock : Long and  
Short Leaf Pine : Virginia Framing

"If Anybody Can,  
We Can"



### CHECKING, SPLITTING, ROTTING POSITIVELY PREVENTED

by LORAC, a thick liquid, to be applied to either timber or lumber at a trifling cost. It will not discolor or injure the wood, neither will it interfere with its subsequent working or painting. It requires no preparation before use, no heating or mixing, and is easily applied by unskilled labor.

Ryan-Stimson Lumber Co., Memphis, Tenn., writes us July 21, 1909: "The Lorac Protector we received seems to be doing pretty well. Please ship us at once another barrel of 600 lbs."

The Florence Pump and Lumber Co., Memphis, Tenn., writes July 6, 1909: "The Lorac Protector we recently had from you was all that could be asked for, and works splendidly, preventing the ends of squares from checking. Send us two barrels of 600 lbs. each."

Dec. 18, 1909: "Please send us two barrels of Lorac, about 600 lbs. each."

L. A. Schwarzwaelder, Chichester, N. Y., Manufacturer of Bank and Office Fixtures, writes us under date of Aug. 9, '09: "I have given your material a trial on some lumber, and find it has fulfilled all that you claim for it. Please ship me a barrel of 600 lbs. at your earliest convenience."

Herr Lange, Chief Forester, The Bismarck Forestry, Friedrichsruh, Germany, writes: "As your Lorac Protector has shown excellent results on Beechwood, we request that you send us immediately additional 500 lbs. of the same."

You need not pay for it if it does not do all we say. What better guarantee can we offer?

**THE GEORGE HENKE COMPANY** 62 Beekman Street  
NEW YORK

ESTABLISHED SINCE 1880

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## PACIFIC COAST

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## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

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LARGEST TIMBER DEALERS  
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If you do not wish to carry stock and will send us rough sketch of room where you wish borders laid we will at once send you estimate of material required. Advise us of thickness of the flooring with which you wish to lay these borders and show us a sample of your grooving and we will make the borders to match.

Send for our handsome new book showing photographs in natural wood colors. We are sure that you can use our goods and add class to your flooring business.

## WOOD-MOSAIC COMPANY

ROCHESTER, N. Y.

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## OAK FLOORING

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Dried  
Bored  
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Hollow  
Backed  
and  
Bundled

## SAP GUM

1 1/2" x 6" & up wide	27,000'	1sts & 2nds	4-4" x 20" & up wide	12,000'	1sts & 2nds
5/4" x 6" "	40,000'	" "	5-4" x 6" "	95,000'	" "
3/4" x 15" "	112,000'	" "	5-4" x 14" "	5,000'	" "
3/4" x 15" "	14,000'	" "	6-4" x 6" "	14,000'	" "
4-3" x 6" "	50,000'	" "	8-4" x 6" "	20,000'	" "
4-4" x 14" "	100,000'	" "			

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## RUSSE & BURGESS

INCORPORATED  
Memphis, Tennessee

## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

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## CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

## HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

WE OFFER THE FOLLOWING DRY SPECIALS:

100,000 Feet	1 inch	No. 1 Common Sap Gum
50,000 Feet	1 1/4 inch	" "
50,000 Feet	1 1/2 inch	" "
200,000 Feet	1 inch	No. 2 Common Sap Gum
250,000 Feet	1 1/4 inch	" "
300,000 Feet	1 1/2 inch	" "
100,000 Feet	1 inch	1st and 2d Clear Sap Gum

Write Us for Prices on Anything in Hardwood Lumber  
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FOR LUMBERMEN

BY LUMBERMEN

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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## THE HARDWOOD COMPANY

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LOUIS L. JACQUES, Sec'y and Treas.

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### TERMS OF ANNUAL SUBSCRIPTION

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### Coming Association Meetings

#### NATIONAL LUMBER MANUFACTURERS' ASS'N.

The Board of Governors of the above association have fixed the dates for the 1910 annual meeting for April 19 and 20 at New Orleans, La.

GEORGE K. SMITH,  
Secretary.

EDWARD HINES,  
President.

#### MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION.

The spring meeting of this organization will be held at the Ponchartrain Hotel, Detroit, on Thursday, May 5.

J. C. KNOX, Secretary C. A. BIGELOW, President.

#### NATIONAL HARDWOOD LUMBER ASSOCIATION.

The next annual meeting of this organization will be held at the Seelbach Hotel, Louisville, Ky., Thursday and Friday, June 9 and 10, 1910.

F. F. FISH, Secretary. O. O. AGLER, President.

### General Market Conditions

In the aggregate the hardwood trade the country over is from fair to good. There is an absolute paucity of firsts and seconds of nearly all varieties of hardwoods, and No. 1 Common is fast approaching the same situation. There is still a small surplus of No. 2 and No. 3, but buyers are taking on these coarser grades in default of their ability to get better lumber.

While there is a good deal of hardwood being made at the present time, there is no prospect of enough being produced to warrant an assumption that there will be such an overstock as to cause a break in prices.

The advancing values of stumpage and increased manufacturing cost are resulting in a smaller percentage of profit in hardwood manufacture today than ever before in the history of the trade, and

the average man is not keen to plunge in the way of a large output.

The export trade is in the "dumps," and stocks on the other side of the water are gradually diminishing. The foreign buyer contends that prices are too high. This simply means that he has been educated on a low plane of values and is now not willing to pay a just and legitimate price for actual value.

The veneer and panel people are all busy, but are getting a very low scale of values for their product, which must be materially increased before there will be much profit in veneer and panel making.

The hardwood flooring factories are fairly busy, and are working on a basis which brings a reasonable profit on their business. This result has come about by co-operation between manufacturers and a thorough analysis of lumber and manufacturing cost.

The door and interior trim people are moderately active, and current prices are showing them a fair profit on transactions.

Every hardwood manufacturing region is being visited by hordes of buyers seeking high-class stock. Manufacturers generally are optimistic on the future of values and are not willing to make any concessions in prices to effect sales. More money is being spent today in buying lumber than there is in selling it.

The outlook for future good prices and a steady trade is excellent.

### The Gibson Tally Book

The Gibson Tally Book, recently put on the market by HARDWOOD RECORD, is meeting with the approval of hardwood manufacturers, jobbers and the wholesale consumers of hardwoods, as is evidenced by the numerous orders received. The advertisement of this unique device will be found on page 49 of this issue, to which attention is particularly directed.

The making of three original tally tickets for every car of lumber shipped or received seems to appeal to the average man interested in hardwoods. In the case of manufacturers, it enables the inspector to retain one of the tickets, and deliver two to the sales office, one to be held for record and the other to be attached to the invoice. The majority of complaints incident to shortage in lumber are directly traceable to mistakes in tally extensions, and the use of the Gibson Tally Book minimizes the possibility of these errors, and enables all parties in interest to readily locate them. Again, their use prevents the unscrupulous from raising measurements. When every buyer insists upon having the original tally attached to his invoice it will be a long step toward commercial integrity in lumber affairs.

The tally ticket covers are light and portable, and can readily be carried in the outer or inside coat pocket. The triplicate tickets have no loose carbons to blow about in the wind, as the backs are carboned.

Aside from the small profit involved in the manufacture of these tickets, the RECORD is much interested in seeing them universally adopted by lumber manufacturers, merchants and those who buy lumber in carload lots, as they make for uniformity and system in lumber measurement.

### Chief Furniture Manufacturing Center

William E. Curtis, the famous traveler, statistician and voluminous writer on a myriad of subjects, occasionally has palmed off on him sundry alleged "facts and figures" that actual facts will not warrant. In the Chicago Record-Herald of April 3, Mr. Curtis states

that there are forty-three furniture factories in Grand Rapids, Mich., employing 15,000 skilled workmen, producing more furniture than any other city in the world.

As a matter of fact, there are more than one hundred furniture factories in Chicago which employ more than 50,000 operators, and make approximately \$30,000,000 worth of furniture annually, as against an annual production in Grand Rapids of a little more than \$7,000,000. Chicago is the chief furniture manufacturing city in the world; Grand Rapids stands second in the list, and is a good deal of a furniture-producing center at that.

## English Hardwood Market for 1909

In spite of the revival of trade during the past few months, last year will be remembered as very disappointing to hardwood interests. Conditions in the general building trades have improved but little, and the same can be said of cabinet industries. The builders of ships and rolling-stock have done a limited and slow business during the year.

Particularly noticeable in the mahogany business was the limited import trade, which is considered to be the lightest in the last twelve years. This condition may be attributed to several reasons, chief of which, perhaps, is the fact that but poor prices were realized for shipments in the previous year. Also the increase in American demand, together with the insufficient water in many districts of manufacture, which resulted in the holding up of many logs, are responsible to a smaller degree. It resulted, therefore, that the demand exceeded the supply.

The beginning of the year showed fairly firm prices, which were maintained without any very evident increase until fall, when the limitation of the supply caused a gradual but steady advance of prices in general. This continued up to the end of the year, when prices were listed at fully 20 per cent higher than the same period the year before. The supply of Honduras mahogany showed a marked decrease over the production of the previous year, the import being reported as the smallest on record since 1903. What material came in was not only of poor quality, but was overstocked with small and crooked logs, which, while readily adapted to the manufacture of cabinets, chairs and other furniture, will only find a sufficient market when the rates are low enough to compete with other varieties.

On the contrary, the importation of Mexican wood was about double that of 1908. The demand for logs of good quality was unfluctuating. Shipments on the whole, however, were rather below the average as to grade. They were also below the usual size and were poorly hewn.

There was one specially heavy shipment of Nicaraguan logs, at London, which consisted of 2,815 round sticks. In keeping with the other shipments, these logs were of poor growth, were usually unshapely and crooked, and often badly split. The best of this shipment was easily disposed of, but the poorer logs were still in the hands of the brokers at the end of the year.

The first shipments of Panama logs from the West Coast, in the

last four years, were recently received in London. While of rather unsound condition, these logs sold at a good figure.

Two consignments of squared Columbian mahogany logs were imported during the year. Owing to the badly weathered condition in which they were received, only moderate prices were realized. The second shipment, especially, contained logs of excellent dimensions, and in good condition aside from the weathering referred to.

The importation of Costa Rican wood showed practically no variations from that of the previous year. The logs were about the same as to condition and manufacture, but were rather smaller in size than the usual shipments. There was no trouble in disposing of the stock.

The greatly increased American demand for Cuban mahogany resulted in a large decrease in the Liverpool and London importations, the total figure being about one-third of that for 1908. The beginning of the year showed a heavy stock on hand, which, together with two cargoes arriving in the spring and autumn, have supplied the market throughout the year. The market has been fairly steady,

though there was a slight weakening the beginning of summer. This was soon reversed, however, the steady advance continuing up to the end of the year. The consumption of Cuban wood has been unusually steady, there being a considerable increase in delivery over that of the last three years.

The year shows a large decrease in the supply of African mahogany, there being only about one-third as many logs received as in 1908. The wood was generally of indifferent character, a large percentage being small, crooked, or unsound and weathered logs.

The demand for American walnut logs has been uninterrupted during the entire year. The supply, however, has been entirely inadequate, and the small shipments which arrived were usually of inferior quality. The import of lumber has, however, been fair as to quantity, but the waning interest in this wood has already been productive of a decreased demand, and hence production. Medium grades found the strongest market, though the

trade in general was steady, and prices firm and unfluctuating, except for culls.

The demand for American quartered oak, in boards and in thick stock, has been fairly good, though somewhat checked by the increase in shippers' quotations. The supply was never excessive, and therefore the prices were maintained without any considerable fluctuation. Owing to the increased price of quartered oak as well as to the increased call from cabinet manufacturers, the demand for plain oak, both red and white, has showed a decided increase. In spite of the large consumption, however, there was an overabundance of low-grade stock at times, with consequent unsteadiness of prices. The upper grades, however, were never quite equal in quantity to the demand, and prices were always steady in that line.

## The Financial Situation

The most singular phase of the financial situation in New York is that although the banks are loaned up, loans exceed deposits, and Wall Street has commenced to send gold abroad, interest rates remain



TO AVOID  
UNKIND  
CRITICISM:  
Say Nothing,  
Be Nothing,  
Do Nothing

—Fra Elbertus



low. There has been this discrepancy between the obvious condition of the money market and the rates of interest for many weeks. It now becomes more manifest. There is one explanation of this situation which the public does not like to consider: that the demands for money for current business are lessening. That would indicate, if it were true, a halting state of general business. If trade is going to slow up, high money will be avoided, but Wall Street would rather pay more for money and know that the tide of business is rising.

The demands for gold for export shipment during the last week have been considerable. This gold is being sent abroad because the country owes it. If it did not owe it, it would not be required to send it at all. It's a choice between paying debts in gold or commodities. Right now American commodities are so high that the foreign trade will not buy them. There is no mystery about this fact, and even lumber, relatively the lowest priced American export commodity, is regarded in Liverpool and Hamburg as too high priced.

## A New Name for Red Gum

That exquisitely illustrated and beautifully printed magazine, "Furniture," published by the Furniture Record Company of Grand Rapids, Mich., in its April number suggests that a name for red gum, other than satin walnut, kyonyx or hazel pine (by which the sapwood is sometimes known), would be a distinct advance in the nomenclature of this magnificent wood. "Furniture" suggests that there could be no better name applied to it than liquidambar. Red gum is of the family *Hamamelidaceae*, the same family to which the witch-hazel belongs. The generic name of red gum is liquidambar, and the name of the species is *styraciflua*. As the name of the species would be hard to memorize, it strikes the RECORD that the generic name liquidambar would be a highly appropriate one by which to identify this wood commercially. As a matter of fact, many woods in common use in this country might better be known by their botanical names. This is especially true of the oaks.

Referring specifically to this wood, "Furniture" says:

For a good while "red gum," as it is commonly called, was regarded as entirely useless for furniture. It was a handsome wood, too—workable, strong, durable, taking a fine finish, and, withal, inexpensive, as compared with the other hardwoods. But it seemed practically impossible to season it so that it would retain even a semblance of its original shape after it had reached the cabinet maker. The resinous sap with which it was filled acted so peculiarly when the green wood was placed in the dry kiln that however long the wood was permitted to season there, the moisture was never completely dried out. Perhaps the sap seared over a certain depth beneath the surface and rendered air-tight the pores of the wood, so that the sap within could not be driven out by the heat of the kiln. At any rate, in its early history, as a cabinet wood, the red gum was a terror to the manufacturer. By and by, however, the difficulties of seasoning were overcome, and gradually the red gum grew in favor. Its early history was against it, however, and the wood had to masquerade under other names. Our British cousins renamed it "satin walnut," and our own cabinet-workers have used it as "imitation mahogany," "imitation walnut," and in other ways without even giving it a name.

At last, however, the wood is coming to its own. Some manufacturers, making high grade furniture, have utilized the wood without disguise. It is beautiful material. It is durable. It takes a rarely handsome finish. Finished to simulate mahogany, many an expert has been deceived, and pronounced it real mahogany. As an understudy for the expensive Circassian walnut it can hardly be distinguished from the original, and finished dull, either dark or light, in *propria persona*, it reveals a rarely beautiful wood. But "red gum" is not the proper name for it. Its botanical title is "liquidambar," and by that name it should, hereafter, be generally known. "Liquidambar" should take its place with mahogany, oak, maple, walnut and the other furniture woods.

The RECORD desires to heartily second the observations of its contemporary on the subject of red gum and its high value for furniture purposes. It is true that today manufacturers have learned how to produce air-dried and kiln-dried red gum so that it will hold its shape and stand up in finished work as well as oak or birch. Some recent examples from the leading manufacturers of case goods and chairs made from this material vie with Circassian walnut in beauty. As a matter of fact, a good deal of figured red gum is now going into use as Circassian walnut, and in many instances it is fully as beautiful. Surely red gum is coming to be highly appreciated and

if by adopting the botanical name of liquidambar it will help to further public appreciation for this wood, by liquidambar let it be known.

## Foreign Demand for Dimension

A lumber exporter visited Chicago a few days ago and incidentally made inquiry for two-inch short maple, stating that he was willing to buy as short as seven and a half inches, for delivery in France.

A recent caller at the RECORD office was a prominent lumber merchant of Quebec. He was also looking for small maple squares for export.

It is not generally known that in Great Britain and on the continent of Europe there is in the aggregate an immense demand for small hardwood dimension of nearly all varieties of wood. In these countries they are not as extravagant users of wood as in this country. There the best material for the purpose is employed, and if wood happens to be this material, it is used, but if steel, iron, copper, cement or some other material is better for the purpose it is employed. The result is that European countries do not consume one-fifteenth the quantity of wood per capita that is used in the United States, but what they do use they demand shall be of the best. They have learned across the sea that they can secure dimension stock in certain quantities in this country that is clear lumber, and they can save a good deal by purchasing it when waste and carrying charges for boards and planks are taken into consideration.

It is perfectly logical to develop a big export trade in dimension stock if the wants of the various markets is seriously studied. It is therefore suggested to both the lumber exporting clients of the RECORD and its various "wood goods" subscribers abroad as well, that if they seek a source of supply of dimension stock and will place a list of their prospective requirements in the hands of the RECORD, information covering logical sources of supply will be furnished.

Right now the high cost of stumpage is putting every lumber manufacturer on the alert to secure the most wood from every tree, and the majority of manufacturers are interested in securing a list of specific sizes of various kinds of woods that can be utilized for an infinity of purposes. Many manufacturers up to this time have gone into the dimension business in a very unintelligent way. They have made sizes that the trade did not demand, and sizes they have made have not been accurately manufactured, well seasoned or well cared for, with the result that they have lost money on the venture.

If buyers will supply specifications of required sizes and quantities of any kind of American wood they can secure it. The information the American lumber manufacturer wants is specifications of standard sizes that will be generally marketable at all times. With this information at hand he can deliver the goods at satisfactory prices.

## Editorial Notes

An understanding has been reached between the United States and Canadian governments on the subject of tariff regulations. Minor concessions have been made on both sides, and the current schedule, so far as forest products go, will be continued for an indefinite period.

The car shortage is easing up materially in the North, and at most of the Mississippi river points, but is becoming quite serious in the southern lumber manufacturing regions. It now seems probable that before midsummer the situation will be just as bad as during the spring of 1907. It is said that the railroads have not kept their equipment up to correspond with the natural growth of business, and the present and prospective activity in lumber movement is leaving them unprepared to handle the excess of tonnage now offered.

## Pert, Pertinent and Impertinent

### To Promote Happiness

If sunbeams daily rang the bell  
And stopped it with a low,  
If tender broilers came as well  
And said, "Please serve us now,"  
If every day were Christmas day,  
If taxicabs were free,  
If work should masquerade as play,  
How happy we should be!

If sunbeams came to make a cake,  
If storm winds played a tune,  
If babies ne'er had stomach ache  
Nor cried about the moon;  
If greenbacks grew on maple trees  
In every garden plot,  
If gold coin came from honey bees,  
We'd be a joyous lot.

If places where we have to work  
With fruits and mandolins  
Were gladdened so we couldn't shirk,  
How wide would be our grins!  
If we could sit around and smoke  
And still draw double pay  
And never, never more be broke,  
We surely would be gay!

—CHICAGO NEWS.

## Fact vs. Legend



Uncle Sam: I thought you lived over yonder, but I find you don't.  
Instead you are a hard working person.

### The Little Ad

I'm just a little group of type  
Set up to fill blank space,  
My Master thinks I surely will  
Bring business to his place.

Maybe, perhaps, he doesn't know  
That type is almost human;  
With feet, a body, shoulders, face  
Like any other true man.

And so, if he would reap results,  
He'll watch me with great care;  
Give me good clothes, wash my face,  
And help my speech prepare.

If he'll do this, I'll warrant you  
I'll do my level best.  
He must, of course, put me where  
I'm seen like all the rest.

I should be put where buyers' eyes  
Will surely see me ever;  
Then I'll bet he'll praise my work,  
And kick about me never.

—J. W.

### The Three Meanest Words

Speaking of words by tongue or pen.  
The meanest are "Busy—call again."  
—W. H. Y.

### Sympathy

The bond of sympathy is made of any tether.  
Some laugh, some sigh, some even yawn together.  
—LIFE.

### A Double Duty

The hook where hangs my shaving strap  
Now has a double care,  
For wife finds it useful now  
To braid her phony hair.

Politeness to superiors is sycophancy; to peers,  
superfluity; to inferiors, nobility.

Too many people regard honesty as a policy  
rather than a principle.

# AMERICAN FOREST TREES

## EIGHTY-FIFTH PAPER

### Laurel Oak

*Quercus laurifolia* Michx.

This representative of the red oak group is found only in the territory along the southeastern borders of the United States. Growing as it does in moist, watery places it is usually accompanied by gums, bays, other red oaks, white cedar, ash and sour wood. In some of the states of its range laurel oak has attained popularity as a shade tree and is known locally as water oak.

Beginning at the border of the Dismal Swamp in Virginia as the northern limit of growth, this interesting tree ranges southward along the coast to Cape Romona, in Florida, and westward in the lower Gulf states in southeastern Louisiana. Eastern Florida is the region of its most abundant growth and greatest size.

Although the common name laurel oak is prompted by its foliage, the tree bears various other sectional names. It is known as laurel oak in North Carolina, South Carolina, Alabama and Florida; swamp laurel oak in Tennessee; Darlington oak in South Carolina; willow oak in Florida and South Carolina; water oak in Georgia.

The ornamental value of this tree is due to the tall, stately bole, its shapely and symmetrical round-topped head, and slender branches and twigs. It sometimes attains the dignity of one hundred feet in height with a proportionate diameter of three or four feet. The bark is tight fitting and firm, of dark, reddish-brown color and usually is not fissured, but finely broken into small, close, scale-like plates. On old trees, especially at the butt, deep fissures divide it into broad ridges. The buds are shiny brown and narrow abruptly to an acute point. The acorns are either sessile or have but a short stalk, and usually grow alone. They are short and broad and are incased in shallow, thin cups. In the flowering season hairy aments of male flowers add to the attractiveness of the tree. Its female flowers are on stubby smooth peduncles. Of interest are the paddle-shaped leaves with their smooth, entire, thickened margins and their lustrous leathery texture. They are dark green above and lighter on the lower surface, and are grouped rather closely on the twigs. They attain as great a length as four inches and fall gradually after turning.

While laurel oak grows to rather large size and is found over a fairly extensive range of territory, it is not an important timber tree, its wood being of inferior physical qualities compared with the other red oaks. It is dark reddish-brown in color and is a thick sapped wood; is coarse in grain, strong and hard and weighs about forty-eight pounds per dry cubic foot. When used as lumber unusual care must be exercised to prevent bad checking. While of late it has

been used some for interior work, its chief value is as fuel and for making charcoal.

The accompanying illustration shows typical laurel oak growth in the lowlands of North Carolina.



FOREST GROWTH LAUREL OAK, NORTH CAROLINA

Growing as it does in a watery region, the use of laurel oak for boat construction seems very natural. And yet this tree has never been put to such a purpose, oaks of superior quality, more easy of access, shouldering it out of use. Of a closely allied species, however, were those trees growing on the Federal reserve set aside in Florida a century ago by the United States government to in-

sure a perpetual supply of timber for the construction of the picturesque old ships of war, that the government officials at that time were short-sighted enough to think would always be our only means of naval defense.

While the oak is still of preëminent importance to shipbuilding, as in all other lines of manufacture, it does not now occupy the intimate relation which it once enjoyed, to the construction of the framework and essential parts, except in small craft. The old belief in the indispensable qualities of this wood for knees, ribs, keels and similar parts, has long since received a severe jolt in the substitution of modern steel construction.

That the oak has always held an almost sacred place in this connection is evidenced by the old records of the Greeks, Romans, Teutons and Celts. Not only did the tree yield them food and material for shelter, but the hearts of fine old specimens were hewn into great timbers that formed such ships of war for the hardy Norsemen as no storms or battles could wrench apart. As in the construction of ships, so in bridge building, in houses and aqueducts in later times, oak has always reigned supreme. These beauty-loving people not only used this tough, lasting wood for construction purposes, but got their architectural inspirations from the foliage and graceful limbs.

In short, so great was their reverence for this king of trees that it was ultimately looked upon as being sacred, a feeling that is still evident in the more modern writings of the latter-day poets, who, while expressing their feelings in a more modified way, still make it evident that the oak retains its powers of inspiration even in this prosaic age.

### An Opening for Philippine Mahogany

That the mahogany trade is to follow the same course as that of the various other valuable and semi-precious woods of commerce is an evident fact, judging from the reports emanating from authoritative sources in the world's markets. There has been an almost uninterrupted increase in demand, and with it a commensurate advance in prices and in willingness to accept logs which formerly would not have been even considered, and to pay a good price for them. At recent English mahogany values small crooked stock was eagerly snapped up, as were also curly ended logs hitherto of small value.

The American interests who have recently acquired vast areas of virgin mahogany in the Philippines must view the new condition of things with considerable complacency. The Philippine wood has a unique figure of its own, being marked with even, longitudinal streaks of alternating shades, a figure which would seem to suit it rather for trim than for general cabinet work. The texture is good and the weight almost equal to that of oak.

It will be interesting to see just how far this wood, when marketed in this country, will fill the popular demand for a high-grade finishing wood at a reasonable price.

# Builders of Lumber History

NUMBER XCI

Leon Isaacsen

(See portrait supplement.)

For some months past, *HARDWOOD RECORD* has been running a series of articles illustrating the woods operations of the most notable yellow poplar manufacturing house in the United States, the Yellow Poplar Lumber Company of Coal Grove, O. In these stories little has been said about the presiding genius of this noteworthy logging and lumber enterprise. Those who have perused these articles cannot fail to have been impressed with the monumental engineering difficulties that have been successfully overcome in the accomplishment of delivering from remote mountain fastnesses to the company's sawmilling headquarters at Coal Grove, O., a crop of forty million feet of timber of one variety cut from forest areas of mixed growth.

The region from which the company obtained this timber is remote from railroad transportation, and between floating water in the Big Sandy River and the timber property itself was a five-mile, rock-strewn, gorge of the river which had proven disastrous for log-running purposes in all previous lumber history.

The man who is definitely responsible for mastering the great work of getting timber out of this region is Leon Isaacsen, vice-president and active woods manager of the Yellow Poplar Lumber Company. Mr. Isaacsen's work, as has been described in these columns, marks him as foremost in this line of endeavor, and therefore it is with a good deal of satisfaction that the *RECORD* reproduces his counterfeit presentment as its supplement for this issue.

The company of which Mr. Isaacsen is the head is a specialist in yellow poplar. While owning many thousands of acres of mountain lands, which carry poplar, oak, chestnut and a variety of other woods indigenous to these regions, this company has preferred to remain strictly poplar producers. In a way it has indulged in forest conservation. While it has taken the poplar off thousands of acres of land the remaining forest has been left in such shape that the concern has been able to market the property thus deforested of poplar at prices often in excess of the original cost, with improvements included.

Leon Isaacsen was born in Copenhagen, Denmark, and originally came to this country as a buyer of export stock for Shadbolt & Co. of London. After spending a year at Atlantic seaports as buyer for this house, he became convinced that this method of securing stock was not the most desirable one and went into the mountain regions where high class poplar and oak abounded and entered upon manufacture of lumber by means of a number of small mills. He

continued to act on behalf of the London house. In this way he became familiar with the many problems incident to getting logs out of the Appalachian country. This experience ripened until now he is recognized as an authority on the best methods of getting timber out of the mountains.

Mr. Isaacsen became identified with the Yellow Poplar Lumber Company in 1891. He is an extremely modest man and is not well known to the generality of the trade. He has always concealed his identity, as has also C. M. Crawford, secretary and treasurer of the company, in charge of the manufacturing and sales end of the business, behind the company name. Neither gentleman has ever sought publicity or preferment, but have simply devoted their lives to the great work they had in hand. The standing of the Yellow Poplar Lumber Company today is conclusive evidence of what hard, unceasing work and intelligent endeavor will accomplish.

Mr. Isaacsen is an unostentatious man. He holds that there are no secrets in logging operations or lumber production. Every scintilla of knowledge that he possesses concerning the details of woods work is at the disposal of his contemporaries as an open book. He talks with extreme modesty and diffidence about his accomplishments, but does so without restraint. If there are any secrets in the details of his business, he does not seem to know what they are.

To the student of human nature Mr. Isaacsen is a most interesting study. Those who come in contact with him soon realize that "he knows every foot of the way." He studies a timber proposition carefully; he is a strenuous worker; he knows every creek and cove as well as the general lay of the land on the big holdings of the company which he operates.

On an average he takes the poplar timber from about twenty thousand acres each year. He makes the acquaintance of every party in interest. Personally, he buys the right of way to cross the mountaineer's farms; arranges for the housing, provisioning, general equipment and feeding of the army of men he employs in getting out this timber. He lays out every tram-road; buys every piece of machinery, and works out every problem in detail connected with the great enterprise. His spirit of forcefulness, some portion of his vast knowledge of lumbering, he somehow instills into his entire force of assistants. He is beloved by his crews and, without regard to the high salaries he pays them, to a man they will go through the most strenuous endeavor to assist him in carrying out his plans, and make the monumental accomplishments he outlines possible. Mr.

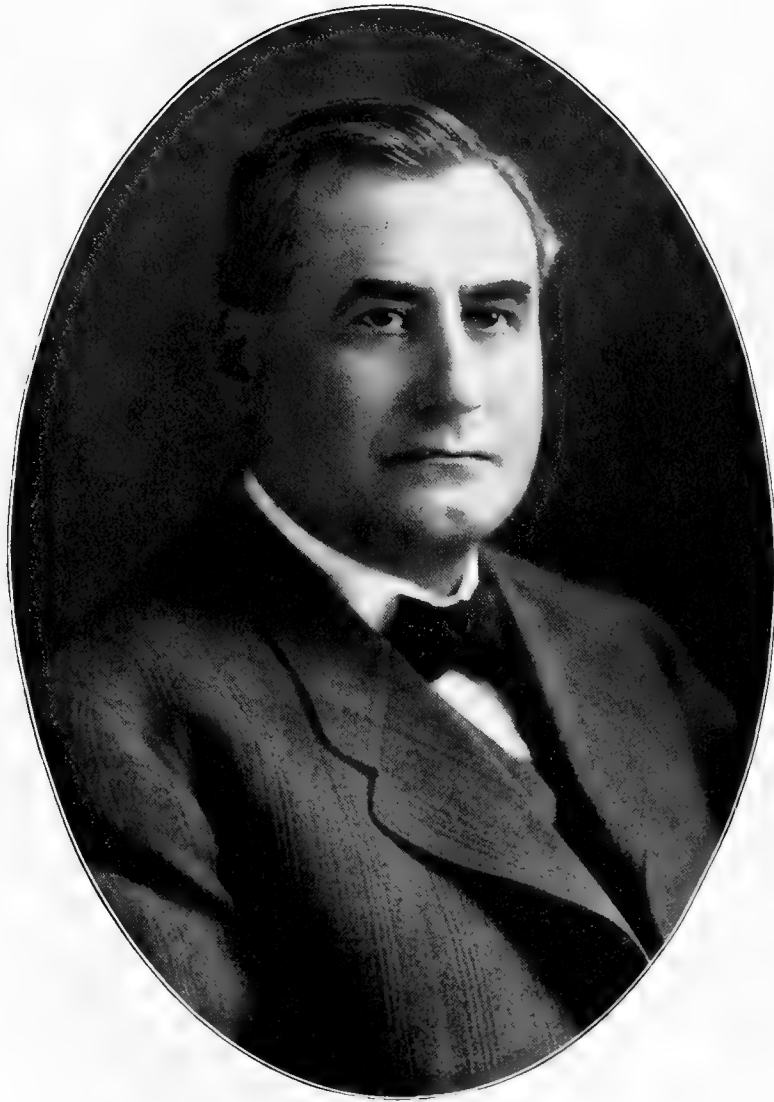
Isaacsen is essentially a just man, and it is an axiom in the mountain country that "if Isaacsen says it's right, it's right."

After Mr. Isaacsen makes an analysis of a business proposition and figures the cost, if his decision is favorable to it, the matter of expense never frightens him. The investment of well towards fifty thousand dollars in the splash dam, which he built last year above the breaks of the Big Sandy, and which, say what you please, had conjectural possibilities, did not make him in the least nervous. He believed he knew his ground; he backed his judgment with his money. In this judgment he was heartily supported by Mr. Crawford and other stockholders of the Yellow Poplar Lumber Company, who believed in the man as he believed in himself. The success of his work is now a matter of history, and simply adds new laurels to the career of one of the most successful business men connected with the lumber industry in this country.

The "team work" of the Yellow Poplar Lumber Company is worthy of comment. Mr. Isaacsen is held and holds himself responsible for log supplies. When he gets the season's crop of the company delivered into floating water below Elkhorn City, Mr. Crawford becomes the "boss" of the job. Mr. Crawford never even suggests means or methods concerning the timber in the woods or the way in which it shall be delivered in the form of logs. On the other hand, Mr. Isaacsen never suggests to Mr. Crawford methods of manufacture, re-manufacture or selling the product. They believe in each other and work in absolute harmony.

Both these gentlemen have remarkably simple tastes and habits. Enthusiasm and forcefulness are their marked characteristics. They are both students of lumber affairs and can see well into the future. They hold their trade to yellow poplar closely, having an axiom "to take care of every customer." Their stocks of lumber are always well balanced, and year after year almost the same customers are on their books. These buyers know that they can depend on the Yellow Poplar Lumber Company for their wants, and that they will invariably get a good grade and a square deal. It is a great reputation that these two men have, and this perhaps is one of the strongest features that has made for the success of the big enterprise of which they are the managerial geniuses.

While Mr. Isaacsen is a ceaseless worker he takes some time away from business for home pleasures. He resides at Brooklyn, N. Y., and repairs there at frequent intervals to rest and keep in touch with his family and general affairs outside of the lumber business.



**LEON ISAACSEN**  
COAL GROVE, OHIO





# Utilization of Hardwoods

ARTICLE XXXVIII  
SPORTING GOODS

The manufacture of bats, golf sticks, Indian clubs, dumb-bells and similar articles used in the athletic world, furnishes a source of consumption for a considerable amount of lumber each year, and as most of the concerns involved have no timber holdings of their own, it is an item of no small importance to a certain class of hardwood producers.

Perhaps no other line of manufacture demands such a strictly high-grade quality of stuff. The unusual requirements of this class of article, as to durability and strength as well as to elasticity, toughness, and absolute clearness of material used, necessitate a most rigid inspection of shipments. Material which passes muster is consequently of greater value than the ordinary run of lumber, and the houses turning out products of this sort are usually willing to pay well for suitable stock.

The standard inspection rules are not recognized by the athletic goods houses, who insist upon absolutely clear, straight stock; that a stick is sound is not sufficient to enable it to pass the individual inspection to which each car-load is subjected. As a consequence many lumbermen who have been accustomed to selling under National or Manufacturers' inspection, are disappointed in having shipments, which would usually be considered excellent stock, rejected on account of sound knots or similar imperfections. In the manufacture of bats only is lumber of this type accepted, and then only to a limited extent and when the imperfections occur near enough to the end to allow of trimming, when the piece goes into the second grade and is made into cheaper bats.

Sapwood is used entirely in bat manufacture and in all similar lines. Clear-second-growth ash, as a consequence, is greatly preferred to old trees. The obvious reason for this is that there the sap greatly predominates over heartwood, and also that young growth possesses superior toughness and elasticity. As the manufacturers have facilities for properly caring for stock during seasoning, they prefer having shipments sent directly after cutting. All material is cut to dimension before delivery, the standard bat stick being 38 inches long by 2¾ inches square at one end and 2¼ inches at the other. The second-class sticks are 32 inches long and 2¼ inches square, without taper.

The majority of ash for bats comes from the forests of Ohio, and to a more limited extent from Tennessee. On receipt at destination, the sticks are piled regularly with plenty of air space for circulation, and are given one year seasoning in the open before being used. A sufficient quantity must be kept on hand continually to insure a steady run. After proper seasoning—the wood must

be in an absolutely dry condition—the bats are turned out in a regular lathe to standard pattern. Models named after certain baseball celebrities have attained wide popularity.

The so-called willow bats also provide a considerable market for hardwood, although to a more limited extent than the other type. In reality these bats are made from basswood, most of which comes from Ohio. This also is cut to dimension before shipment, and is selected for absolute clearness and straightness, and is shipped green. The rough sticks are a little longer and larger than the ash sticks, being 40 inches in length before dressing. A few months of good weather suffices to thoroughly season them, after which they are turned in the regular way.

Maple is used entirely in the manufacture of standard Indian clubs and the northern forests are the principal source of supply. As in the other cases, clear stock is insisted upon and is sawed in standard manufacturers' lengths (even feet), in square sticks 2½ to 5 inches thick, and shipped green to the factory, where it is seasoned for a year. In this line of manufacture there is considerable waste both in turning and in trimming. The short ends are utilized when of sufficient size for the manufacture of dumb-bells. The lathes used in Indian club manufacture differ in no essential from standard types.

In the manufacture of golf-stick shafts above all other lines, perfection of stock is pre-eminently essential, the reason being too obvious to dwell upon. Clean second-growth hickory sap is the only material considered, and is shipped in carload lots without previous seasoning, each stick being cut to dimensions of 1 inch square by 4 feet long. Of particular importance is it that this stock be shipped as quickly as possible from the woods to the consumer, as hickory is especially susceptible to worm injury and the manufacturers of golf sticks have proper means of guarding against the ravages of this insect.

After a preliminary seasoning of about a year, in the square, the sticks are rounded off without taper, and are stored in kilns for three months' redrying. Here they are stacked in layers of five, with numerous cross sticks between the tiers to prevent warping, and are weighted on the top with six to seven pounds per superficial foot. When removed from the kiln the rounds are turned to pattern in a Chapman automatic lathe, which provides a maximum of output and efficiency, with a minimum of labor and time. The sticks are fed automatically, being piled six or eight deep in a rack, and feeding from the bottom. No centers or hand-operated cross heads are required in

this type of machine. After shaping, a simple lathe is used to turn the small end for receiving the iron collar.

The usual finish for bats and Indian clubs is shellac over an ordinary filler. In the case of golf-stick shafts various finishes are used to satisfy different tastes, varnish being usually required.

HARDWOOD RECORD is especially indebted to the A. G. Spaulding Manufacturing Company of Chicago, large producers of this class of goods, for information furnished in connection with this article.

## The Wood Carving Industry in Switzerland

The following discussion of wood carving in Switzerland and its gradual decline was taken from the report of Consul-General R. E. Mansfield of Zurich in the *Daily Consular and Trade Reports*:

"Wood carving, for centuries an important national industry in Switzerland, has suffered a crisis during the past year which threatens to affect the business permanently, following upon practically a monopoly and a long period of prosperity. These carvings have been especially popular with tourists, hundreds of thousands of whom visit Switzerland every year, and a large export business has been established with other countries, including the United States. This is especially true as to church emblems and articles representing historic scenes and events.

"An important Swiss wood-carving center is at Einsiedeln, a historic village in the mountains in the canton of Schwyz, where there is a celebrated pilgrimage, a wealthy Benedictine monastery and a splendid church. The industry centers in the Bernese Oberland, where wood carving is the chief occupation. The church emblems of Einsiedeln, the bears of Berne, the lion of Lucerne, the St. Bernard dogs, cows, and the quaint Swiss chalets are all reproduced in wood and sold at the curio shops. These objects have found their way into practically all continental towns, and Swiss wood carvings are almost as well known in other European countries as at home.

"Various circumstances have contributed to the present crisis, among which is the increased cost of raw material, much of which is imported, making it necessary to advance selling prices without increasing real values. This has invited competition from other countries, especially Austria and Germany. Furthermore, Austria recently placed a heavy import duty on souvenirs, under which wood carvings are classified, and in France they must be stamped 'imported,' which, it is alleged, has affected the sale to such an extent that the imports from Switzerland have been greatly reduced.

"The passing of the Swiss wood-carving industry is further evidence that industrial progress is gradually eliminating from the commercial world rural industries built up and maintained where wages are small and the expense of living low. Modern machinery and methods, increasing competition and the inexorable laws of trade are driving out primitive concerns, or forcing them into combinations. This is cause for regret, as many of the people living in the Bernese Oberland have for generations depended upon wood carving for maintenance. They have acquired great skill in this, and, being slow to accept innovations, it will be difficult for them to adopt new methods."

Manufacturers of tight cooperage will be interested in the extensive experiments now being conducted at Zurich with a view to substituting aluminum for wood in the manufacture of beer kegs. One Zurich firm is said to have placed a large order for this new article. Detailed information of this, which promises to be at least an interesting departure, is not at hand.

# Annual Chicago Hardwood Lumber Exchange

The Hardwood Exchange held its fourth annual, at the Hotel La Salle, on Saturday, March 26. Owing to a misunderstanding on the part of the management of the hotel, the College room, in which the luncheon and meeting usually take place, was assigned to the Woodmen of America, the similarity in names probably being responsible. In fact each meeting was frequently interrupted by visitors from the other organization, who had been misdirected by the hotel attendants who had gotten the names confused.

Following the usual pleasant luncheon, the meeting was brought to order at about 1:30 by President Brown, who in a brief speech reviewed the business and happenings of the

annual reports. The first to respond was Chairman J. L. Lane of the Entertainment Committee, which consisted, besides himself, of Clarence Wolfe and C. L. Cross. He had no written report, but in a humorous way told of the various functions which his committee had put over during the year. He reported a decided increase in appetite without any evidence of dyspepsia. The only kicks reported were from J. S. Trainer, who objected to the fact that ladies were not admitted to the luncheon, and from W. C. Schreiber, who is greatly in favor of having two portions of soup served to each person instead of the usual single order. Mr. Lane recommended a continuance of the usual entertainments.

of work along the lines suggested at that time, which still awaits development in the future.

What the committee has to report at this time, therefore, is an outline of what it may be able to do under certain conditions, rather than the submission of a record of the specific accomplishment of any part of the work which was assigned to it.

The relationship of this exchange to other associations is a question in which we are all very deeply interested, and one to which I have given considerable thought. Under existing economical conditions the individual has ceased to be regarded as the efficient unit in the financial, commercial or industrial field of effort. He has been supplanted by combinations of many individuals possessing a common interest along given lines. The individual has lost his potency for self-protection, for the accomplishment of reforms, or for making his influence felt in any extended field of effort. Combination is the universal order of the day. It perhaps bespeaks the progressive spirit that has always been one of the characteristic features of Chicago's commercial life, that the hardwood lumbermen of this city were among the first in the trade to recognize and accept these changed conditions.



F. L. BROWN, PRESIDENT



W. C. SCHREIBER, VICE-PRESIDENT



F. B. McMULLEN, SECRETARY

past year. He stated that the administration, at the beginning of the year, adopted the policy of merely supervising and outlining the work, the details of which were taken care of by the seven committees created for specific purposes. These committees were warmly commended by him for the faithful and efficient manner in which they had carried out his suggestions, and were given full credit for what they had accomplished. The speaker likened the growth of the Hardwood Exchange to that of a tree, comparing the advancement made each year to the annual rings which are shown at the end of a log. Some years, he stated, show either a cessation of growth or but a limited advancement, which compare with the years in which cold weather or mishaps of some sort cause a poor formation of the annual wood tissue of tree growth. The general progress of the exchange, he stated, could be traced in much the same way.

Following these remarks, the chairman called upon the various committees for their

Chairman Schreiber of the Labor Committee was next in order. This committee consisted of Chairman Schreiber, Theodore Fathauer, F. W. Black and W. M. Hopkins. The report showed gratifying results for the year.

The report of the Trade Relations Committee followed. This committee is composed of O. O. Agler, W. C. Schreiber, A. R. Vinnedge and C. F. Holle and has accomplished much for the good of the trade. The report was as follows:

## Report of Trade Relations Committee

When your president advised the chairman of the trade committee of his appointment, he outlined in a brief general way his ideas of the duties of the committee, which included the relation of the exchange to the National Hardwood Lumber Association and all questions pertaining to the betterment of the trade in general as applied to our membership, including freight rates, car service and river affairs.

The question to which this committee has given its most serious consideration has been the creation of a committee on complaints, as submitted to this exchange in our report of October 16, 1909, and I am impressed with the belief that, like the parrot in the story, I talked too much at that October meeting, and fear that I may have raised hopes in the hearts of this membership for the speedy accomplishment

This exchange is one of the oldest hardwood lumber organizations in this country, and it has ever striven to advance the interests of its members, to protect the reputation of Chicago as a lumber market, and to forward the commercial interests of the city at large.

In order for any organization to be successful in the work which it sets out to perform it must possess for a nucleus a combination of interests appealing directly to each one of its component parts. If it fails to possess such a nucleus it will lack the necessary elements of cohesion, and will therefore rapidly disintegrate. The more local these elements of interest, the closer is drawn the membership, and, on the other hand, the more general or diverse the elements of interest, the less they appeal to the individual member. It is possible for a number of combinations or organizations having interests of a nature purely local for their nuclei to combine for the accomplishment of certain objects which are too general to engage the interest of any single organization, and at the same time each combination may maintain its individual entity for the accomplishment of the original objects which are local to its membership.

No better object lesson of the harmony which may be evolved from the lesser combination working to a given end through and by means of a greater organization can be cited than that of the relationship existing between this exchange and the National Hardwood Lumber Association. The latter organization has established a system for the inspection of hardwood lumber that has become universally accepted in all markets, which, of course, includes that of this city. It has developed an inspection bureau by which competent inspectors are maintained in all of the large consuming markets, also in the lumber producing territory of this country.

In the accomplishment of this work the Chicago Hardwood Lumber Exchange has played no small part. It has always loyally supported the National body, and has acquiesced without question in the rules of inspection which have from time to time been promulgated by that organization. What the National combination has done could not have been accomplished by our local exchange, yet the National organization could not have done what it has done without the support and assistance of this exchange and that of many other local organizations of a similar nature. It is therefore with much pleasure that this committee is able to report the continued existence of the cordial relations between this exchange and the National association.

This committee urges upon its membership the necessity of submitting to it all information regarding unfair and unjust claims for demurrage and of inequitable freight rates as this information develops in the course of their business transactions. It is only by taking prompt action on such matters and putting the entire influence of this exchange behind them that reforms can be effected.

In regard to the river, your committee does not know much about the river. However, if in the future we should be so fortunate as to get our entire committee together, we shall go

let complete. It was the desire of our committee to have this presented to the exchange before the expiration of our term of office, and would recommend that those succeeding our committee at the very earliest date possible have such a booklet issued to further the work of this exchange, which we consider on a good foundation and well on the road to success.

With the large membership of our present exchange, with the push and energy shown by our officers and those interested in the furtherance of making Chicago the Great Central Market, we feel that we have accomplished, in a measure, the results sought for.

In conclusion, our committee wishes to extend to the officers of our exchange our thanks for the hearty cooperation by encouragement not only in the way of suggestions, but financial backing to make it possible for us to obtain these results.

Following the report of Chairman J. S. Trainer of the Market Conditions Committee, the annual reports of the officers were read. The report of Treasurer F. B. McMullen, which follows, showed the treasury to be in a healthy condition.

During the year we held nine regular meetings. Record of attendance was only kept for the last seven meetings. Eleven missed one meeting; 6 missed two meetings; 8 missed three meetings; 6 missed four meetings; 2 missed five; 3 missed six; 5 attended every meeting. Out of a possible attendance of 293, 162 attended, or a percentage of 55.

Five meetings of the board of managers were held, the attendance being 60 per cent.

After the Secretary's report the Chairmen of the Nominating Committees told of what they had undertaken in the selection of officers for the ensuing year. The ticket under the name "Selected Firsts," which was recommended by the committee consisting of Theodore Fathauer, C. L. Cross and F. M. Baker, had practically the same candidates as the opposing party styled "Panels." The committee for the latter included J. S. Trainer, chairman, O. O. Agler and E. C. Schoen.



C. L. CROSS, TREASURER



H. S. HAYDEN, DIRECTOR



FRED D. SMITH, DIRECTOR

out and look at the river and report what we will do with it at a later meeting.

Chairman Hayden of the Publicity Committee then reported as follows:

#### Report of Publicity Committee

March 26, 1910.

To the members of the Chicago Hardwood Lumber Exchange: Your committee, through its chairman, takes pleasure in presenting to members of this exchange its first annual report of the work of furthering the publicity of Chicago as the Great Central Market for the distribution of millions of feet of hardwood lumber.

While the committee was not selected until October, 1909, the hearty and liberal cooperation of the exchange members has made it, in the judgment of your committee, not only a success financially, but one that has given publicity not only to the manufacturing but to the consuming centers of this country.

The cordial cooperation rendered our committee by the exchange members at our meeting held November 27, 1909, authorizing the issuance of 150,000 stickers, made it possible for active and, we feel, practical results during the late fall and winter with the trade.

As chairman of the committee I have had a number of compliments on the work of the exchange in the very neat and practical method of advertising to the world at large through this medium.

Your committee had other ideas in the way of publicity to present, and plans were formulated to lay before our members a booklet giving a list of the members of the exchange, special lines of trade followed by them, and extracts from the by-laws, or a code showing what our exchange stood for; but it was concluded to await the revision of the by-laws and other important matters necessary to make this book-

#### Treasurer's Report

Cash received from former treasurer, J. L. Lane.....	\$ 542.75
Cash received from dues and sale of stickers through office of the secretary from March 29, 1909, to March 26, 1910.....	1,513.15
Total.....	\$2,055.93
Expenditures.....	1,498.00
Balance in bank.....	\$ 557.93

Secretary Dion reported in a concise and comprehensive manner as follows:

#### Secretary's Report

Upon the election of the present administration our exchange comprised thirty-three members. During the year, one of this number was suspended for nonpayment of dues, and one concern resigned. As a result of the membership committee's energetic work, twenty-seven concerns were added to our roll. One of these resigned on account of withdrawing from this market. This brings our membership to date to a total of fifty-seven—four of which are non-resident—a gain of 84 per cent in membership.

Your secretary received and turned over to the treasurer \$1,513.15 during his term of office, \$1,365 of which was received for dues and \$148.15 for stickers. There is due the exchange \$210 for back dues and \$43.70 for stickers. For stickers turned over to your secretary the treasurer paid \$185. Adding the amount received from the members for these stickers (\$148.13) to the amount still due for same (\$13.70), makes a total of \$191.83, a difference in favor of the exchequer of \$68.53 of which was used for postage, the balance representing 2,000 stickers which the publicity committee secured gratis from the printer.

Following the report of these committees, the president appointed tellers to distribute ballots, and following the voting they adjourned for the count. During the intermission various exchange members and visitors were called upon for remarks. Theodore Fathauer, in a short talk, recommended that the Chicago Hardwood Exchange endorse the candidacy of F. A. Diggins of Cadillac for the presidency of the National Hardwood Lumber Association, the annual meeting of which takes place in June, at Louisville.

Following Mr. Fathauer's suggestion, the tellers reappeared with the ballots, and reported a victory for the "Selected Firsts," the following new officers being elected: F. L. Brown, president; W. C. Schreiber, vice-president; F. B. McMullen, secretary; C. L. Cross, treasurer, and H. S. Hayden, J. S. Benedict, Fred D. Smith, J. S. Trainer, F. M. Baker, F. C. Van Norstrand and Edward E. Steele, directors.

Before adjournment W. C. Schreiber put Mr. Fathauer's previous suggestion in the form of a motion, which was amended by Mr. Fathauer who proposed that F. A. Dig-



J. S. TRAINER, DIRECTOR



F. M. BAKER, DIRECTOR



F. C. VAN NORSTRAND, DIRECTOR

gins be notified that such action had been taken by the exchange. Upon the suggestion that perhaps the organization was a little hasty in acting in this matter without more intimate knowledges of the qualifications of Mr. Diggins for the position, O. O. Agler, who is now president of the National Hardwood Lumber Association, made the statement that there was no one so well qualified, both from experience and personal efficiency, to fill the position. Mr. Agler has had connections with Mr. Diggins for several years, along the line of association work, and is in a position to give an authentic opinion. Mr. Agler's speech resulted in generous applause and a unanimous vote in favor of the motion.

The business of the association having been concluded in regular order, President Brown, before calling for the motion of adjournment, gave a short talk commending Secretary Dion for his excellent services of the past year, and stated that it was only on account of the pressure of business that he was not elected to office again. President Brown, however, expressed full confidence in Mr. Dion's successor. Following these remarks, a most successful and enjoyable meeting came to an end.

#### The Attendance

O. O. Agler, Upham & Agler.  
John S. Benedict, John S. Benedict Lbr. Co.  
John S. Benedict, John S. Benedict.  
S. C. Bennett, Hardwood Mills Lbr. Co.  
Fred W. Black, Fred W. Black Lbr. Co.  
Frederick L. Brown, Crandall & Brown.  
J. A. Brown, W. O. King & Co.  
G. H. Bulgrin, Brittingham & Young Co.  
E. R. Butler, St. Louis, Mo.  
C. M. Christiansen, Christiansen Lbr. Co.  
Howard Coles, Bliss-Cook Oak Co., Blissville, Ark.  
O. E. Crawford, J. L. Lane & Co.  
Theo. Fathauer, Theo. Fathauer Co.  
F. R. Gadd, Wisconsin Lbr. Co.  
Harvey S. Hayden, Hayden & Westcott Lbr. Co.  
J. E. O. Hayes, Kerns-Utley Lbr. Co.  
C. F. Holle, Heath-Witbeck Co.  
W. M. Hopkins, Theo. Fathauer Co.  
S. P. C. Hostler, American Forest Co.  
R. S. Huddleston, Huddleston-Marsh Lbr. Co.  
C. V. Kimball, Vinnedge Lbr. Co.



E. E. SKEELE, DIRECTOR

J. L. Lane, J. L. Lane & Co.  
G. A. Larson, Fink-Heidler Co.  
E. J. Leech, Paepcke-Leicht Lbr. Co.  
Murdoch MacLeod, Oconto Co.  
H. H. McLaughlin, McLaughlin Lbr. Co.  
F. B. McMullen, Fullerton-Powell Hardwood Lumber Co.  
Robert Maisey, Maisey & Dion.  
E. F. Marshall, McLaughlin Lbr. Co.  
T. A. Moore, T. A. Moore & Co.  
C. T. Nash, Maisey & Dion.  
G. H. Ostrander, D. K. Jeffris & Co.  
A. H. Quimby, Brittingham & Young Co.  
Thomas B. Roy, Theo. Fathauer Co.  
A. H. Ruth, G. W. Jones Lbr. Co.  
Alfred Schmechel, Empire Lbr. Co.  
Paul L. Schmechel.  
A. H. Schoen, Columbia Hardwood Lbr. Co.  
Wm. C. Schreiber, Herman H. Hettler Lbr. Co.  
Louis A. Smith, Fullerton-Powell Hardwood Lbr. Co.  
John Spalding, Paine Lbr. Co., Oshkosh, Wis.  
F. J. Swec, Herman H. Hettler Lbr. Co.  
J. S. Trainer, Trainer Bros. Lbr. Co.  
John P. Weibler, Trainer Bros. Lbr. Co.  
C. H. Wolfe, Heath-Witbeck Co.  
C. L. Cross.  
William A. Eager.  
J. H. Dion, Maisey & Dion.  
A. H. Wylie.

#### Why Saws Cup

There are several good causes for cupping besides overcrowding, to which it is usually attributed, according to an article in the Woodworker. In the first place, if the rolls are out of line with the saw, the saw will cup, and if the rolls are out badly this will result, no matter how slow the feed. A saw will cup when the teeth get sprung on one side, as they often do, and it is a mighty good idea to always go over a saw with a gauge and see that the teeth are in the exact center; it will often save a good deal of needless worry and bad lumber. A saw will cup when a few teeth have corners broken off by striking some hard substance, or for any other reason. Then again, if the tension is all one one side, or if the saw is dished, it is very liable to cup; and last, but not least, our arch enemy pitch causes a great deal of trouble of this character by getting on the saw teeth just back of the point.

There has been a great deal said in regard to wash-boarding, and while it can be and is caused by the teeth being too long, it is equally true that, unless the tension is good all the way out to the front edge, the saw will have a tendency to wash-board. Of course, this is caused by the extreme tooth-edge becoming a little loose, causing a fluttering at that point; as it starts to cut it will vibrate with the grain of the wood. Another cause to which wash-boarding can be attributed is an excess of swage. This is particularly so with shingle saws, and if true with shingle saws, why not with a band?

In speaking of straining devices, there is really only one perfected type, and that is known as a knife-edge balance; and after the filer has worked with the old style strain, in which the upper wheel is secured to the machine with the usual slide, ways or columns, if then he is fortunate enough to get a machine with a knife-edge balance, he will see the very great difference in keeping his saws in shape, and will find that with a knife-balance it is much less difficult to keep the saws in trim than with the old style. As to weighing a saw down in order to make it do good work, extensive experiments have proven it anything but feasible. When a saw is fitted and tensioned right, it requires very little weighting or straining to make it work properly, and if it isn't in shape, no amount of straining will help.

He who tells all he knows soon knows no more, and that ends him.



# VENEERS

## VENEERED AUTOMOBILE DASH-BOARDS

The fact that automobile body manufacturers have come to require dashboard producers not only to furnish veneered panels, but to finish them off with brass trimmings and to cut all necessary openings, has led certain veneer houses, not desiring to go beyond the purely veneer line, to turn that class of business over to people who have the proper facilities and knowledge to make a specialty of automobile dashes. Indeed, the industry requires specializing, and it is only by that means that it is made a good paying proposition.

Five-ply veneer is not commonly used in this connection, though three-ply is used to a more limited extent, one of its most objectionable features being the fact that it requires unusually thick facing, thus calling for an unnecessary consumption of the expensive wood used for that purpose. As in all veneering, a core of common wood, commensurate in thickness with the ultimate thickness of the dash, is used, chestnut, poplar and ash being favorably thought of in the order given. While ordinary glue joints are generally deemed sufficient in piecing the core, some manufacturers insert a splice at each joint for further reinforcement. The core is always cross-banded by the second layer, which is usually poplar. The operation of gluing on this layer, while best done separately, is often performed in connection with the application of the last or facing coat, the two being glued up and put into the press at the same time. The most delicate and interesting step is the preparation and gluing up of the outside veneer, mahogany or Circassian walnut usually being used for this purpose, the first named to the greatest extent.

After gluing up the core, the first operation consists of cutting it to the required shape. In the case of rectangular dashes, or any dashes having square corners, this process is comparatively easy, but where a curve is required the operation is not so simple. The first thing done in this case is to saw the core, not on a circumference, but octagonally, or with smaller divisions, according to the ultimate size of the dash. On these faces are now glued strips of the finishing wood, the grain running around the circumference, and the outer edge, when all the strips are on, forming the required curve. These strips are the same thickness as the core, and after gluing up, the joints are planed down so as to be perfectly flat. The second and third plies are now put on as described, being first cut to the required shape, and the edge is dressed down accurately.

This formerly was all the dash builders were required to perform, and to a certain extent that is still the case, but as a usual thing the automobile people now require a

more extensive finishing, operations which require appliances not usually found in connection with the usual veneer plant. So from here on the process is not, strictly speaking, within the realm of the veneer business.

The edge, previously referred to, merely rounded off and dressed down, often suffices. When brass binding is required, however, this finishing is not necessary, the brass being clamped firmly over the edge, and covering up any rough places. Another method in vogue is to run a round, brass rod around the edge, carrying it to the bottom on both sides and there securing it. This method necessitates the cutting of a groove on the circumference, previous to ultimate finishing.

This operation being performed, the dash is given the required finish and polish, according to specifications. The cutting of opening is left as the last operation, and requires more or less special apparatus, or at least machines which the ordinary veneer man would not have much use for otherwise.

## THE VENEER SITUATION

Veneer manufacturers generally are today loaded down with contracts which will cover their output for some time ahead at very low prices. The veneer and panel men have apparently not been able to see very far into the future, and it is surprising that they should have taken on contracts for a long time ahead at prices which were not profitable even with much lower log cost than that of a year ago. With hardly an exception, at prices the veneer makers are now getting, they could sell their logs at values which would show a better profit than the timber brings in the form of veneers. The average veneer man is really making his customer a present of the profit on his timber, and is securing little margin on the making of veneers and glued-up stock. It would seem that the veneer maker ought to be able to educate himself up to decent values. He is producing a product that not only takes the place, but is a better material than solid wood, at a good deal less than lumber values.

A few leaders in veneer production, who have closely analyzed the business for years, have attempted to educate veneer producers on a cost system, but thus far apparently the efforts have been futile.

Reports received by the RECORD from more than a score of veneer manufacturers recently are all to the effect that they are loaded down with business for from six months to a year, and are unable to take on any more orders. They are all very cautious about stating what they are getting for their stock, but it is a matter of common knowledge that the prices they actually are receiving are mighty little in excess of those they accepted during the dull trade period of a year and more ago.

On April 6 there was a meeting at the La-Salle Hotel, Chicago, of the Rotary Club and the Panel Club of the National Veneer & Panel Manufacturers' Association.

C. L. Willey, the prominent Chicago veneer manufacturer, returned from a three months' European trip on March 26. Mr. Willey attended the mahogany auction sales in Liverpool and secured about 1,300 African and Cuban mahogany logs of unusual quality, and some of which are remarkably fine figured stock. He also purchased some fine Circassian walnut and English oak logs. These were shipped via New Orleans and are now arriving at the Chicago plant. Very shortly Mr. Willey will have a line of veneers in mahogany, Circassian walnut and English oak that will please the most exacting user of high-grade veneers.

A local paper announces the incorporation of the American Mahogany Company, at Detroit, Mich., with a capital of \$1,000,000. The company is backed by a number of Michigan capitalists, who, it is said, plan the construction of saw and veneer mills at Tampa, Fla.

The large 2,500-pound fly wheel in the Central City Veneering Company's plant at Huntington, W. Va., burst into fragments recently and damaged the factory to a considerable extent. The loss is estimated at about \$1,500. None of the employees of the plant were hurt.

The large veneer plant at Reed City, Mich., which was destroyed by fire some time ago, will undoubtedly be rebuilt at an early date. Grand Rapids and Chicago capitalists have become interested, and a new company is being organized with \$75,000 capital stock, \$45,000 of which will be paid in. Already \$13,500 worth of stock has been taken in Reed City. The wrecked plant at Reed City, which has never been cleared away since the fire, contains considerable valuable machinery which, with slight repairs, can be used in the new factory.

The National Veneer Products Company, of Mishawaka, Ind., is crowded with orders for its celebrated "Indestructo" trunks, and it is expected the factory will turn out 100,000 of these trunks this year. The demand for these trunks is largely traceable to the liberal advertising policy which the company has pursued.

The Jamestown Panel & Veneer Company of Jamestown, N. Y., has been reorganized with \$150,000 capital stock. The increase in capital was made to cover the expense of enlarging and improving the plant, and to afford the concern more working capital.

Indianapolis, Ind., is keeping well to the fore as a veneer producing center. The latest addition to that city's veneer fraternity is the firm of Drinkard, Dungan & Co., which will engage in the manufacture of quarter-

W. R. Brickard, who for several years has been superintendent of the Sanders & Egbert plant at Goshen, Ind., is one of the principals in the new concern. The plant will have two saws and will be equipped with an electric motor drive. It is expected that it will be in operation by May 1.

Church & Hooker have established a veneer factory at Bradford, Vt.

C. T. Jarrell of B. C. Jarrell & Co., Humboldt, Tenn., attended the recent veneer meeting at the La Salle Hotel, Chicago. Mr. Jarrell has been in the veneer business about thirty years and is now an extensive manufacturer of rotary veneers, though specializing to a great extent in fruit packages.

The Goshen Veneer Company of Goshen, Ind., is meeting with much success and reports business active. This company has been in steady operation without loss of a single day since January, 1906, when it began running its present modern plant. New equipment has lately been installed in the company's factory, so that it has now a most up-to-date plant, employing over 100 men.

The St. Louis Basket & Box Company, of St. Louis, Mo., recently increased its capital stock to \$500,000. It is building a large addition to its factory, 127 feet by 60 feet, and four stories high. This structure will be equipped with the latest appliances for the manufacture of veneers, panels, etc. The company also contemplates buying additional timber lands, and is making extensive plans for taking care of its constantly growing business.

The Western Veneer & Box Company, large producer of spruce and cottonwood veneers, at Edmonds, Wash., contemplates improvements in its mill for the manufacture of splint and veneer baskets, drums, spice barrels and

a wide range of articles in the veneer line. The company has a capacity of about three cars a week, and has enough orders on its books to run for some time.

Manager Doty of the veneer department of the Northwestern Cooperage & Lumber Company of Gladstone, Mich., was in Chicago on business a few days ago.

A. D. Wilcox, formerly with the Chicago branch of the Holland Veneer Company, which is now in the hands of receivers, has been on an extensive trip to the principal automobile manufacturing cities, soliciting orders for automobile dashboards. He is reported to have booked a large volume of business, which will be taken care of by the new concern of which Mr. Wilcox will be the head.

C. E. Curtis & Brother, who do a veneer panel business at 1165 North Elizabeth avenue, Chicago, will move May 1 to their new shop at Western avenue and Fourteenth street, where they will have more commodious quarters and will be better fitted than ever to take care of the many orders which they have constantly on hand.

Grand Rapids veneer concerns report business active, even though the furniture manufacturers are not getting the trade they expected. Secretary McCoy of the Rice Veneer & Lumber Company, reports that the company is getting its usual business. The Henry S. Holden Veneer Company is also having a good trade. The Holden company received a car of fine birdseye maple April 6.

The Van Dyck Panel Manufacturing Company, with a capital of \$100,000, was recently organized to operate at New York City.

A London trade journal reports an astonishing price recently paid for a mahogany log in the Liverpool market. The log contained 2,242 superficial feet and was sold at the yards of the Edward Chaloner Company for \$6,207.

## Annual Report Philippine Forester

George P. Ahern, director of forestry in the Philippine Islands, has recently submitted a report of the work of the year 1909 which has progressed rapidly and satisfactorily, in accordance with the program laid down at the beginning of the fiscal year. Field work shows results of the labors of men much interested in the work, the majority of whom have had from three to eight years service in the Philippine forests. Rapid work in the Philippines is difficult to attain owing to the great number of comparatively unknown tree species, lack of transportation and of reliable data. At least one year's experience is necessary to efficient service.

The appropriation allotted to the bureau during the past few years has been insufficient to properly care for the vast property committed to its charge. The virgin

forest area of the island comprises approximately 40,000 square miles, or one-third of the total area. Besides this there is estimated to be 20,000 square miles of second growth timber, which will yield considerable quantities of small size lumber and firewood. With an appropriation commensurate with the work to be done, a sufficient force of forest officers could be employed, and many evils thus eradicated which now are a source of considerable loss to the service. Also many extensive improvements could be introduced, with a view to more intensive and remunerative management of the forests. An additional appropriation of approximately \$10,000 has been granted for special work in two of the provinces. It is the aim of the bureau to extend the area of intensive management as means are provided and men are

trained. With this view in mind more than one-half of this appropriation has been allowed for educational work in the high schools.

The field force of the division of administration consists of four foresters, nine head rangers, two assistant rangers, and five temporary rangers; a small force to distribute over 60,000 square miles. This division is charged with the supervision of the work of conservation of forest resources.

All applications for licenses to gather forest products must be O. K.'d by a forest officer of this division. Many licenses take out a very small quantity of forest products, or none at all, during the year. Three hundred and seventeen cutting areas were inspected by forest officers during the past year, especial attention being paid to the larger operators. Seven areas where these large operations are being conducted were studied in detail and reports and maps prepared. Approximately 3,000 kilometers of trail notes were taken by the officers of this division on a trip through regions which had not been previously mapped. Eight hundred botanical specimens were selected and sent to Manila by members. Fourteen hundred and eighty-eight parcels of land for sale or homestead were inspected.

In addition to this vast amount of work renewed efforts were made to suppress all illegal operations in the forests, and as a result the records show considerable success, complaints having been filed against almost two hundred persons, for prosecution under Section 25 of the Forest Act.

The work toward the creation of communal forests has gone rapidly forward, a circular from the office of the chief forester inviting the attention of municipal officials to the communal forest act having been productive of extensive results. In consequence almost one hundred municipalities have made application for communal forests. The requests are forwarded to the forest officers, who are instructed to examine the tracts in question and report on same. During the past year twenty-one communal forests were established.

Fire wardens are employed in the pine regions of Benguet and Letanto-Bontoc, the Igorrotes employed in this work take much interest in suppressing fires and in awakening a sentiment against the indiscriminate setting of fires in the pine forests and vicinity. This work will be extended during the coming year.

The main work of the division of investigation has been along the lines of inventory of forest resources and educational work. Commercially, the forests can be divided roughly into two classes; the dipterocarp forests, and all others. All the large stands show that from 33 per cent to 89 per cent of the total number of trees over 16 inches in diameter is composed of members of the first division, and furthermore that the

main bulk of these forests is composed of so few species that they can, from a lumberman's standpoint, be regarded as pure stands. The usual stand per acre runs from 5,000 to 40,000 board feet with an estimated average of 10,000 board feet for the entire area. It is roughly estimated that 75 per cent of the forest area of the island is found in the dipterocarp forests, in which the bulk of timber handled for export must naturally come. These forests produce woods of all grades, from the hard and durable Yacal, through the hard but less durable Apitong and Guijo, to the soft grades of Canguila and Lauan.

The remaining 25 per cent of the forest area is covered with mixed hardwood growth, mangrove swamps and pine forests. The mixed hardwood type furnishes, among others, the hard and durable Molave and Ipil and the highly prized Marra Tindalo, Acle and Banuyo. The forests that contain these are poorly adapted to lumbering on a large scale as the trees are scattered over extensive areas. Within limited sections stands of 5,000 feet per acre are occasionally found. Owing to the great local demand for these sections and the high cost of lumbering, it is not expected that they will produce any great amount for export trade.

The educational work accomplished by the bureau has been along the lines of instruction and propagandist work. A number of native Philipinos have been taken into the bureau as student assistants, with the title of temporary rangers. At the ranger's school, conducted during the month of August on the forest tract of the Cadwallader Lumber Company, at Limay, instruction was given in connection with the making of working plans for logging operations. The work was of as practical a nature as possible. During the year fourteen temporary rangers were carried on the payroll, nine of whom were given permanent employment, as they seemed best adapted to the work. Besides the work done by these men in connection with inspection and running trails, etc., considerable office work has been done and a large number of Herbarium and wood specimens collected. With a view to further educating the natives a good course has been established in the new Agricultural College. Good positions are open for the natives as well as for American foresters and they will be encouraged and assisted in obtaining sufficient technical training, either in American forest schools or in similar schools on the islands.

The propagandist work has consisted of a series of illustrated lectures delivered by a Philippine forest officer, a graduate of the Yale Forest School, by which it is estimated that 50,000 people have been reached. As a result widespread interest is apparent.

At the timber testing ground of Lamano, Bataan province, 577 additional tests have been started. The data on many of the tests begun in previous years is now avail-

able. There have been marked by forest officers in various parts of the island, a number of timbers actually employed in construction, with a purpose of inspecting them periodically and recording the data there obtained.

As no manager could be obtained for the laboratory at the beginning of the year no work has been done except the preparation of museum specimens, hand specimens and test species. A manager was secured in November, and has since had charge of the laboratory and museum work, and it is expected that a large amount of experimentations will be carried on during the coming year along these lines.

The financial report for the year shows a total amount available of \$58,723 and total expenditure of \$57,294, leaving a balance on hand of \$1,428.

### **Hardwood Record Mail Bag** **Seeks Oak Dimension Stock**

PHILADELPHIA, Pa., March 24.—Editor HARDWOOD RECORD: Do you know of any parties who manufacture quartered red and white oak in short stocks from 16 to 34 inches long in 1½, ¾, ¾, 4/4 5/4 and 6/4 inches thick, and from 3 to 10 inches wide? We are constantly in the market for the above stocks and could handle anywhere from 200 to 300 cars per year at satisfactory prices, delivered on a Philadelphia rate of freight, for cash. These stocks are usually cut on heading and other mills, and do you know of any parties who wish to manufacture any of this class of stock? If so, we should be pleased to have their names. We thank you in advance for the above information.

The RECORD is in receipt of the foregoing letter, and anyone who would like the company's address can have it on application.—EDITOR.

### **Who Wants Red Cedar Logs?**

BURNSIDE, KY., March 31.—Editor HARDWOOD RECORD: We would like the names of concerns who are in the market for choice cedar logs suitable for export. An associate of ours owns a nice tract of very choice cedar, well located, and we would like to find a market for the timber.

Anyone interested in the above offer can have the address by writing this office.—EDITOR.

### **Who Wants Oak Squares?**

LOUDONVILLE, O., March 31.—Editor HARDWOOD RECORD: Can you give us the names of any concerns that are in the market for 1½, 2, 2¼ and 2½ inch square dimension oak, all 12 feet long?

The address of the above writer will be furnished upon application to anyone interested in the foregoing material.—EDITOR.

### **Fort Smith, a Commercial Center of the Southwest**

Fort Smith, Ark., strategically situated in the heart of the industrial and mercantile industries of the great Southwest, is the logical center about which the business of that section rotates, being almost four hundred miles from Kansas City, the nearest city of any importance.

This thriving municipality is located on the Arkansas side of the state line between Arkansas and Oklahoma and from there extends a potent influence over the financial and commer-

cial interest of that vast trade empire bounded by the Missouri on the north, the Mississippi on the east, the Gulf and Rio Grande on the south, and extending west into New Mexico and Arizona.

Of vast importance to successful development is the perfect network of railroads which make Fort Smith a center of operation. This has justly been reckoned the railroad center of the Southwest, there being nine distinct systems radiating from it as an axis, besides the additional transportation facilities afforded by two branch lines and the two great rivers to which it has easy access. This perfect system of communication with all points makes it not only a great producing center in itself, but also the distributing center for the extensive domain surrounding it.

In a beautifully illustrated descriptive pamphlet recently issued by the Fort Smith Commercial Club, the advantages of that place as a point of commercial and industrial development as well as for a place of residence are succinctly set forth. The climate, so the book states, is superb, severe winter conditions being an unusual occurrence, the temperature maintaining an average of sixty degrees. This, coupled with the ideal conditions of humidity and rainfall, make the territory adjacent to this city of vast importance for farming and market gardening purposes. As a distributing point for this class of goods Fort Smith has become justly famous.

At the very gates of the city is located the largest timber reserve in the world, the estimated stumpage being twenty billion feet. It is popular knowledge that the state of Arkansas stands in fourth place as a lumber producing state, and a large percentage of this enormous timber supply of hard and soft woods is contiguous to Fort Smith and has been a factor of vast moment in the past development of that community and will continue, for a long time to come, to occupy the same position. Immense industries allied to the lumber trade have been a natural consequence of the availability of such an excellent source of supply. The largest wagon works west of the Mississippi, having a yearly output of 15,000 wagons, has been established in the city, as have numerous and flourishing furniture factories and similar enterprises.

Having touched on the transportation and supply conditions, it might be in keeping to say a word as to the financial and business side of the outlook. There are seven banking institutions of recognized high standing and unquestioned stability, whose aggregate deposits are \$5,000,000 and who have at their command \$8,000,000 in assets.

The selling market needs no comment, it is too obviously excellent, as is also the buying market or source of supply, a preëminent virtue being the reasonable cost of all forms of raw material. Further inducements are offered in the plentiful supply of skilled labor, the excellent water supply, the low tax and insurance rates and the splendid local transportation facilities, there being a million dollar belt line encircling the entire city.

In summing up it seems pertinent to mention the city as a jobbing center, it being contended that in proportion to its population this is the largest jobbing city in the world, an annual business of \$40,000,000 being transacted. To say Fort Smith is destined to grow means too little; it is destined to be one of the greatest communities in the West and is constantly affording new opportunities for various industrial enterprises, such as cotton, paper, hosiery and rolling mills, shoe, wire fence, metallic bed, sash and door, finished handle, fruit crate, box, buggy and agricultural implement plants; for potteries, building and paving brick, tile, truck, wagon nail and screw and glass plants; paper box, match, structural iron, shovel, furniture, specialties and veneer and wooden novelty plants and for a horseshoe factory and a lime kiln.

# Some Phases of Handle Production

## SELECTING A LATHE

By H. B. ALEXANDER

The selection of a suitable lathe for the handle plant is rather a difficult proposition, as there are a large number of makes on the market at the present time. Rather than buy merely on the recommendation of the manufacturer, it is wise to go slowly and by means of communications addressed to users of the different types of machines, to ascertain the good points of each relative to capacity, accuracy and stability.

There are lathes on the market that are cheap in price, and for the first few months will turn out fair work, but as a rule they will not keep it up, being too light in the working parts. They soon wear so that it is impossible to keep them in shape and manufacture uniform handles. There are others extremely high in price, and while there is no doubt but that they are good machines, yet owing to their complex construction the output is no greater than that of some of the more reasonably priced makes and repairs are more numerous and more expensive.

A good lathe should be as simple in design as possible and should have a minimum number of working parts. It should be so constructed that in the event of a handle being stuck, owing to poor stock, there would be no difficulty in getting to the source of trouble. There should be an adjustment whereby the finishing would move out of the way in case of an accident of this kind, enabling the handles to be driven out without nicking the knife.

The sliding, or expansion heads, without which there would be no throat in the handles, are the weak point in nearly every make of machine. These parts are made of various materials, some being of cast iron, some of Babbit and some of brass. All are subject to more or less wear. Wear in this part is very liable to cause variation in the shape of the handle and to make what is called "checker board", filling the throat with a multitude of fine holes which no amount of sanding will eradicate. Again it may cause a series of steps, which are equally objectionable. Nearly all difficulty of this character can be traced directly to trouble in the expansion head; either it is worn so as to allow play, or some of the screws or other parts are loose. The one exception is caused by making the handles too loose in the bushing before they come to the finishing knives. This is a point that has caused more trouble than any other, as so many turners show a desire to run their handles as loosely as possible, thus avoiding the time and trouble necessary to keep their front knives properly set. The handles should fit the barrel snugly enough to prevent jumping and shattering, and yet should not be tight enough to burn.

In connection with this branch of the industry, why wouldn't wood-fiber be a feasible substitute for the metal commonly used in expansion heads? It seems reasonable to suppose that this would do away with a large percentage of the trouble caused by wearing in these parts. It would have been tried before this, in many cases, were it not for the fact that stock thick enough is very difficult to obtain. For the present Babbit seems to have the preference over brass, as it is found to wear longer.

Some lathe manufacturers have been accustomed to reduce the distance between the roughing and finishing knives, an idea which has probably been carried too far, as in order to make neat, smooth, uniform handles, the long barrel is necessary. If there is only an inch or less between knives, then it will be necessary to run the handles so tight in the front head as to bring them almost to the burning point. Under such treatment the knife heads will not last for any length of time.

Knives on handle lathes should have just as careful treatment as on all other wood-working machinery, and care should be taken to give them a shearing cut, thus prolonging the efficiency of the knife and assuring cleaner and more satisfactory work. It is folly to attempt to run a knife after it has once become dull, as the work turned out is not only of inferior quality, but is also expensive to produce. By this means the grades of stock are much run down, as many handles are poorly manufactured or burned. Because of the large number of handle manufacturers doing a small business with inadequate machinery, the market is already flooded with low-grade handles, and it is not advisable to turn out any more of this kind of stock than is absolutely necessary.

Another point which is open to considerable improvement in handle lathes is the method of feeding in the blanks. There is probably only one proper way, namely, to provide a rack on the front end of the lathe sufficient to hold a dozen or more blanks and let the bottom blank rest on a set of feed wheels, which will open and close at the proper intervals to take in the blocks as they are needed. In order to keep the blanks square with the heads and in the center of the machines, they should pass through two sets of feed wheels, one set vertically and the other horizontally. The principle involved in the common form of feeds is to drive the blanks into a set of feed-wheels far enough so that they will be caught and carried along. The trouble usually experienced with this style is often due to a variation in the sizes in the blanks. The smaller

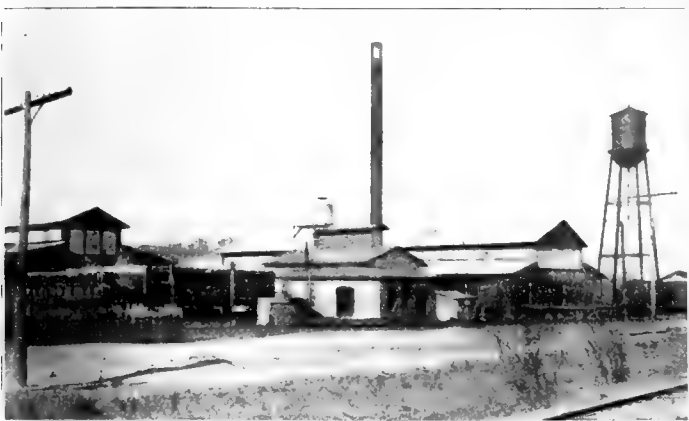
ones are driven in too far, thus making long heads, and the larger ones are not carried far enough, thus creating the opposite result. It is easily seen that in this way uniformity in finished handles is very difficult to obtain, and uniformity is one of the most essential qualities demanded by broom makers.

The pattern wheel or cam, as it is sometimes called, is located on some lathes at the front end, on some on the back side and some on the front side. The exact location is immaterial, and should be governed by the position of the machine and be placed where it can be gotten at easily for adjustment. Hardwood cams usually show the best results, for the reason that they show as good wearing qualities as the metal ones, and will allow of alterations in design, which is not possible if metal is used. Especially designed cams for the production of a certain type of handle can be produced very cheaply if hardwood is used, while if metal cams are required they must be usually worked for a long time before they are gotten to the desired shape. In addition, a wood cam can be produced in a few minutes with a hand saw, or if this is not available they are easily made with a common keyhole saw.

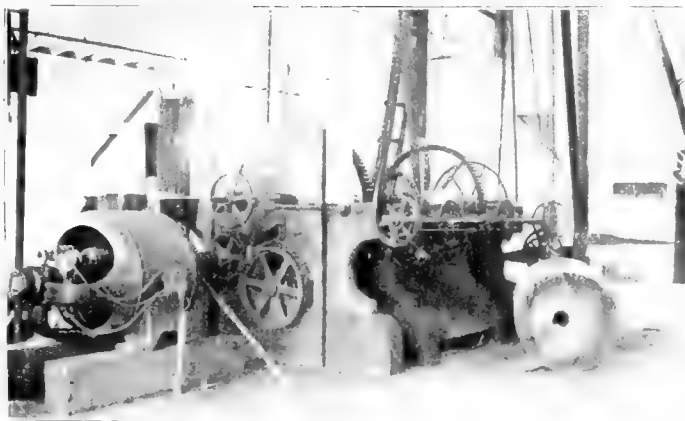
Running the handle too snugly in the barrel causes a good deal of friction at that point, and the barrel is consequently heated rapidly. If this were allowed to continue for any length of time the lathe would be brought to a stop. To avoid this, dip the front ends of the blanks about a quarter of an inch in some cheap oil (an article suitable for this use can be obtained for almost nothing, and should be kept in shallow pans handy to the lathe). The oil on the ends of the blank is thus drawn off to the sides of the barrel and keeps it cool. All that is on the sides is cut off at the first operation, and is usually wasted. Without proper care, and by dipping the blanks too deeply, the waste is considerable. About two barrels of oil, containing fifty gallons apiece, are required to run two lathes for a month, and in this time about 140,000 handles can be turned out, and as the initial cost of the oil is slight, the cost per handle is infinitesimal. Yet if it were not used the reduced amount of output would be a considerable item of loss.

## New Lines From Texas Into Mexico

A recent report of Consul Luther T. Elsworth of Ciudad Porfirio Diaz, states that the Kansas City, Mexico & Orient Railroad Company has planned to build a branch line from San Angelo to Del Rio, Tex. At this point a bridge will be constructed across the Rio Grande river, and from there the new line will run through Mexican territory into the Mexican district of Las Vacas, where it will tap the agricultural land opened up by the numerous irrigation systems, and will finally join with the National Railway in Mexico at Sabinas. The company is arranging for supplies to be used in the construction, and its address may be obtained from the Bureau of Manufactures, Washington, D. C.



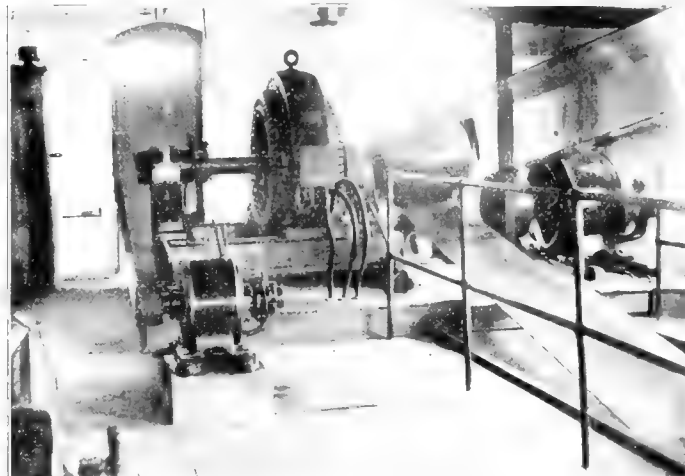
VENEER AND BOX FACTORY W. D. REEVES LUMBER COMPANY, HELENA, ARK.



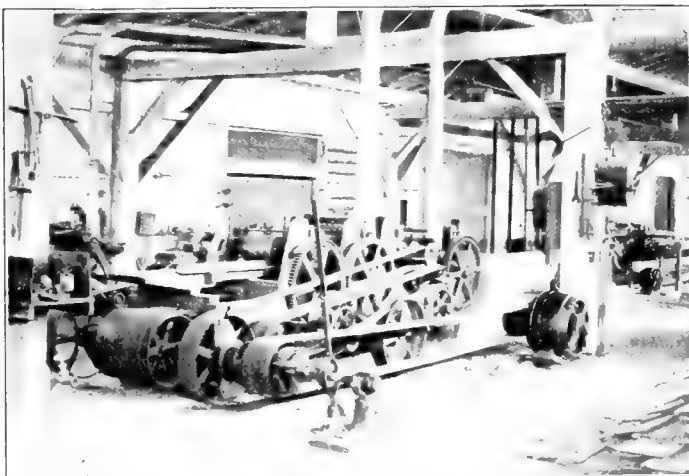
VENEER MACHINE DRIVEN BY ALLIS-CHALMERS TYPE K 10 H 220 VOLT VARIABLE SPEED DIRECT CURRENT MOTOR



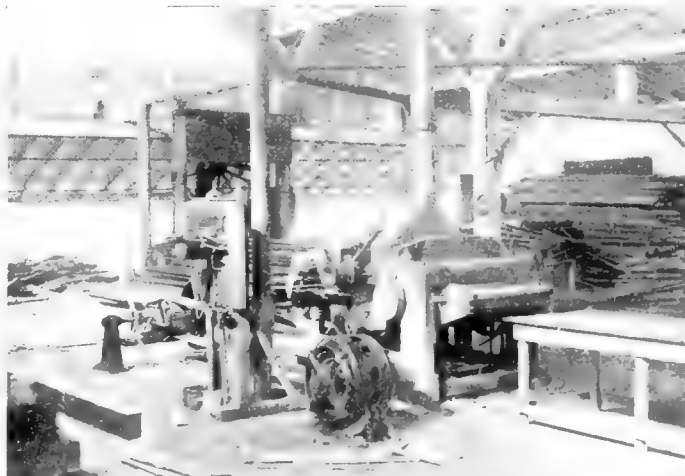
ALLIS-CHALMERS RELIANCE ENGINE, 20 X 36, BELTED TO TWO GENERATORS



ONE 250 K W 60 CYCLE THREE PHASE 220 VOLT ALTERNATOR; ONE 50 K W 240 VOLT GENERATOR, ONE 3 K W 120 VOLT EXCITER.



FIFTEEN-INCH FLOORING MACHINE BELT DRIVEN BY 20 H, 220 VOLT INDUCTION MOTOR



THIRTY-INCH SURFACER BELT DRIVEN BY 20 H, 220 VOLT INDUCTION MOTOR

### Electric Drive for Manufacturing Plants

There is so much interest manifested in electric transmission and power machinery, especially for variable drive electrical power applied to sundry types of veneer and woodworking machinery, that in the RECORD of February 25 was listed the complete equipment of power and power transmission machinery recently furnished the W. D. Reeves Lumber Company at Helena, Ark., by the Allis-Chalmers Company of Milwaukee, Wis.

On this page are sundry pictures, including a

view of the big plant of the W. D. Reeves Lumber Company, views of both the steam and electrical power plant, together with a surfacer and flooring machine driven by motors, and a big veneer machine driven by a motor of special Allis-Chalmers type, which is capable of transmitting variable speed. This type of motor is particularly valuable in accomplishing maximum results in rotary-cut veneer work, speed being advanced with the diminution of the size of the bolt as the cutting progresses.

The absolute economy and efficiency of this

type of drive for a veneer cutter is so apparent that doubtless the majority of veneer manufacturers will find it economy to install them.

The RECORD is indebted to the Allis-Chalmers Company for the illustrations on this page.

The Escanaba Lumber Company is planning the erection of a hardwood flooring mill at Masonville, Mich., and hardwood for this purpose is being cut at its sawmill. The new mill will be up-to-date throughout and will be a great addition to the industry of Masonville.



## News Miscellany

### Reorganization Huntsville Lumber Company

On March 15, J. W. Kitchen of the J. W. Kitchen Lumber Company of Ashland, Ky., and Thomas N. Fannin of the Keys-Fannin Lumber Company of Ashland became associated with F. W. Webster and have bought out the Huntsville Lumber Company of Decatur, Ala. This company is one of the best known hardwood lumber and dimension houses in the country, and has conducted a successful business for many years. Mr. Fannin became president of the reorganized company, F. W. Webster vice-president and manager, J. W. Kitchen treasurer and Thomas H. Wilson secretary and assistant treasurer. The mills will be run and the business conducted with the same policy as in the past, and the high standard of production that the Huntsville Lumber Company has heretofore established will be continued.

The company is putting in new machinery for manufacturing quartered oak veneers. This alliance will add materially to the financial strength and the high reputation of the Huntsville Lumber Company. The Jamestown, N. Y., office of the institution has been discontinued and hereafter the sales and executive departments will be located at Decatur.

### Meeting Executive Committee National Hardwood Lumber Association

A meeting of the Executive Committee of the National Hardwood Lumber Association was held at the organization's offices in Chicago March 24. There were present President O. O. Agler, Chicago; Vice-President F. A. Diggins, Cadillac, Mich.; Charles H. Barnaby, Greencastle, Ind.; Earl Palmer, Paducah, Ky.; and Gus J. Landeck, Milwaukee, Wis. Twenty-six applicants for membership were admitted. The other proceedings were of an executive character and involved detail work.

A meeting of the Inspection Rules Committee was also held on March 24 and continued over to March 25. At this meeting there were in attendance J. M. Pritchard, chairman, Memphis, Tenn.; C. R. Mengel, Louisville, Ky.; J. W. Dickson, Memphis, Tenn.; D. F. Clark, Minneapolis, Minn.; E. J. Young, Madison, Wis.; E. L. Edwards, Dayton, O., and D. H. Day, Glen Haven, Mich. The committee reviewed the correspondence pertaining to inspection rules which had been received since the Detroit meeting last June, and a report was formulated to cover these matters, which will be presented at the next annual meeting in Louisville, to be held on June 9 and 10.

During the meeting a conference was held with representatives of the National Wagon Manufacturers' Association, and an agreement reached whereby the wagon makers approved of the National rules on wagon stock.

### Michigan Hardwood Manufacturers' Complaint Before Interstate Commerce Commission

On March 24 Commissioner Walter G. McCormack on behalf of the Interstate Commerce Commission conducted a hearing at Cadillac, on the complaint of the Michigan Hardwood Manufacturers' Association against the Transcontinental Freight Bureau in the matter of rates on hardwood lumber and forest products from the lower peninsula of Michigan to Pacific coast points.

The contention is that the present rates from the lower peninsula constitute undue discrimination against this section as compared with the upper peninsula of Michigan, Wisconsin points and Chicago. William A. Percy of Memphis, the attorney who won the Burgess case, to which this is similar, appeared for the complainants. F. C. Dillars of the Union & Southern Pacific

appeared for the railroads, with the exception of the Santa Fe, which was represented by J. J. Coleman, assistant general freight agent in charge of lumber and coal traffic. Many witnesses were examined, including lumbermen and railroad representatives. The complainants have until April 25 to file an amended brief, and the defendants have until May 25 for rebuttal. It is expected that oral argument will be made before the Interstate Commerce Commission at Washington some time in June. From the gist of the complaint, which follows, it looks as though the Michigan hardwood lumber and flooring contingent would secure a favorable decision, although heretofore complaints made direct to the railroads have been turned down.

The petitioners are manufacturers of hardwood lumber comprising ash, basswood, beech, birch, elm and maple. It is shipped in carload lots and usually loaded heavy, the average weight of dressed lumber being from 45,000 to 50,000 pounds per car, and the rough lumber about 60,000 pounds per car, making the average of rough and dressed lumber at least 50,000 pounds per car. The cost of service is low and risk is not great.

February 22, 1896, the defendants voluntarily put into effect a 75-cent rate on this commodity from all Michigan and other territory to Pacific coast terminals, which rate was in force until January 17, 1904, a period of eight years. During this time your petitioners, at considerable expense, built up a substantial trade in that territory. January 18, 1904, the rate was arbitrarily advanced to 85 cents in all territory formerly covered by the 75-cent rate.

The petition further goes on to refer to the decision of the commission in the matter of Burgess et al. against the same freight bureau last year against the same 85-cent rate from Chicago points to the coast, to the effect that the same was excessive, and ordering a rate of 75 cents, further stating that after the railroads reduced that rate from certain territory they left the rate from the lower peninsula of Michigan at 85 cents, as formerly; also that the difference in rate of 10 cents per 100 pounds between manufacturers in Wisconsin and upper Michigan and those of the lower peninsula means a difference of \$4 per thousand feet on rough lumber and from \$2 to \$2.50 per thousand on flooring, and this handicap has almost wiped out the business to the Pacific coast and will eventually wipe it out entirely unless relief is given us, as we cannot hold our trade in that territory except on an equal basis. Some of our manufacturers have been forced to reduce the price to a basis of 75 cents, absorbing the 10 cents difference themselves at a large sacrifice. This has been done temporarily, as they could not afford to lose the valuable trade connection already made on the coast, and with the hope that a 75-cent rate would soon be issued.

A continuation of an excessive rate tends to stimulate a larger importation of foreign woods to Pacific coast markets and actually results in decreased tonnage west-bound for the railroads and more empty cars to carry in the opposite direction. We are advised by the originating railroads in lower Michigan that they are in favor of a 75-cent rate, and we have their support to our application. It is generally conceded that this commodity is desirable business on account of the large average tonnage per car and the slight risk to the carriers. The minimum weight on this commodity is 40,000 pounds per car, but the average shipments of hardwood lumber to the Pacific coast from our territory will average much more than that.

A petition is therefore prayed for a 75-cent rate and also for a refund of all overcharges on shipments from August 1, 1908, which is the date the rate was reduced from Wisconsin and upper Michigan points.

### Tallahatchie Lumber Co. Starts New Plant

The Tallahatchie Lumber Company of Philipp, Miss., has just started in operation a complete modern sawmill, equipped with a 12-inch band-saw and 12-inch resaw, and with a separate building for cutting up slabs and low grade stock into dimension sizes. The concern will make a specialty of thin lumber and will also manufacture furniture, dimension stock and veneer flitches.

The company owns 14,000 acres of fine hardwood timberland in Mississippi and has an option on several thousand additional acres, which will furnish sufficient timber to run the mill

about twenty years. It has up-to-date equipment for logging, consisting of several miles of railroads, locomotives and cars, the latest type of McGiffert skidder and loader, and the latest improved Clyde ground skidder. After the merchantable timber is taken from the forest a portable cross-tie mill works up the balance of the trees which are suitable for cross ties, so that no timber of any value is wasted. After being cleared the land is put into cultivation, and arrangements are now being made to have the agricultural end of the work put in charge of a graduate of the Mississippi Agricultural College. The Tallahatchie Lumber Company is certainly making a very close clean-up of its timber properties, and is conducting its operations on a scientific basis.

### Program for N. L. M. A. Annual

While details of the program of the forthcoming annual meeting of the National Lumber Manufacturers' Association, which will be held at New Orleans, La., on April 19 and 20, have not yet been decided, Manager Leonard Bronson announces the following features:

APRIL 19, 10 A. M.

Opening proceedings.  
Roll call.  
Credentialed.  
Addresses and reports of officers.  
Reports of standard committees, etc.  
Reports from affiliated associations.  
Address by representatives of the national administration.  
"Timber Land Taxation," by Prof. Fred Rogers, Yale University, New Haven, Conn.

APRIL 19, 2 P. M.

Address, "The Problem of Private Forestry," Hon. Henry S. Graves.  
Symposium—Trade Relations and Conditions, eight minute prepared addresses. (This part of the program is not complete, but probably will include the following speakers: H. M. Graham, Brinson, Ga.; W. B. Stillwell, Savannah, Ga.; E. C. Fosburgh, Norfolk, Va.; Fred R. Balcock, Pittsburg, Pa.; R. H. Vansant, Ashland, Ky.; C. A. Bigelow, Bay City, Mich.; William Irvine, Chippewa Falls, Wis.; J. E. Rhodes, St. Paul, Minn.; J. Lewis Thompson, Houston, Tex.; J. H. Bidell, Bellingham, Wash.; D. E. Skinner, San Francisco, Cal.; George X. Wendling, San Francisco, Cal. Other prominent lumbermen are expected to take part in this feature of the program.)

APRIL 20, 9:30 A. M.

"Utilization of Waste in Forest and Mill," by Capt. J. B. White, chairman Executive Committee, National Conservation Association.

"The Box Industry and its Relations to Lumber Consumption," by a Pacific coast representative.

"Forest Fire Prevention and Control," by Charles E. Brower, secretary of the National Classification Committee of lumber and wooden box interests of the United States.

"Lumber Finances from the Banker's Standpoint," by Charles Janvier, vice-president of the Canal-Louisiana Bank & Trust Company, New Orleans, La.

APRIL 20, 2 P. M.

"Future of Stumpage and Lumber Values," by James D. Lacey of Chicago and New Orleans.  
Reports of committees.  
Unfinished business.  
Election of officers, etc.  
Adjournment.

A very interesting entertainment program has been planned, which will take up all the leisure time of the visiting delegates, and embraces special features for the ladies. The Southern Cypress Manufacturers' Association is the host on this occasion.

Tuesday, April 19, 2 p. m., ladies' pedestrian trip through French Quarter.

Wednesday, April 20, 11:30 a. m., ladies' auto trip around the city, including luncheon and reception at the Country Club.

Wednesday, April 20, 7 p. m., dinner-dance at Grunewald Hotel.

Thursday, April 21, trip for delegates and ladies to Garyville, La., where cypress operations will be shown in full, including swamp work and sawmill.

The National Lumber Manufacturers' Association is one of the large and strong lumber organizations of the country. It is composed of a

number of affiliated associations of manufacturers, each of which will be represented by delegates at this forthcoming annual. Following is a list of these affiliated associations and the names of the delegates who will attend this meeting:

**NORTHERN PINE MANUFACTURERS' ASSOCIATION**  
William Irvine, Chippewa Falls, Wis.  
Edgar Dalzell, Minneapolis, Minn.

**NORTHERN HEMLOCK & HARDWOOD MANUFACTURERS' ASSOCIATION.**

W. C. Landon, Warsaw, Wis.  
Charles A. Goodman, Marinette, Wis.  
A. L. Osborn, Oshkosh, Wis.

**WISCONSIN HARDWOOD LUMBERMEN'S ASSOCIATION.**

F. H. Pardoe, Wausau, Wis.  
E. E. Finney, Marshfield, Wis.  
B. F. McMillan, McMillan, Wis.

**YELLOW PINE MANUFACTURERS' ASSOCIATION**

H. H. Foster, Malvern, Ark.  
E. S. Crossett, Davenport, Ia.  
N. H. Clapp, Jr., Warren, Ark.  
J. A. Freeman, St. Louis, Mo.  
F. R. Gilchrist, Laurel, Miss.  
J. Lewis Thompson, Houston, Tex.  
L. Davidson, Houston, Tex.  
E. V. Babcock, Pittsburg, Pa.  
C. D. Johnson, St. Louis, Mo.  
John L. Kaul, Birmingham, Ala.  
N. W. McLeod, St. Louis, Mo.  
J. B. White, Kansas City, Mo.  
J. W. Martin, Yellow Pine, La.  
George Lock, Westlake, La.  
S. H. Fullerton, St. Louis, Mo.  
W. D. Harrigan, Fulton, Ala.  
Ed. A. Hauss, Century, Fla.  
E. P. Denkman, Hammond, La.

**GEORGIA-FLORIDA SAWMILL ASSOCIATION**

H. H. Tift, Tifton, Ga.  
William B. Stillwell, Savannah, Ga.  
J. B. Conrad.  
H. M. Graham, Brimson, Ga.  
C. E. Melton.  
E. C. Harrell, Tifton, Ga.

**NORTH CAROLINA PINE ASSOCIATION.**

E. B. Wright, Boardman, N. C.  
Ira Johnson, Norfolk, Va.  
J. T. Deal, Norfolk, Va.  
R. J. Camp, Franklin, Va.  
E. C. Fosburgh, Norfolk, Va.  
R. H. Morris, Norfolk, Va.

**HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.**

R. M. Carrier, Sardis, Miss.  
R. H. Vansant, Ashland, Ky.  
W. A. Gilchrist, Memphis, Tenn.  
George E. W. Luchmann, St. Louis, Mo.  
F. E. Gary, Turrell, Ark.

**PACIFIC COAST LUMBER MANUFACTURERS' ASSOCIATION.**

J. H. Bloedel, Bellingham, Wash.  
W. H. Boner, Everett, Wash.

**MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION.**

F. L. Richardson, Alpena, Mich.  
Bruce Odell, Cadillac, Mich.  
W. C. Hull, Traverse City, Mich.  
John C. Ross, Bay City, Mich.

**SOUTHWEST WASHINGTON LUMBER MANUFACTURERS' ASSOCIATION.**

(Five delegates, names not yet received.)

**SOUTHERN CYPRESS MANUFACTURERS' ASSOCIATION.**

(Five delegates, names not yet received.)

**OREGON & WASHINGTON LUMBER MANUFACTURERS' ASSOCIATION.**

G. K. Wentworth, 208 La Salle street, Chicago.  
A. B. Hammond, San Francisco, Cal.  
J. W. Blodgett, Grand Rapids, Mich.  
C. F. Latimer, Ashland, Wis.  
B. C. Miles, Salem, Ore.  
E. B. Hazen, Bridal Veil, Ore.

**WESTERN PINE MANUFACTURERS' ASSOCIATION.**  
(Five delegates, names not yet received.)

### Lumbermen's Club Formed by Dickson Trade

The lumbermen of Dickson, Tenn., are now associated in an enthusiastic body, known as the Dickson's Lumbermen's Club. At a meeting held the latter part of March there was a hot contest over the election of officers, there being two tickets in the field, the "Woodpeckers" and the "Sapsuckers." The "Woodpeckers" won out, with the election of the following: John M. Smith, manager of the W. P. Brown & Sons Lumber Company's Dickson branch, president; F. H. Crow, head of the firm of F. H. Crow & Co., vice-president; H. T. Cowan, American Lumber Company, secretary and treasurer.

Forty members were enrolled at this meeting, representing eighteen firms, all of which are located at Dickson except three. The club will not devote its energies entirely to social affairs, but will make strenuous endeavors toward the upbuilding of the city of Dickson. This city handles on an average of a million feet of lumber per week, and maintains twenty-six men on the road buying lumber, and it is claimed that this is a larger number of lumber buyers than are traveling out of either Nashville or Memphis.

The enrolled membership of the club is as follows:

Jno. M. Smith, J. B. Sugg, E. C. Sugg, C. L. Faulkner, F. P. Hanley, R. L. Lembke, C. J. Agler, O. L. Faust, W. D. Bates, Campbell Woods and H. L. Grigsby, all of W. P. Brown & Sons Lumber Company.

A. W. Haines, H. T. Cowan, J. M. Duncan and R. L. Spain, all of the American Lumber Company.

D. T. Self, L. C. Self, W. R. Boyte and Wm. Bryant, all of the Dickson Planing Mill Company.

F. H. Crow, E. B. Crow and R. J. Martin, of F. H. Crow & Co.

A. B. Cowan of Maisey & Dion (Chicago).

W. R. Burch of Fullerton-Powell Hardwood Lumber Company.

W. A. Moore of Crandall & Brown.

S. G. Robertson of Hensly Lumber Company.

A. H. Leathers of Leathers Handle Company.

R. M. Holland of R. M. Holland & Co.

E. L. Harrison and Herman Harrison of E. L. Harrison & Son.

L. C. Mathey and E. L. Burch of Kaufman Stave & Lumber Company, Spot, Tenn.

J. A. Turner, S. W. Taylor and D. A. Slonaker, of S. W. Taylor & Co., McEwen, Tenn.

Earl Seager of Seager Planing Mill Company.

W. I. Choate, Choate & Winstead.

J. D. Campbell, Campbell Manufacturing Company.

A. W. Lucas and Jno. T. Crane of Lucas Land & Lumber Company, Waverly, Tenn.

W. R. Hegin.

### Woodenware Company in Financial Difficulty

The Two Rivers Woodenware Company of Two Rivers, Wis., has gone into the hands of a receiver, involuntary petition in bankruptcy having been filed with the federal court of Milwaukee by three of the creditors. Its liabilities are estimated at \$394,633.75, and its assets at \$433,360. This is the second time, during the last five years, that this concern has been bankrupt.

The Milwaukee Trust Company has been named as receiver. During the past thirty days, the petition states, the concern has been practically without cash, and the employees have been paid with money received in advance on contracts. Outstanding accounts have been assigned in payment of debts. Attempts were made to get extensions on some of the debts, but without success. The concern has contracts aggregating \$140,000 and employs 200 men.

### Insurance Advice

The firm of U. S. Epperson & Co., which acts as attorney and manager for the Lumbermen's Underwriting Alliance, issues a series of bulletins on lumber insurance topics, which are of inestimable value to the lumber trade. Epperson's bulletin No. 35 recites the fact that "a spark and a breeze" are the promoters of the average fire. The bulletin gives sundry advice to lumbermen on the prevention of fires. The basis of the suggestion is the small amount of time and money required to put properties in shape to resist spark ignition. In detail, it says:

"One of the most frequent causes of fire is an accumulation of dust on framing, rafters, etc. One of the quickest and most efficient means of eliminating this hazard, is an air or steam hose used thoroughly at least once a week. A

spark precipitated upon dry, fine dust is practically certain to start a fire which will spread with great rapidity, and be exceptionally hard to check.

"Another common source of fires is accumulated grease and oil on timbers, posts, floors or other woodwork. To remedy this, first use a strong alkali combined with sufficient elbow grease to thoroughly remove the precipitation, then cover with a good coat of whitewash or paint, preferably white, which will not only brighten the shop, but will act as a ready indicator of fresh grease smears. Wood surfaces coated with whitewash are fireproof to a certain degree, through chemical combinations. In cases where woodwork is hopelessly impregnated with oil, it should be metal-clad and kept constantly wiped.

"Hot boxes and defective frictions are always liable to cause sparks. All bearings should be properly oiled, but should be kept free from an over-abundance of grease, and from grit of any sort. All friction transmissions should be examined before work each day.

"There are two ways of suppressing fire started by a spark on dust deposits. The average workman will usually turn a heavy stream of water from a hose on the spot, and in that way very likely spread the burning particles to adjoining woodwork. If he should immediately pour sand or water directly upon the blaze, there would be no danger of spreading and the fire would be smothered in short order.

"There will probably always be danger from sparks landing in accumulated refuse. One of the most common causes of this sort of disaster is the slab pit, the best protection against which is a good refuse burner. Spark arresters should be kept always in repair, and all openings into mills should be tightly screened, thus while sparks will always be present, by eliminating the deposits upon which they feed, the fire risk can be materially reduced.

"The system of weekly self-inspection, now in operation in numerous mills, has already proved its worth. By this system a competent employee is appointed to make weekly examinations of all fire-fighting apparatus, and of the general conditions of cleanliness about the plant. Inspections by the men employed by the Lumbermen's Underwriting Alliance have shown a steady improvement in the mills in which this plan is being carried out.

"With the approach of the hazardous season, and with the fact always present that fires are ever liable to occur, it seems the part of wisdom to overhaul all insurance, and be certain that property is fully covered."

### Meeting Memphis Lumbermen's Club

At the regular semi-monthly meeting of the Lumbermen's Club, held at the Hotel Gayoso, Saturday, April 2, announcement was made that the Illinois Central system is getting out a tariff sheet which will allow lumber shipped from points on this system to Memphis, resawn or dressed here and then shipped through to final destination, on the original through rate. This will apply on both the Illinois Central and the Yazoo & Mississippi Valley railroads and is regarded as a most important concession. The tariff will specify that the lumber thus shipped to Memphis will have to be changed in form, either through resawing, dressing or other treatment. This is a phase of the milling-in-transit rate, but it has nothing to do with the old reconsigning rates which were in effect in Memphis for a number of years. Lumber that is shipped to Memphis and yarded will have to be handled as it has been during the past two years, that is, on the basis of a slight reduction on the eastern and northern rate from Memphis. The rate from local points of shipment to Memphis must be paid in full and the reduction from Memphis to the final point of destination is so slight as to make the combination of the two rates considerably more than the through rate.

Rail and Rail  
are now in  
the Illinois Cen-  
S. for the privilege  
in Memphis and the  
It is expected  
active within the  
made to get  
from the other railroad com-  
It has been argued that lumbermen at  
other points have this privilege and that Mem-  
phers, owing to its high rank, is fully entitled  
to it.

The Lumbermen's Club of Memphis has  
turned down the proposition brought forward  
by N. Butler Haynes for the establishment of a  
lumber exchange at which trading for both spot  
and future delivery might be effected daily.  
This matter was turned over to the Board of  
Directors some time ago for consideration and  
recommendation and the board reported at this  
meeting in the form of a resolution, stating  
that the club should take no official cognizance  
of the matter, but that it be considered by the  
members individually. This report was heartily  
endorsed. This does not necessarily mean that  
there will be no exchange, but it does mean that  
there will be no exchange sanctioned by the  
club as an organization. The chief objections  
to the proposition, it is understood, are the  
large expense entailed and the fear that the es-  
tablishment of the exchange under the auspices  
of the club would tend to lessen the influence  
of the club itself.

The attendance at the meeting was fairly  
large.

#### April Meeting Cincinnati Lumbermen's Club

The April meeting of the Lumbermen's Club of  
Cincinnati was held Monday evening, April 4, at  
the Gibson House. The usual dinner was en-  
joyed. The Pork Chops Band furnished vocal  
and instrumental music of the "rag-time" variety  
while the meal was in progress, and made a bit  
with everybody but President Cliff S. Walker,  
who says he is not an admirer of "Rings on my  
fingers," and as a consequence this delightful  
music was repeated for his especial delectation.  
Cigars passed, President Walker drew forth his  
treasured new gavel and knocked for order.

The secretary then read the minutes of the last  
meeting.

After the reading President Walker said: "The  
minutes should not be approved, as the secretary  
read that Mr. John Long of the New York Lum-  
ber Trade Journal was present and made an ad-  
dress. Evidently a joke has been perpetrated on  
Mr. Long, and this should be omitted."

This occasioned considerable laughter at Mr.  
Long's expense, who was present.

A motion was then made that the minutes be  
approved as read, which was carried.

Letters from the Lumbermen's Bureau, and  
others on economic subjects were ordered filed.

A letter from W. H. Perry, secretary of the  
National Wholesale Lumber Dealers' Association,  
thanking the club for its entertainment at the  
convention of the association in March, and ex-  
pressing the appreciation by the directors of the  
association, was read, and on motion approved  
and filed.

An invitation from the Master Plumbers' As-  
sociation of Ohio to attend its lecture on sewerage  
and scientific and sanitary sewage disposal, at  
the Ohio Mechanics' Institute, was read, inviting  
the members of the club to attend. The invita-  
tion was accepted and a vote of thanks accorded  
the Master Plumbers' Association.

Col. S. Stanberry, who is one of the Ohio Val-  
ley Exposition Commissioners, was present and  
stated the object of the exposition and invited  
the Lumbermen's Club to repeat the excellent  
display made at the last Fall Exposition in 1905.  
It was decided to appoint a committee to work  
in conjunction with the exposition commission-

ers, and report a plan at the May meeting. The  
chair appointed W. H. Hopkins, chairman; George  
Littleford, R. McCracken, W. A. Bennett and J.  
Watt Graham on this committee.

Ralph McCracken, chairman of the Advertis-  
ing Committee, made a report of the bids re-  
ceived and the work of his committee, of whom  
no representative was present but himself. He  
stated that the various plans submitted involved  
amounts ranging from \$600 to \$6,000.

Much discussion followed upon the merits of  
the advertising proposition as a whole, and the  
chair stated that the position of the club on the  
advertising matter was the same as it had been  
for three years, and he hoped some one would  
make a motion to relieve the situation. A vote  
was then taken on whether the club desired to  
advertise or not, and was decided in the negative  
by an almost unanimous vote.

The Committee on Permanent Headquarters not  
being ready to report, the chair said he would  
entertain a motion to discharge the committee.  
This was done and that matter also finally dis-  
posed of.

Lewis Doster moved that a vote of thanks be  
extended to Ralph McCracken and the Advertis-  
ing Committee for their long and thankless yet  
untiring efforts in their work of endeavor to ex-  
ploit the club and the market by club advertis-  
ing; also that the individual members of the lum-  
bermen's club take up with the trade papers the  
subject of advertising. This was adopted unani-  
mously.

During the debate many kind things were said  
of the work of the trade papers in giving infor-  
mation of the markets and news of the trade.

The M. R. Short Lumber Company and H. J.  
Rinehart & Co. made application for member-  
ship. Col. Stanberry also signified his intention  
of filing an application. The meeting then ad-  
journed.

Those present were:

S. E. Giffen.	A. Heider.
M. R. Short.	W. E. Johns.
H. A. Hollowell.	J. E. Dulweber.
W. J. Wright.	Wash. Recs.
F. A. Conkling.	W. H. Hopkins.
G. W. Hand.	Lewis Doster.
F. E. Linz.	C. M. Clark.
J. H. Wehry.	Will S. Sterrett.
T. P. Kirby.	J. H. Barclay.
J. N. Powers.	J. A. Van Orsdel.
G. C. Ault.	E. I. Stemmetlin.
Jas. Buckley.	F. L. Scott.
S. W. Rickcy.	Geo. Friedrich.
J. W. Long.	Chas. Groves.
Geo. M. Morgan.	J. D. Serena.
H. K. Mead.	N. R. Welling.
R. McCracken.	R. L. Gilbert.
D. B. Fox.	E. D. Ross.
M. A. Williams.	E. C. Bradley.
W. A. Bennett.	C. J. Allen.
J. Watt Graham.	W. P. Schmuhl.
A. A. Bolser.	Luke Murdock.
S. B. Stanberry.	D. A. Higgins.
C. S. Walker.	C. A. Higgins.
Dwight Hinckley.	H. R. Browne.
Alex. Schmidt.	J. A. McEntee.
E. R. Dunlap.	D. Beets.
A. Heidt.	

#### New Catalogue of Simonds Saws

The 1910 catalogue of the Simonds Manu-  
facturing Company, Fitchburg, Mass., and Chicago,  
Ill., is being distributed among the saw and  
planing mills and woodworking factories where  
saws, knives or files are extensively used. Re-  
arranged, revised, brought up to date, with  
many new articles added, the catalogue presents a  
complete list of the articles manufactured.  
The items of special interest are a new showing  
of inserted tooth and band saws; a more com-  
plete list of one-man cross-cut saws, cross-cut  
saw handles, saw tools, three new manufacturers'  
brand hand saws, new pruning, compass, keyhole  
and nests of saws, and wood saws, carefully ar-  
ranged and listed in a practical way; several  
sizes have been added to the hack saw line.  
Metal cutting saws for all machines are listed  
completely.

The catalogue is printed on a good quality  
of coated paper and the half-tone illustrations  
bring out the detail construction of the goods.

Much valuable information is contained in tab-  
ular form. Several pages are devoted to tech-  
nical descriptions and instructions regarding the  
economical use of Simonds products.

A copy of this book should be in the hands  
of every superintendent or filer who has con-  
stant use for saws or knives. The Simonds  
Manufacturing Company will send a copy free  
to any millman who will write for it.

#### Building Operations for March

Official reports from forty-three leading cities  
throughout the country, as compiled by The  
American Contractor, Chicago, indicate that build-  
ing operations, in the aggregate, are on a par  
with March, 1909. A decrease of operations in  
Greater New York of some five million dollars, is  
made good by the combined efforts of Chicago,  
Philadelphia, Minneapolis, Portland, Ore., and  
Rochester. Building operations in New York  
City are of such magnitude, comparatively, that  
a serious fluctuation there frequently sways to  
such an extent as to show a gain or loss in the  
aggregate, when the rest of the country is hold-  
ing its own or even increasing building operation.  
Eighteen of the forty-three cities present a loss  
of from 2 to 47 per cent, and twenty-five show a  
gain of from 2 to 252 per cent as compared with  
March, 1909. Cities showing a gain of over 50  
per cent are: Birmingham, 180; Detroit, 75; Grand  
Rapids, 56; Hartford, 145; Minneapolis, 89; Port-  
land, Ore., 66; Rochester, 80; Scranton, 252; To-  
ledo, 103. The particulars are shown in the fol-  
lowing table of statistics:

City.	March, 1910.	March, 1909.	Per Cent Gain. Loss.
	Cost.	Cost.	
Baltimore .....	\$ 959,275	\$ 732,290	30 ..
Birmingham .....	448,597	158,847	180 ..
Buffalo .....	926,000	664,000	39 ..
Chicago .....	10,062,900	8,145,800	22 ..
Cincinnati .....	947,330	914,675	3 ..
Cleveland .....	1,192,204	1,165,983	2 ..
Columbus .....	785,709	636,768	23 ..
Dallas .....	582,377	424,014	37 ..
Denver .....	1,121,900	1,040,750	8 ..
Des Moines .....	107,785	115,775	6 ..
Detroit .....	1,651,640	934,000	75 ..
Grand Rapids .....	313,576	201,000	56 ..
Hartford .....	521,020	211,820	145 ..
Indianapolis .....	1,026,399	693,275	48 ..
Kansas City .....	1,622,398	1,708,953	5 ..
Los Angeles .....	1,719,921	1,154,726	48 ..
Louisville .....	336,455	345,466	2 ..
Manchester .....	106,475	78,083	36 ..
Memphis .....	422,257	376,799	14 ..
Minneapolis .....	1,426,160	752,320	89 ..
Nashville .....	182,116	202,184	9 ..
Newark .....	1,793,501	1,278,025	40 ..
New Haven .....	350,034	364,803	4 ..
New Orleans .....	592,210	341,599	11 ..
<hr/>			
Manhattan .....	14,227,121	19,738,320	27 ..
Brooklyn .....	4,699,820	5,210,350	9 ..
Bronx .....	4,875,255	4,145,430	17 ..
<hr/>			
New York .....	23,802,196	29,094,680	17 ..
Omaha .....	500,943	611,245	18 ..
Paterson .....	247,432	265,274	6 ..
Philadelphia .....	5,543,270	3,857,840	38 ..
Pittsburg .....	853,052	1,051,538	18 ..
Portland, Ore. ....	1,471,585	885,585	66 ..
Rochester .....	1,080,036	596,930	80 ..
St. Louis .....	2,547,944	2,675,987	12 ..
Salt Lake City .....	425,700	529,500	19 ..
San Antonio .....	139,590	279,585	28 ..
San Francisco .....	1,927,300	3,673,701	47 ..
Scranton .....	309,619	85,265	252 ..
Seattle .....	1,475,895	2,562,075	42 ..
Spokane .....	846,975	1,177,205	28 ..
Tacoma .....	529,871	295,132	11 ..
Toledo .....	555,790	261,490	103 ..
Worcester .....	341,003	316,540	7 ..
<hr/>			
Total .....	\$70,897,530	\$70,860,629	.. ..

#### New Saw Catalogue

The RECORD has received from Joshua Oldham  
& Sons of the New York Saw Works, 112-132  
Twenty-sixth street, Brooklyn, their new cat-  
alogue No. 41, giving description and price list  
of their line of band, circular and inserted tooth  
saws, and various other types of saws made by  
this big saw manufacturing house. The work is  
complete and handsomely arranged and printed.  
It should be in the hands of every saw user.

Copies can be obtained by addressing Joshua Oldham & Sons, 112 Twenty-sixth street, Brooklyn, N. Y.

### A New Sander

The J. A. Fay & Egan Company, well-known woodworking machinery manufacturer, is meeting great success with its New Triple Drum Sander, which is designed to meet the highest requirements in furniture, piano and woodworking shops of all kinds where a perfect surface is wanted, either for varnishing or painting.

The most noteworthy feature on this machine is an automatic take-up device, which holds the paper tight under all working and atmospheric conditions.

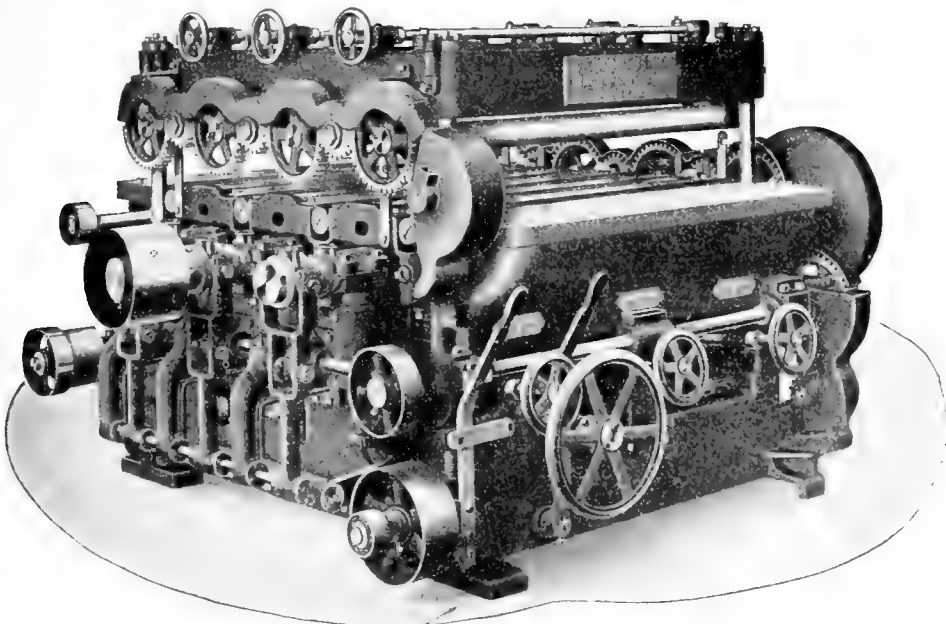
The drums are made of iron and steel and are covered with specially prepared non-stretchable, combination rubber and felt, which makes a cushion for the sandpaper. The drums are designed with a device for placing the sandpaper about them and giving it the proper tension in the shortest possible time. It is said that all three of the drums can be covered with sandpaper by an ordinary mechanic in seven minutes.

On this new machine the oscillators are pivoted on a rigid shaft so that all weight is taken off the drum shafts thereby preventing wear in the drum shaft bearings.

The bed frame is made to lift by power clear of the drums. This gives easy access to the drums, which is a great advantage if in need of repairs. The opening made when the bed frame is hoisted is large enough to permit of removing the drums from the machine without disturbing the table plates. This feature is said to be found only on the Fay & Egan machine, and is clearly illustrated in the manufacturer's catalogue. Specially noteworthy is the column, which is made extremely heavy with the metal so distributed as to eliminate all vibration. The manufacturers claim it to be the heaviest and strongest column known to a sander of any make.

Feed consists of eight rolls, four top and four bottom, all powerfully geared. The lower rolls are carried in a frame, and are vertically adjustable to receive material up to 8 inches thick. The machine is made in eight sizes, 30, 36, 42, 48, 54, 60, 66 and 80 inches wide.

All the above mentioned features are fully illustrated and described in the new catalogue, a copy of which will be sent postpaid upon request to the J. A. Fay & Egan Company at 414-434 W. Front street, Cincinnati, O.



NEW NO. 225 TRIPLE DRUM SANDER.

### Lorac

The George Henke Company, 68 Beekman street, New York City, manufactures the material called Lorac, the use of which, it is alleged, will positively prevent checking, splitting and rotting of logs, ties and lumber. It is a thick, light-colored, pasty material that is applied with a brush to the ends of logs and lumber. The editor of *HARDWOOD RECORD* has seen a considerable quantity of lumber treated with Lorac, and apparently it accomplishes the results claimed for it.

Among the concerns that have used it quite extensively for a year or more are the Florence Pump & Lumber Company, Memphis, Tenn.; the Ryan-Stimson Lumber Company, Memphis, Tenn.; Penrod Walnut & Veneer Company, Kansas City, Mo., and C. C. Mengel & Bro. Company, Louisville, Ky.

The time of year is now at hand, in the southern hardwood manufacturing districts, when logs that are not sawn promptly are liable to dote and stain, and it would seem that the George Henke Company's preparation surely should be worth experimenting with. The manufacturers offer to make shipment of a quantity of the material to responsible concerns, with a guarantee that it will do everything they claim for it.

### Hardwood Flooring Cheaper Than Carpets

White Brothers, the big hardwood dealers of San Francisco, contribute the following analysis of the cost of carpets vs. oak flooring, based on San Francisco values. It must be recalled that carpet values in San Francisco are not materially different than they are in the Middle West or in the East, while, owing to excessive freight rates, oak and maple flooring prices are considerably higher.

It occurs to the *RECORD* that the argument of White Brothers is not only pertinent but indisputable. As a matter of fact, a high-class wood mosaic floor can be bought at not to exceed the cost of a first-class carpet.

"The ordinary yard of carpet is 27 inches wide by 3 feet in length. Thus a carpet yard contains only 6¾ square feet. Carpet sells from \$2 to \$9 and up per yard. A fair average for good carpet would be \$3 per yard, and that is putting it quite low for a high grade of floor covering.

"Tongued and grooved oak flooring ¾ inches thick will cost from \$1.15 to \$1.55 per carpet yard,

all laid and polished. We will take, for instance, the highest quality of clear quartered oak flooring, ¾ inches by 2-inch face. This will cost somewhere around 10 cents a square foot, or 67½ cents per carpet yard. Twenty-five per cent waste will have to be allowed for the tongue, and this will amount to 17 cents. Laying and polishing will be done by almost any floor layer for 10 cents per square foot. This will amount to 67½ cents for the labor, or a total of \$1.52 for a carpet yard of the finest clear quartered oak flooring, which will beautify any house and exhibit more taste and a greater degree of elegance than any carpet that ever was made. This is about half the price of good carpet.

"We will next take the grade of flooring known as select plain oak. A carpet yard of this, including waste for the tongue, will cost 45½ cents, and the laying and polishing, etc., 67½ cents, making a total of \$1.15 per carpet yard for a high grade handsome plain oak floor, a little more than a third of the price of good carpet. Between these two grades mentioned are two other kinds at intermediate prices.

"It is thus seen that a hardwood floor can be laid for one-half to one-third of the price of fair grade carpet, and when it is taken into consideration the extra high priced carpet which it would be necessary to lay in order to approach anywhere near the elegance of a hardwood floor, it will be seen that carpets are an expensive luxury as compared with hardwood.

"On the beauty of a hardwood floor it is unnecessary to expatiate at any length. Everyone recognizes their value and utility, but most people think that they cannot afford a hardwood floor, laboring as they do under the impression that it costs a lot of money. The lumber yards throughout the country towns should educate their customers in the understanding of the beauty, hygienic value, cheapness and general desirability of hardwood flooring."

### Expense of Training Forest Rangers

In a recent report to Congress, in response to a demand for inquiry, Secretary of Agriculture Wilson stated that the total expense to the government for the technical training for the two hundred forest rangers, who were assigned to the several western universities for courses in forestry, amounted to \$9,566.27. It is claimed that these expenses were incurred entirely without any warrant in law, and the secretary states that already measures have been taken for the recovery of this amount. Inasmuch as Gifford Pinchot was responsible for the education of the rangers, and authorized the payment of their salaries, he will undoubtedly be responsible to the government for the amount expended.

### A Remarkable Record

The substantial construction of the "Tower" edgers, which are manufactured by the Gordon Hollow Blast Grate Company of Greenville, Mich., is strikingly demonstrated by the fact that, notwithstanding the large number of them that are constantly being shipped, and the distances they are being transported, breakages in transit are unknown, while orders for repairs are confined almost entirely to those whose mills have been destroyed by fire.

### Miscellaneous Notes

The A. B. Klise Lumber Company of Sturgeon Bay, Mich., has increased its capital stock to \$200,000.

Goodman & Kennedy, manufacturers of chair seats, recently commenced business at Cincinnati, O.

The Scott Spoke Company has been incorporated at Forest, Miss., with a capital stock of \$10,000.

Justice E. Walter has recently entered the wholesale hardwood lumber business at Shawnee, Okla.

The Hawkeye Walnut Company of Winfield, Ia., has recently been organized to engage in the walnut business.

The Seale Rogers Lumber Company is a new concern at Mobile, Ala. It will carry on a manufacturing and wholesale business in yellow pine and hardwood lumber.

A new concern to enter business at Liberty, N. C., is the Liberty Picker Stick & Novelty Company, capitalized at \$25,000.

Application has been filed for the appointment of a receiver for the Tennessee Hardwood & Manufacturing Company of Memphis.

The Southern Singletree Manufacturing Company was recently organized at Gadsden, Ala., with an authorized capitalization of \$10,000.

The Laurel Fork Lumber Company of Beechwood, N. C., has been succeeded by the Haddock-France Lumber Company. This concern is a manufacturer of hardwood and hemlock lumber.

Eddy & Belhumer of Lake Linden, Mich., are billing up a lot of hardwood timber in their yards for summer sawing. The cedar and spruce will be rafted from Misery Bay after navigation opens.

The Walter N. Kelley Lumber Company of Traverse City, Mich., has been incorporated with \$10,000 capital stock. The concern formerly operated as the Kelley Lumber Company at the same city.

The Bertram-Wright Lumber Company has been incorporated under Minnesota laws, its offices to be located at Duluth. Its capital stock is placed at \$100,000. Walter Wright and Frank Strang of Marshfield are interested in the concern.

The Colored Hardwood Manufacturing Company has recently organized at Uniontown, Pa., with a capital stock of \$18,000. The incorporators are Edwin Schimpff, Robert Dunker, Jesse E. Stentz, J. G. Hemmington and M. J. Sturgiss of Uniontown.

The E. R. Newcomb Company was recently incorporated at Chicago with a \$15,000 capital. The concern will manufacture and deal in floors, veneers, wainscoting and other woodwork. The incorporators are E. R. Newcomb, H. S. Bowen and Philip S. Brown.

On March 26, fire completely destroyed the maple flooring plant of Welch & Kerry of Reed City, Mich. All the finished product on hand was consumed and sixty men were thrown out of employment. The fire originated in the dry kiln. The loss is estimated at \$50,000 and the insurance \$30,000. It is probable that the mill will be rebuilt.

The West Helena Company was recently chartered at Little Rock, Ark., with a capital stock of \$100,000. The incorporators are E. C. Horner, president, John S. and James T. Horner.

Fire recently broke out in the boiler room of the J. Kroder & H. Reubel Company's curtain pole factory, located at 53 Monitor street, Brooklyn. About \$1,000 worth of damage was done.

The American Seating Company of Racine, Wis., is making extensive improvements in its plant following the fire which recently did considerable damage at its factory. A boiler room will be constructed 46 by 50 feet, entirely of concrete and steel, and containing three new boilers. In addition to this a modern dry kiln, about 60 by 100 feet in dimensions, will be constructed.

The Kentucky Singletree & Spoke Company at Dunnville, Ky., is erecting new buildings, now almost completed, to replace those damaged by

fire which occurred at its plant the early part of February. The concern has purchased all the new machinery it will need, and it is expected the plant will be in operation by April 15. Business has been rushing for the past six months, and the fire caused the concern considerable inconvenience.

It is announced that the Cypress Point Lumber Company, which operated a saw and planing mill on Little Bayou, near Abbeyville, La., has sold all its cypress stumpage, consisting of several thousand acres, to the Baldwin Lumber Company of Baldwin, La. The transfer does not include the plant and machinery, which will probably be moved to Long Island, where there is a fine body of hardwood timber.

Sharpe & Horn, of Nashville, Tenn., a prominent firm of real estate operators, announce that they will shortly begin cutting on a tract of 4,000 acres of hardwood which they own near Atwood, Ala., on the Illinois Central railroad. The timber will be sold in the log, and the cut will consist of about 65 per cent oak, 25 per cent poplar and the rest ash and red oak. It is estimated that the timber now being cleared will total about 10,000,000 feet. There is also considerable hickory of good quality on this property.

An important deal, involving a tract of 8,000 acres of hardwood timber land, about thirty miles from Bristol, Va., has just been closed by Hon. W. Flynn of Pittsburg and associates. The purchasers will install a bandmill with a daily

capacity of 40,000 feet, and develop this property. It is estimated that the tract will cut 100,000,000 feet of merchantable timber; it is located on the East Tennessee and Western North Carolina Railway, which has both narrow and standard gauge tracks, and is a good logging proposition.

The Hermance Machine Company of Williamsport, Pa., has recently filled some important orders for its tools. Three new concerns, which begin operations during the month of April, have purchased planing mill equipment from this concern. C. H. Brosious & Co. of Sunberry, Pa., have purchased six Hermance machines. Charles E. Lewis bought an outfit of ten machines, and the Spencer Lumber Company purchased twenty-five machines. Such large sales as these speak well for the quality of the Hermance line.

The Highland Lumber Company has been organized at Ironton, O., and the following officers elected: C. A. Hutsinpillar, president; W. J. Massie, vice-president; Dr. Lester Keller, treasurer; E. F. Myers, secretary, and Jesse L. Corn, general manager. The company has purchased a fine tract of timberland in Arkansas, on the Mississippi river, and having access to the Iron Mountain division of the Union Pacific railway. The timber is of good quality and consists principally of cottonwood, oak and gum. The company will purchase a sawmill and about September 1, it is expected, Manager Corn will take up active operations.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### CHICAGO

Announcement is made that George Wilson-Jones, a young and aggressive association worker, who has been the secretary of the Retail Lumber Dealers' Association of New York during the past ten years, will come to Chicago on May 1 as chief assistant of Secretary Geo. W. Hotchkiss of the Illinois Lumber Dealers' Association. Mr. Jones' long experience in retail association work and his energy and forcefulness, will assist Mr. Hotchkiss materially in the strenuous work in which he has been engaged for so many years.

Owing to the resignation of Harry S. Adams of Chillicothe, who for ten years past has been secretary of the Ohio Association of Retail Lumber Dealers, M. A. Hayward of Columbus, O., has been appointed his successor, and has already assumed the duties of his new position. Mr. Hayward is a man of ability and will undoubtedly fill the position acceptably and with distinction to both himself and the organization.

R. S. Kellogg, who for seven years past has been assistant forester of the Forest Service, has resigned that position to accept the secretaryship of the Northern Hemlock and Hardwood Manufacturers' Association. This position was provided for at the recent meeting of the Northwestern Hemlock Manufacturers' Association and the Hardwood Manufacturers of Wisconsin, held at Milwaukee January 21, when a consolidation of the two associations was formulated. Mr. Kellogg should prove an acceptable secretary for this association, as he has had wide experience in his former work as statistician, and this will be an important feature of his duties in connection with the Wisconsin organization. Mr. Kellogg's office will be located at Wausau where President W. C. Landon resides.

W. E. Hoshall of Hoshall & McDonald Brothers, New Orleans, La., was a recent Chicago visitor.

Will Trainer of the Trainer Brothers Lumber Company, Chicago, has been taking a rest at West Baden, Ind., and is now back on his job. Chas. A. Goodman of the Goodman Lumber

Company of Marinette was a recent Chicago visitor.

E. E. Skeele of the Estabrook-Skeele Lumber Company, this city, has just moved into a handsome new residence he has built at Beverly Hills. One of the chief features of Mr. Skeele's new home is an inter-communicating telephone system, by means of which he is enabled to order his breakfast from the kitchen before he gets out of bed in the morning. Mr. Skeele thinks he is going to like the game.

Billy Greble, sales manager of the Three States Lumber Company, Memphis, Tenn., was a recent Chicago visitor.

Tom Wall, the well-known lumberman of Oshkosh, was in Chicago a couple of weeks ago, accompanied by his wife, enroute to West Baden, Ind.

Frank B. Robertson, sales manager of the Anderson-Tully Company, Memphis, Tenn., dropped into Chicago for a few days' hustling the latter part of March. The result of his visit was the placing of some very good contracts for cottonwood, oak and gum.

C. L. Willey, the big mahogany veneer man of Chicago, and large manufacturer of oak, gum and veneer at Memphis, with headquarters at Robey and Blue Island Avenue, is just back from an extended European trip. Mr. Willey was accompanied by his wife and the trip was one of combined business and pleasure. While in Liverpool Mr. Willey attended the mahogany auction sales and purchased upwards of 1,300 African and Cuban mahogany logs, which he says range higher in class than any purchases he has succeeded in making for several years. Among the quantity is a good portion of highly figured wood. He also made a considerable purchase of Circassian walnut and English oak. This stock was shipped via New Orleans and is now arriving at the big Chicago plant, and within a short time Mr. Willey will have a line of veneers in mahogany, Circassian and English oak that will be an eye opener for the piano and furniture trade.

J. S. Weidman, Jr., of Mount Pleasant, Mich., was a RECORD caller on March 30. Mr. Weidman has just made a shipment of the last car of lum-



ber from the Weidman plant, which cleans up an operation of many years' existence and one of the eminently successful ones of Michigan. Mr. Weidman left for the northern peninsula of Michigan, where he and his father are interested in several large timber properties, which eventually they will probably operate.

N. A. Gladding, vice-president and sales manager of E. C. Atkins & Co., was a welcome Chicago visitor on March 30. He was on one of his regular tours to the various branches of E. C. Atkins & Co. He reports the volume of trade in his line especially good at the present time.

John W. Blodgett, the well-known capitalist and timber man of Grand Rapids, Mich., was a RECORD caller on March 29.

A much appreciated visit was received by the RECORD on March 29 from Frank Purcell, the well-known walnut log purveyor and exporter of Kansas City. Mr. Purcell was on his way to New York on a business trip and expects to return to Kansas City about April 15.

J. W. McCausland, who has been manager of the hardwood department of W. E. Kelley & Co. for several years, has become identified with the Southwestern Lumber & Box Company of New Orleans.

W. E. Kelley & Co., 201 Railway Exchange, this city, was petitioned into bankruptcy a few days ago. George J. M. Porter was appointed receiver. From a statement of the assets and liabilities, it is fair to presume that the institution will pay out in full. This concern has been largely interested in Pacific Coast woods, and has been a large handler of these commodities for some years. A recent railroad blockade delayed shipments so that it was not able to secure delivery, and the volume of stock tied up at mills in transit has caused this temporary embarrassment. The sympathy of the entire trade is with Mr. Kelley and Allen J. Dougherty, his partner, in this financial mix-up, but as before noted, the assets are apparently ample to take care of the total indebtedness, and leave a good margin for the principals.

The RECORD was favored with a call on March 25 from W. I. Barr of Greenfield, O. Mr. Barr, in addition to operating a mill at Greenfield, is also the principal in the Barr-Holaday Lumber Company of Isola, Miss., where he produces about 6,000,000 feet of hardwoods annually, consisting of oak, ash, gum, hickory and elm.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, paid his respects to the RECORD's sanctum on March 29. Mr. Knox was in Chicago securing additional evidence for the Michigan Association's case before the Interstate Commerce Commission, appealing for a reduction of freight rates from lower peninsula points to the Pacific coast.

The RECORD is indebted to Frank E. Goodwin, associate editor of "Farm Machinery" of St. Louis, for a book entitled "Cost Accounting Pathfinder." This work, although primarily written for the merchant, analyzes cost very thoroughly, and is worthy of perusal by every business man interested in knowing facts about this subject.

The Hardwood Manufacturers' Association of the United States, through its general office in the First National Bank building, Cincinnati, has just issued a new compendium of its hardwood grading rules, a volume of 130 pages. The work is very complete, and recites not only the grading rules in use by this association on all the domestic hardwoods, but also covers Cuban, Mexican and African mahogany, oak flooring, vehicle and wagon stock, dimension stock, cypress lumber, etc. The price of this volume is 15 cents, and a copy can be obtained through Lewis Doster, secretary of the association.

C. H. Ketrledge of Evanston, Ill., has been selected by the Board of Directors of the American Lumber Trades Congress as secretary of that organization to succeed A. B. Wastell of Portland, Ore., who recently resigned as secretary of the congress and also of the Oregon & Washington Lumber Manufacturers' Association. Mr. Ketrledge is well qualified to discharge the respon-

sibilities of this new position. He will take up his new duties in a few days.

A. P. Steele of the Carrier Lumber & Manufacturing Company, Sardis, Miss., was a recent visitor to the Chicago trade.

The first large lumber cargo to be received by water, for the season of 1910, arrived at the dock of the Edward Hines Lumber Company last week, from Manistee, Mich. The cargo came on the Maggie Marshall, and consisted of 500,000 feet of birch and maple.

Lewis R. Glavis, chief accuser of Secretary Ballinger in the Pinchot controversy, recently registered at the La Salle Hotel. His mission in the city is somewhat of a mystery, but it is reported that he is on his way to Alaska and intends to bring back John W. Dudley, former land office registrar, to testify at Washington.

The Fisher Furniture Company has been incorporated, with offices at 400 North May Street, for the manufacture of mission furniture.

Charles Westcott of the Hayden & Westcott Lumber Company, Railway Exchange building, has returned from a two weeks' visit to his son at Amherst College.

Rolf Thelea, who has charge of the timber-testing operations at the Madison, Wisconsin, Forest Products Laboratory, was in Chicago one day last week on business.

The G. W. Jones Lumber Company, with headquarters at Appleton, Wis., has taken out papers of incorporation at Springfield, Ill., in order to be able to operate under the laws of this state. The new incorporation involves a capitalization of \$25,000. As formerly, the offices are in the Railway Exchange building, Chicago. A. H. Ruth being in charge.

The John S. Benedict Lumber Company has incorporated under Illinois laws, with a capital of \$50,000, and will carry on the business heretofore conducted by John S. Benedict.

The new veneer and box factories of the Paepcke-Leicht Lumber Company at Greenville, Miss., are completed and are already producing daily an output of two and a half cars. The new factories are an addition to the already extensive plant operated by this concern at Greenville.

W. R. Smith of the Stearns Company, Grand Rapids, Mich., recently visited Chicago on business. There is a surprising demand for thick maple stock in that region, and prices are now \$6 higher for such stock than at this time a year ago.

T. M. Brown of the W. P. Brown & Sons Lumber Company of Louisville, Ky., was among the distinguished Chicago visitors last week.

The RECORD acknowledges receipt of a remarkably handsome catalogue, showing the line of chairs manufactured by the Kendallville Furniture Company, Peru, Ind. It is one of the handsomest furniture catalogues that has reached this office for many a day, and reflects credit on the artistic taste of the company's designer and shows to good advantage the high-class dining-chairs, rockers and mission furniture produced by this company.

The redoubtable Hon. John M. Woods, mayor of Somerville, Mass., has received an acceptance from President Taft to visit Somerville on the Fourth of July next. Probably the next "stunt" John M. will do will be to secure the next annual meeting of the National Hardwood Lumber Association at Somerville.

S. N. Perrigo, Chicago manager for E. C. Atkins & Co., reports a thriving and constantly increasing business at the local office, 28 Lake Street. From that office is handled all the Illinois trade, as well as that of Wisconsin, along certain lines, the main volume of business being with the general hardware houses. Besides band saws and circular saws of all types and for all purposes, Mr. Perrigo is responsible for the sale of veneer knives, paper-trimming knives for publishers, metal-saws, hack saws, in fact anything coming under that class of hardware, for which

this territory offers an excellent and growing demand.

G. C. Pratt of the G. C. Pratt Lumber & Tie Company recently returned from a business trip in the South, and reports having purchased several million feet of lumber. Mr. Pratt states that members of the southern trade are somewhat disappointed in the poor opening of business and in the low prices, but that as they expect good prices for the summer trade they are not unduly disturbed.

J. H. Sutthoff, active head of the Insular Lumber Company, exploiters and dealers in Philippine mahogany, was a recent visitor to Chicago, enroute to the company's western office. Mr. Sutthoff states that there is already a fine trade in Philippine mahogany along the Pacific coast, and that most of the wood is used for interior finish and sells for as much as \$100 and \$110.

Wm. Jones, president of the Jones-Woolfolk Company, Lexington, Tenn., has been in Chicago for several days booking orders for his concern. An encouraging business is reported in that section of the country and prices have remained firm.

Secretary McMullen announces that the next meeting of the Chicago Hardwood Exchange will take place at the La Salle Hotel, on April 23.

F. L. Brown of Crandall & Brown left April 6 for a two weeks' trip through the South. He will be back about the 20th.

Among the welcome callers at the RECORD office during the past week were D. E. Kline of the well-known Louisville Veneer Mills, Louisville, Ky., manufacturer of veneer, panels and thin lumber, and Burdiss Anderson of the Great Lakes Veneer Company, Munising, Mich., specialist in fancy birch and maple veneers.

The RECORD is in receipt of a notice from the B. Heinemann Lumber Company of Antigo and Wausau, Wis., stating that a fire in the plant of a corporation of a name similar to theirs has resulted in the report that this company has suffered from a fire loss. The B. Heinemann Lumber Company has had no fire and its plant is in daily operation with a good stock of lumber on hand.

The Keith Lumber Company is opening up a new yard at Loomis and 22d street, to receive northern hardwoods. As yet no dock facilities have been provided.

H. H. Hettler of the Herman Hettler Lumber Company returned from a pleasure trip to Florida on April 9. Mr. Hettler has been enjoying some very exciting and successful tarpon fishing on the Florida coast.

The Belton Lumber Company is a new Chicago institution, which engaged in the hardwood business on March 15 last. Edwin F. Moore is president and treasurer and Walter F. Clark is secretary. The office is located at 512 Union Bank building, 115 Dearborn street. C. L. Wallace is the company's buyer and salesman.

## NEW YORK

Secretary Lewis Doster of the Hardwood Manufacturers' Association, headquarters Cincinnati, O., spent several days in town the past week. He brought with him good reports of the hardwood manufacturing trade.

There has been a great deal of activity among the local lumber trade in connection with the threatened application of the maximum clause of the present tariff law against Canada, but which event, it has just been announced, has been happily averted. Had the maximum clause gone into effect it would have practically made the importation of Canadian lumber of all kinds impossible. Headed by Colonel W. M. Cromble and Van W. Tyler, a big delegation of lumbermen waited on Secretary Knox at Washington on March 23, at which time the lumbermen's cause was ably presented by Governor Prouty of Vermont, L. P. Graves of Buffalo and F. E. Parker of Saginaw. The delegation received considerable assurances and, as is well known,

and finally, and  
the popular purchasing agent  
of the New York Lumber Company, headquarters  
at New York City, selected his position to join  
the E. S. Morse of the E. S. Morse  
Lumber Company, Springfield, Mass. He will  
become secretary and assistant manager of this  
company, thereby permitting Mr. Morse to de-  
voted more attention to his large interests in  
Canada and locally.

A most important lumber-railroad case has  
been won in the appellate division of the  
supreme court of the state of New York here  
by the Welch Lumber Company, large hardwood  
operators of Welch, W. Va., against the Nor-  
folk & Western Railroad. The case was based  
on the clause of the Interstate Commerce Act  
which provides that where a car routed over  
several different roads is lost in transit the  
owner may bring suit to recover against the  
railroad issuing the bill of lading irrespective  
of whether it was lost on its line or not. The  
Welch Lumber Company suffered such a loss  
and sued the Norfolk & Western as the originat-  
ing road. The case has been fought through  
three courts and it is now understood will be  
appealed to the supreme court at Washington.

A petition in bankruptcy has been filed  
against F. Mohr & Co., large furniture manu-  
facturers, with factory at 507-11 West Thirty-  
second street, Manhattan. Henry Melville has  
been appointed receiver with bond of \$5,000.  
The liabilities are estimated at \$125,000, and  
the assets \$60,000.

Two fires in Brooklyn on the morning of  
March 31 destroyed the large planing and saw-  
mill of C. H. Pierson, 187 Wallabout street, en-  
tailing a loss of \$40,000, and the box factory  
of J. J. Brunley, 75 Grand avenue, entailing a  
loss of \$10,000.

James Gilson, for many years with the Dodge  
& Bliss Company, West End, Jersey City, has  
severed his connection to join forces with the  
large Jersey City firm of Vanderbeek & Sons.

D. C. Cummings, who so ably represented  
the Louisiana Red Cypress Company, New Or-  
leans, La., in the New England markets for  
several years past, has resigned to join forces  
with the Hoban-Hunter-Feitner Company, the  
well-known wholesale cypress house of this city,  
which he will represent in the New England  
trade. The concern's new wholesale distribut-  
ing yard in Brooklyn is fast getting into shape  
and large quantities of cypress are arriving.  
On May 1 the company will transfer its office  
to the new yard at Chapman's Docks, Newtown  
Creek, Brooklyn. M. J. E. Hoban of the com-  
pany just returned from a lengthy business trip  
to southern mill points.

E. L. Edwards, prominent hardwood lumber-  
man of Dayton and Cincinnati, O., was here  
during the fortnight in the interest of business.

John Fleming, well-known sales representa-  
tive and for many years past associated with  
the Wiley-Harker Lumber Company, has resigned  
to associate himself in a selling capacity with  
the Doscher-Garner Company, large cypress  
house of 11 Broadway, whom he will represent  
in the Metropolitan district, Philadelphia and  
sound points.

C. E. Kennedy, for many years local repre-  
sentative of the Shepard & Morse Lumber Com-  
pany of Boston, and who for the past two years  
has been successfully operating on his own ac-  
count in the wholesale trade with office at 18  
Broadway, has won a European trip as the  
most popular member of the Knights of Colum-  
bus, a large Catholic organization. Mr. Ken-  
nedy won out over his nearest competitor by  
7,000 votes, receiving a total vote of 122,500.  
His trip to Europe begins July 19 and will in-  
clude visits to all the leading cities as well as an  
audience with the Pope at Rome.

R. W. Higbie of the R. W. Higbie Company,  
wholesale hardwoods, 45 Broadway, has just  
returned from a visit to his hardwood manufac-

turing operations at Newton Falls, N. Y. Every-  
thing is going on in fine shape and Mr. Higbie  
expects to have a choice line of lumber for  
distribution this year.

H. C. Turlier has opened an office at 1 Mad-  
ison avenue, Manhattan, where he will conduct  
a wholesale lumber business as sales agent for  
the Newbern Box Company and the Mills-Camp-  
bell Lumber Company of Newbern, N. C.

Waldron Williams of I. T. Williams & Sons,  
prominent hardwood house, returned last week  
from a pleasure trip with Mrs. Williams to  
Bernada.

Another returning pilgrim was President Rus-  
sell J. Perrine of the New York Lumber Trade  
Association, accompanied by his family from a  
thirty-day tour of the Windward Islands.

A. J. Auger of Auger & Son, Quebec, Can.,  
was here for several days before sailing for  
Europe on March 25 on a business and pleasure  
trip.

Among other visitors noted were George A.  
Holt, American Lumber Company, Oconto, Wis.;  
Harvey M. Dickson, Dickson Lumber Company,  
Norfolk, Va.; A. B. Cramer, Suffolk, Va.; S. C.  
Major, Major & Loomis Lumber Company, Hert-  
ford, N. C., and Lewis Dill, Lewis Dill & Co.,  
Baltimore, Md.

R. H. Downman, large cypress manufacturer  
of New Orleans, was a visitor in town during  
the fortnight in the interest of business.

C. L. Willey, prominent veneer and hardwood  
lumberman of Chicago, arrived here recently  
from a three months' European trip accompa-  
nied by Mrs. Willey, and left immediately for  
Chicago.

Stuart D. Walker of Gouverneur E. Smith &  
Co., the well-known wholesalers of 17 Battery  
Place, is the recipient of congratulations from  
his friends on the arrival of a daughter, born  
on March 19. This is Mr. Walker's first born,  
and he is so delighted with the arrival that it  
is very likely that the increasing of his family  
host will become a habit with him.

## PHILADELPHIA

The Wholesale Lumber Dealers' Association  
recently sent delegates to appear before Secre-  
tary of State Knox at Washington, D. C., at a  
hearing of the various business interests, pro-  
testing against the application of the maximum  
tariff, which was to go into effect on April 1  
and which was regarded as unjust discrimina-  
tion against this country. The outcome of the  
hearing resulted in a minimum instead of a  
maximum tariff being applied.

W. A. Reed reports encouraging improvement  
in trading during the last fortnight. The labor  
agitation, naturally, has had a bad effect on  
business, but the outlook grows more favorable  
daily.

Frederick S. Underhill of Wistar, Underhill  
& Co. says the last two weeks have shown a  
bolder activity in trading than for some time  
past. R. W. Wistar is on an extended trip  
through the South; will stop at Pinchurst, N.  
C., on his way. S. N. Nixon, also of this firm,  
has just returned from a six weeks' tour of  
New York state and reports a gratifying buoy-  
ancy as to business prospects all along the  
line.

H. B. Tomb of the Tomb Lumber Company  
states that orders are more liberal and the  
outlook gives confidence. W. A. Tomb spends  
most of his time at the company's mill at  
Watoga, W. Va. W. N. Lawton, sales manager,  
has just returned from a buying trip in North  
Carolina.

J. C. Tennant, secretary and sales manager,  
Fenwick Lumber Company, reports more orders  
coming in than the company can fill with the  
dispatch it would like, owing to depleted stocks  
at mills, of the desired hardwoods. Mr. Ten-  
nant has returned from a recent trip to the  
company's New York mills.

A. S. McGaughan, who makes a specialty of

maple flooring, says trading is about fair, with  
perhaps some improvement during last fort-  
night. He is hopeful of a livelier pace as the  
spring advances.

Fear that the town of Cross Fork, Pa., would  
be wiped from the map because the big saw-  
mill of the Lackawanna Lumber Company, the  
main industry of the town, had cut its last log.  
has been dispelled by the news that the town  
is to have a new lease of life, good for at least  
ten years. The Central Lumber Company of  
Pennsylvania has purchased the hardwood left  
on the vast tracts, from which the hemlock was  
cut by the Goodyear Lumber Company in this  
section, and the old Lackawanna mill in this  
place is to be repaired for cutting this wood.  
Still more good news is to the effect that if  
the Central company rehabilitates the old mill,  
the Penn Tanning Company will also begin  
cutting on 100,000,000 feet of hemlock it owns  
at the headwaters of Kettle creek and the logs  
will be brought to Cross Fork for sawing.  
The Central Pennsylvania Lumber Company's  
purchase of the hardwood on the Goodyear  
land is considered a unique "cleanup" job in  
the history of Pennsylvania lumbering. The  
timber consists mostly of cherry, beech and  
maple, and much of it has come to fruition since  
twenty years ago, when the Goodyear interests  
began to cut in this section. Of late some of  
the wood has been used for staves, but the  
demand for fine furniture woods is becoming so  
great that this timber is not to go for staves any  
longer, at least the choicest parts of it.

In contrast to the talk of business depres-  
sion, a Philadelphia manufacturer makes the  
following statement: "We have a full year's  
work on hand and are employing 1,500 more  
men than at this time a year ago. The Janu-  
ary and February output exceeded three times  
the same period in 1909.

Orders for 120 locomotives have been received  
recently by the Baldwin Locomotive Works, 90  
from the Southern Railway and 30 from other  
corporations. These contracts foot up about  
\$2,000,000. The works employ 11,000 men, and  
an increase, which will reach 16,000, is expected  
before the summer is over.

John Balbinie and William R. Waters were  
appointed receivers of the bankrupt estate of  
Knowlton & Co., chair manufacturers of this  
city. Security was fixed in the sum of \$10,000.

On April 1 fire which began in the lumber  
yard of A. S. Heck, Galen, Pa., destroying 200-  
000 feet of lumber, spread to the lumber yard  
of George Miller and burnt up 100,000 feet of  
lumber, then continued into the second-growth  
timber in and beyond the Nelson Run district,  
where it is still burning and consuming some  
of the most promising second-growth timber in  
Pennsylvania. A loss estimated at \$200,000  
has already been suffered, it is reported.

Martin Sunk, a wagon builder of Wissahickon,  
died on March 20. He was in the wagon build-  
ing business for many years. He was a veteran  
of the civil war, serving in the Twenty-third  
regiment, Pennsylvania volunteers.

Kittanning Automobile Company, Kittanning,  
obtained a charter on March 24; capital, \$5,000.

Recent visitors to the local trade are J. F.  
Henderson of Henderson Lumber Company,  
Pittsburg, Pa.; Oscar H. Babcock of E. V. Bab-  
cock & Co., Pittsburg, Pa.; A. B. Cramer, Vir-  
ginia, and C. S. Wetherill, Doylestown, Pa.

Samuel Roberts of Morristown, Pa., has just  
returned from a business trip to Evergreen, N. C.

## PITTSBURG

H. Clark & Son of Union City, Pa., have bought  
a nice tract of hardwood at Waterford, Pa., and  
are putting in machinery preparatory to starting  
operations on May 1.

The Flint, Erving & Stoner Company is getting  
the affairs of the newly organized Progress Lum-  
ber Company at Stoner, Miss., well managed.

The newly elected officers are: President, J. B. Flint; vice-president, E. H. Stoner, both of this city, and secretary and treasurer, C. H. Armbricht of Hattiesburg, Miss.

The Breitwieser & Wilson Company has applied for a Pennsylvania charter. Its members, Albert G. Breitwieser, William W. Wilson, Jr., and William J. Harrington, all of Pittsburg, have been doing business since January 1 as the Breitwieser & Wilson Company. They are now located in handsome offices in the new Oliver building.

Ex-Senator William Flinn of Pittsburg and sons have bought 8,000 acres of virgin forest land near Hampton, Carter county, Tennessee. They will install a band sawmill at once and arrange to cut 50,000 feet per day. The tract is said to hold 100,000,000 feet of marketable lumber and the branch lines of the E. T. and M. N. C. Railroad Company will be built from Hampton eight miles into the tract.

W. P. Craig, president of the W. P. Craig Lumber Company, returned from a stay in Philadelphia. He says that plants there are running nearly full and that no visible bad effects of the strike are manifest at present.

The Bessemer & Lake Erie Railroad Company is making arrangements to take care of the biggest business in its history. This is the main coal and ore carrying road between Pittsburg and the lakes and its plans at present show that it believes there will be a big summer's business in all lines.

The Germain Company announces that export trade is still pretty slow. Demand for timbers in the East has been more encouraging of late and the only complaint it has to make is that the margin of profit on business is very much smaller than formerly.

I. F. Balsley, sales manager of the Palmer & Semans Lumber Company, is now welcoming his many friends to the fourteenth floor of the new Oliver building, where the company has as fine offices as can be found in the city. Several salesmen have been put on this month to cover Ohio and Pennsylvania territory and the prospects for the new company are very good.

Herman and John Williams of Meadville, Pa., recently bought the plant of the L. F. Smith Lumber Company at that place and will continue the planing and lumber mill operations on a larger scale.

The Interior Lumber Company is getting its stocks of northern Pennsylvania lumber well shaped up for early summer delivery. Manager J. G. Criste lately paid a visit to the mills and is well satisfied with the progress made in cutting.

J. N. Woollett, president of the Aberdeen Lumber Company, has recovered from his recent attack of grip and is back at his desk hustling for business. He recently added to his force of salesmen H. M. Jackson, who was formerly with the Crescent Lumber Company of this city, who will cover the Pittsburg territory.

The active management of the A. G. Breitwieser Lumber Company, one of the largest retail concerns in western Pennsylvania, has been turned over by Mr. Breitwieser to W. H. Williams and F. Keeling, who are respectively vice-president and secretary. Mr. Breitwieser still retains his office as president but will devote all his energies to his new wholesale company.

Pittsburg's March building report shows that no permits were issued for costly structures this month. Three hundred and fifty-seven permits were granted for building operations to cost \$853,052. This is a decrease of about \$200,000, compared with March, 1909. This falling off is largely attributed to the very bad weather which prevailed most of the month.

President Nelson E. Bell of the Furnace Run Sawmill & Lumber Company is very hopeful of the spring market. He finds a strong tone to the hardwood trade in general and believes that with a reasonable amount of hustling this year is going to make a good record.

President W. D. Johnston of the American Lumber & Manufacturing Company is gaining

faith in the hardwood market every month. He has started one of the American's big hardwood plants in North Carolina, which is cutting lumber chiefly for the North Carolina furniture trade.

The H. V. Curll Lumber Company is very strong on poplar. Mr. Curll has made several recent inspections of poplar stocks in West Virginia and finds that everything there indicates a close shortage and that the mills here are overloaded with orders.

The Mead & Speer Lumber Company is very busy at its plant at Strange Creek, W. Va., where it is turning out some especially fine hardwood stock. The company has had a splendid trade all the year in Ohio and the Middle West. Much of this lumber goes to the manufacturing trade.

This spring the old-time Allegheny river trade has been much in evidence. The cut of logs up the river was especially large last winter and several big floats have come down since March 1.

H. T. and J. A. Newell of the Newell Brothers Lumber Company have been down at their mill in West Virginia the past week taking a careful count of the stocks. They have all the business they can attend to at present and are greatly encouraged over the demand from the East for good hardwoods.

J. J. Linehan of the Linehan Lumber Company is back home once more after a long absence in the East. He reports trade much better in that locality, but says that it costs lots of money to get business and that everybody is hustling to the limit.

The Railroad & Car Material Company has moved from 1010 Bessemer building to larger quarters on the sixth floor of the same building. It is getting a nice business in hardwood timbers and general railroad stock.

The Webster-Keasey Lumber Company, which has been cutting a large amount of hardwood in Butler and Indiana counties this year, has recently bought another tract of oak in the former county and will put in a mill to cut it off at once. It has made some excellent sales to trolley companies this spring and also has sold a large amount of lumber for government contracting work.

William R. Cornelius, a well-known young hardwood dealer of 712 Bessemer building, is pulling out stakes in Pittsburg and will move his business in Cincinnati May 1. He is at present quartered temporarily in the First National Bank building in that city, but is building a fine office for his business at Bridgetown.

Secretary J. H. Henderson of the Kendall Lumber Company announces that trade is booming. The company's mining business is especially good. All its mills are running full and it is likely that a night shift will be put on at Crullin, Md., and also at its Croft plant very soon.

A. B. Neill of the McDonald Lumber Company recently came up from May, W. Va., for a look at Pittsburg. His company is cutting 60,000 feet a day and shipping much of this lumber to the East.

Lumber dealers of Alliance and Youngstown, Ohio, predict the biggest business for those two cities this summer of any year in their history. Robert Jacobs of the Jacobs Lumber Company of Youngstown is especially enthused over the prospects in his city where the steel industries are spending millions this summer for new plants.

Pittsburg is showing a great improvement in house building the past month. The yards are beginning to feel this increase in contracting trade, but still have good stocks of lumber on hand.

The Emporium Lumber Company, whose plant at Galeson, Pa., was recently burned, has started to rebuild and will soon have a larger plant than before, which will be devoted chiefly to the flooring business.

N. H., on March 18, the following officers were elected for the coming year: Warren Tripp, president; Charles A. Robie, vice-president, and L. Ashton Thorpe, secretary and treasurer. The board of directors includes: James B. Tennant, S. D. Felker, Milton Read, Frank R. Clark and Charles A. Bailey.

The committee on mercantile affairs of the Massachusetts state legislature recently mailed notices to several lumber dealers calling attention to a bill entitled "An act to provide for additional surveyors of lumber and to define and extend their duties." This caused considerable comment among dealers and resulted in a joint meeting of the executive committee of the Massachusetts Wholesale Lumber Association and the Lumber Trade Club of Boston, representing the retail dealers of this city and vicinity. At this meeting resolutions were framed up protesting against the passing of the proposed bill. The quick action taken by the lumbermen resulted in the committee recommending that the originator of the act be allowed to withdraw the same.

Benjamin O. Brown, of the firm of Ballou & McColey, chair manufacturers, Winchendon, Mass., recently stated that his concern will build another shop at its plant. The present buildings are not large enough to accommodate its business. About sixty hands are now employed, but it is planned to increase this number. The new shop will be a wooden structure, 120x40 feet, two stories high, with all modern equipment and conveniences.

The Southern Railway has withdrawn its order which practically prohibited the diverting of cars at stopover points, which had passed over the entire line of the road or over it in part. This ruling on the railroad's part was considered very unfair and unjust, and when the matter was brought plainly before the officials they evidently saw the error of their judgment and withdrew it.

C. E. White of the Tennessee Lumber Company has recently returned to Hartford, Conn., from a trip to Tennessee. The company is busy constructing a railroad from its timber lands to the main line. At the present time about 100 men are employed.

The Blair Veneer Company at North Troy, Vt., has been installing a new hot air blast drying apparatus. Because of this an extension tower had to be erected.

The Simonds Manufacturing Company, one of the largest saw manufacturing concerns in the world, has purchased the buildings of the Simonds Rolling Machine Company, adjoining its present plant in Fitchburg, Mass. The company proposes to manufacture all of its handles and frames in the new property. The handle and frame business which has been conducted at Arlington, Vt., will be removed to Fitchburg.

Frederic McQuesten of the George McQuesten Company, lumber dealers, Boston, is making a trip around the world accompanied by his wife. They have been spending some time in Ceylon and are now on their way to Naples.

Miss Dorothea Davenport, daughter of Mr. and Mrs. George Davenport of Boston, was united in marriage Monday, March 28, at noon, to William Truman Aldrich, son of Senator Aldrich. The ceremony was performed at Trinity Church and a wedding breakfast was served at the home of the bride. Mr. Davenport is of the Davenport-Peters Company, a prominent lumber concern of this city. Among the distinguished guests present were U. S. Senator Aldrich, John D. Rockefeller, Jr., and Governor and Mrs. Draper.

## BALTIMORE

The managing committee of the Baltimore Lumber Exchange, at its monthly meeting April 4, received a report from the committee named at the annual meeting in December to take up the relations between the wholesalers and the

## BOSTON

At the annual meeting of the New Hampshire Lumbermen's Association, held at Manchester,

and to devise some plan, if possible, to bring the operations of the scalpers, who are selling direct to consumers at nominal margins and demoralizing the trade. Messrs. Matthews and Duffy appeared before the committee and submitted a statement, and President John L. Alcock was authorized to take further action. A lot of routine business was also disposed of.

The wife of J. M. D. Heald of the hardwood firm of Price & Heald was suddenly stricken with appendicitis, while she was on a visit to relatives in Lynchburg last week, and an operation had to be performed without delay. For a time she was in a very precarious condition, but now the patient is believed to be on the road to early recovery. Mr. Heald went down to Lynchburg as soon as he got news of the nature of Mrs. Heald's illness.

Robert McLean, general manager of the Norva Land & Lumber Company, with main offices Norfolk, sailed on the steamer Mauretania for Liverpool March 24, but will return about April 15. He went to look after some business matters which required his personal attention and it was his purpose to stay in Liverpool the entire time during which he is on the other side of the Atlantic. Business at the company's mill at Wallacetown, Va., is reported to be very active, the demand being good and prices sufficiently attractive to cause the plant to be operated at its maximum capacity.

One of the Baltimore hardwood men who takes a most hopeful view of the situation is George A. Munroe of the wholesale firm of Munroe & Co., Keyser building. He says the East is buying lumber with considerable freedom and that business with his firm has been very good. At the present time, he said, while the prices on some stocks were rather higher than they ought to be to insure an active movement, the offerings by the manufacturers were sufficiently free to afford some competition.

W. L. Clement, president of the W. L. Clement Lumber Company of Greensboro, N. C., was in Baltimore last week to undergo a slight surgical operation, which is said to have been entirely successful. It kept Mr. Clement here for only a few days. He stated that the demand for hardwoods continued good and that the prospect was encouraging. Mr. Clement is one of the largest millmen in that section and prominent in the trade.

A meeting of the Uniform Bill of Lading Association, in which the lumber trade, especially in hardwoods, and other shippers are largely interested, was held in New York March 23. President Harvey M. Dickson, of the Dickson Lumber Company, Norfolk, who is also the chief executive of the Bill of Lading Association, occupied the chair, and E. M. Terry was secretary. The committee named to draft a form of a bill made its report, and the result of its work was extensively discussed. It was resolved to have copies of the draft printed and send them out to the members for consideration, so that they will be prepared to act with full knowledge of the subject at the annual meeting of the organization on the fourth Wednesday in May in New York. Mr. Terry was elected permanent secretary.

Charles O. Hughes of Alfred Dobell & Co., the well-known Liverpool firm, was a recent visitor here. Mr. Hughes saw various hardwood exporters here and also took dinner with Richard W. Price of Price & Heald. It was his intention to go South and give special attention to pitch pine.

Another foreign visitor was G. Higford Smith, representing Alfred Beling of Antwerp. He was on his way to make an extended tour of the lumbering sections.

Charles A. Buchanan has succeeded A. Harvey McCay in charge of the Baltimore office of William Whitmer & Son of Philadelphia. Mr. Buchanan has been engaged in the wholesale hardwood business here for some time past and is thoroughly familiar with the trade.

Paul W. Fleck of the wholesale firm of Fleck & Dunwoody of Philadelphia, was in Baltimore week before last and saw some of the hardwood men here. He stated his belief that trade was picking up and that the movement was showing a decided increase, with prices very firm and, in some instances, high.

R. E. Wood, president of the R. E. Wood Lumber Company, is on a trip of inspection to the various mills of the company in West Virginia, Tennessee and North Carolina, which will keep him away from the office for about ten days or two weeks.

## CINCINNATI

The sawmill and veneer plant of Malcy, Thompson & Moffett, on the west side of the city, is running full, with the log yard well supplied with selected oak logs, which are being manufactured into flitches where possible to secure attractive figures, and which are being cut into sliced and sawed veneers. The warehouses contain a large stock of veneers ready for the market, and there is a good demand for all manufactured. This company also operates a large mahogany mill on the Island of Cuba, near Havana, where it manufactures Cuban mahogany lumber and flitches. Business is showing some improvement, and it is expected that there will be plenty of increase as the year progresses.

The Ohio Valley Exposition is now getting its affairs in shape for the exposition to open in this city in August and September. Col. Stanberry of the Chicago Coal & Lumber Company is a member of the commissioners, and has been placed in charge of the Division of Forestry and Lumber Products, and is hard at work arranging for an effective lumber exhibit.

Harry Brown, the prize bowler of the Lumbermen's Club of Cincinnati, is seeking for more worlds to conquer since his team has vanquished the bowlers of the furniture trade.

March showed much activity in the railroad division of the lumber industry at this point, according to the figures of Superintendent Chas. Murray of the Chamber of Commerce. The receipts for March were 7,829 cars, as compared with 5,929 for the same month last year, while the shipments were 6,711 cars, against 5,977 cars for the same month in 1903.

The mahogany mill of the Freiberg Lumber Company is active, and is specializing in mahogany lumber and flitches, which is cut into sawed veneers at the plant. At this plant can be seen what is said to be the largest stock of Mexican mahogany lumber ever in Cincinnati.

John Dulweber & Co. are adding to their new yard opposite the Southern freight station on McLean avenue, where they have an immense stock of hardwoods, the overflow of the main yard at Findlay street. Three of the Dulwebers are now active in the operation of this plant — B. F., J. Ed. and John Dulweber. "Ed." Dulweber, as he is familiarly known, was formerly with the branch of the Nicola, Stone & Meyers Company, but recently has become connected with his brother.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, returned Monday from a two-weeks' stay at the office of the association in New York City. During his absence Executive Clerk Heaton and his assistants received the edition of the new grading and inspection rules of the association and mailed a number to members and consumers. There is an expression of general satisfaction with the new rules by those who have received the copies, while there are those who say that the rules are nearer the idea of rules that may be accepted as universal than any which have yet been issued. The manufacturers of the Queen City Furniture Club, at the meeting of the club on Wednesday, April 6, instructed its secretary to transmit to the Hardwood Manufacturers their thanks for the copies that have been presented

for their inspection, and express the hope that the work of bringing the producer and the consumer into more confidential relations will continue.

R. E. Becker, former representative of the Talge Mahogany Company and several other manufacturing concerns, and more recently with Malcy, Thompson & Moffett, is again seeking new fields of usefulness.

Charles F. Shiels, the candidate for treasurer on the Independent Ticket of the Lumbermen's Club of Cincinnati, is the son of one of the oldest lumber merchants in the Middle West, and who owned and operated a sawmill on the river front at Cincinnati, at a point which is now the river end of Plum street. This was away back in the thirties. The present firm, C. F. Shiels & Bro., have been operating a hardwood yard at the corner of Gest and McLean for many years, making a specialty of wagon makers' and furniture manufacturers' stock. Mr. Shiels says he has enjoyed a very good volume of trade all through March, though there has been much complaint by others as to conditions. He is a thorough lumberman, and takes great care of the lumber in stick in his yards, shielding it from the weather and piling and arranging it so as to secure the best results.

Fred Duling of the Graham Lumber Company returned last week from an extended trip through the Middle West and South, and reports a very successful trip.

The M. R. Short Lumber Company is a recent addition to the lumber directory of Cincinnati. The offices are located in the Mercantile Library building. Mr. Short was formerly connected with the Dwight Hinckley Lumber Company and is noted as a hustler for business. He is the short-stop of the Lumbermen's Club baseball team. The new concern will specialize in cypress and yellow pine.

The Tennessee Coal & Lumber Company has opened a suite of offices in the Provident Bank building at Seventh and Vine. The Asher Lumber Company of Cincinnati has its business office in this building since the first of April.

## INDIANAPOLIS

John J. Valdenaire has organized the Maple Grove Realty Company and will combine real estate with his lumber business.

The Interior Hardwood Company has joined the Indianapolis Trade Association which now has two hundred and fifty members.

A petition asking for an investigation of alleged discrimination in rates for electric current has been filed with the board of public works by the Burnett-Lewis Lumber Company.

There are fourteen concerns dealing in and manufacturing hardwoods in the city, according to the city directory just issued for 1910.

The Ford & Johnson Company of Michigan City have been awarded a contract for making all of the furniture that is to go into the new state capitol at Pierre, S. D.

The Wickes Refrigerator Company has been organized at Elkhart to manufacture refrigerators. The company has been incorporated at \$50,000 by Bert D. Houseworth, Joseph Maurer and Lorenzo D. Hall.

All previous building records for the city were broken last month when 755 permits, representing a total valuation of \$1,026,399, were issued. Last March there were 514 permits issued, amounting to \$693,275. Permits issued for the first three months of this year have exceeded those of the corresponding period of last year by \$455,000.

## EVANSVILLE

James E. Rankin, Jr., of the Rankin Lumber Company of Henderson, Ky., has just returned much improved in health from Chicago where he has been ill for the past two weeks.

Bedna Young and F. M. Cutsinger of Young & Cutsinger made a flying business trip to Indianapolis last week.

Maley & Wertz of this city have decided to build on the site of their plant which was destroyed by fire recently. Work has already begun on the new plant which will be finished and put in operation as soon as possible, as they have a large stock of logs on the railroads ready to be shipped. A first class plant will be erected. It will be about sixty days before they can resume operations at this point.

D. R. Webb, the well-known veneer man of Edinburg, Ind., was in town recently.

The Big Four Railroad Company is building a line from this city to Mt. Carmel, Ill. Work has been progressing rapidly for the past two weeks as it is planned to have the road in operation by November 1.

W. O. Anderson and B. B. Beverley have sold their interest in the Anderson Box Company at Henderson, Ky., to Charles E. Dallam, who is now sole owner of the plant. There will be no change in the name of the company. Mr. Anderson, who will remain manager, announces he will start the factory running night and day at once.

W. H. Coppock of S. P. Coppock & Sons Lumber Company, Fort Wayne, Ind., was in the city this week. Mr. Coppock was well pleased with prospects for trade, also with present business. He is in charge of the company's yard at Orleans, Ind.

The Union Lumber Company of Rothwell, Ky., has been purchased by W. Russell Tabor, S. S. Pinney and R. G. Lyons of Mt. Sterling, Ky., including timber holdings. The deal involved about \$20,000.

Edward Meyers of Smith, Meyers & Schnier Company, Cincinnati, the well-known machinery house, was in town this week. Mr. Meyers says his firm is enjoying an excellent business.

The new plant of the Evansville Veneer Company, located at Jackson, Tenn., has been put in operation, the rotary saws and the saw mill and slicer will be started within a few days. C. W. Talge is in Jackson superintending the work. The company is anxious to get started as it has an enormous stock of fine logs to be worked up.

Frank Storton, formerly auditor of the Evansville Railway Company, has resigned his position to go with the Mossman Lumber Company, formerly of this city, which is erecting a large band mill in Memphis. Frank Snepp, formerly of Maley, Wertz & Snepp of Vincennes, Ind., and later with the Kentucky Veneer Works, Louisville, Ky., has also resigned his position to go with the Mossman Lumber Company.

## CLEVELAND

Cleveland lumbermen are feeling good natured just now over the announcement from Washington that the pending tariff war between Canada and the United States will not materialize, an agreement having been reached whereby certain concessions are made by the Dominion, in return for which the United States will not enforce the maximum tariff as provided in the Payne-Aldrich bill. Many Cleveland lumbermen would have been seriously handicapped had such a thing come to pass, for large areas of timber lands across the boundary line are owned by Cleveland firms or their lumber contracted for. Two-thirds of the lumber boats operating out of Cleveland would probably have been put out of business had the high tariff schedule been enforced against Canadian lumber.

Although navigation will not have its formal opening until April 15, a number of boats have already made short trips between Lake Erie ports and the passenger boats are operating between Cleveland and Detroit. The lumber carriers expect to do a big business in all lines of lumber this year, as building operations in this territory promise to exceed all former records.

A fire which did about \$18,000 worth of damage threatened the total destruction of the plant of the American Box Company and of the factory of William Zeitz, hardwood finishers, March 28. It started early in the morning on the roof in the rear of the American Box Company's plant and spread to neighboring buildings. Its origin is unknown. About \$14,000 damage was done to the box company's plant and \$4,000 to the Zeitz factory. The entire loss was covered by insurance.

S. E. Putnam was one Cleveland lumberman who was greatly interested in the Canadian tariff. Mr. Putnam has just returned from Ontario where he viewed several properties in which he is interested. His company has sufficient stock in Canada to run it twelve years under normal conditions.

Four mills of the Advance Lumber Company, which has its headquarters in this city, are operating full time, turning out stock which has been sold in advance of the making. The company reports an unusually heavy call for high grades of hardwoods.

W. B. Martin of the Martin-Barriss Company reports that the concern's big hardwood mill here is extremely busy at this time. Some good shipments of African mahogany are being received, also some finely grained Circassian walnut logs. This wood is coming in for especial favor for store window trimmings. It is also to be used throughout the new federal buildings in important offices for trim and furniture.

Henry Wiborg of the Wiborg & Hanna Company of Cincinnati, a prominent hardwood manufacturer, and Albert Schafer of the C. D. Benedict Lumber Company of Peoria, Ill., were callers on the local trade during the past week.

Trade with the lumber yards in the smaller towns throughout the state is increasing rapidly, according to F. T. Peitch. The roads are in good shape after a warm dry March and rural building is in full swing. There is a strong call for hardwoods and cypress.

## COLUMBUS

Building operations in Columbus during the month of March were in excess of those of March of the previous year, both in the number of permits issued and in the estimated valuation of the structures projected. During March, 1910, permits to the number of 291 were issued for buildings estimated to cost \$785,799. In March, 1909, the number of permits were 237, and the valuation of the projected buildings, \$636,768.

Papers were filed with the secretary of state decreasing the capital stock of the Dover Lumber Company of Canal Dover, Ohio, from \$200,000 to \$10,000. The number of shares remains the same, but the par value is decreased from \$100 to \$5. O. S. Welty is president and P. S. Cooper, secretary.

The engagement is announced of Benjamin Hayward, son of M. A. Hayward, 51 Jefferson avenue, and a member of the jobbing firm of M. A. Hayward & Sons, to Miss Ruth Garver, daughter of Mr. and Mrs. A. R. Garver of Tippecanoe City.

The Sowers-Leach Lumber Company has discontinued the retail business and is now devoting its entire attention to the wholesale trade both in yellow pine and hardwoods. The office will remain on Neilson street, where the yard was formerly operated. John K. Sowers is at the head of the concern.

Giles Wright, president of the Wright-Saulsberry Lumber Company of Ashland, Ky., called on a number of Columbus lumbermen recently.

A. C. Davis reports a steady trade in hardwoods. He believes that the industrial upheavals such as strikes are having a bad effect on the retail trade. He says the low grades are still slow. George B. Johnson, secretary of the com-

pany, took a long business trip through eastern Ohio and western Pennsylvania recently.

H. W. Putnam, president of the General Lumber Company, reports prices the same and a steady demand for hardwoods. The company sells almost exclusively to manufacturing plants which are in the market with steady orders. The company will soon start to build a splash dam in a tributary of the Big Sandy river in Kentucky in order to float a large number of logs down to the mill at Ashland.

W. L. Whitacre believes that conditions will improve soon and that the slight lull which is now apparent will soon pass away. He says prices continue firm. D. W. Kerr of the W. L. Whitacre Lumber Company recently returned from a business trip to Cincinnati.

C. G. McLaughlin, general manager of the McLaughlin-Hoffman Lumber Company reports a quiet week, with no recession in prices. He says farmers are too busy with their crops to purchase lumber.

The W. M. Ritter Lumber Company has started to develop a large tract of timber land near Richlands, Va., which was recently acquired from the Yellow Poplar Lumber Company. The tract is situated about three miles from a railroad and contains a large amount of oak and hemlock. The company has built a private tramway. H. G. Horton of the sales department of the company reports steady conditions in the hardwood trade generally. He says prices are stationary and that in a few cases there is a tendency to advance quotations. The lower grades are not in as good demand as the higher grades. There is a slight advance in firsts and seconds, both red and white oak, and also in firsts and seconds, poplar. H. W. Collins, manager of sales of the central sales division, was called out of Columbus early in the month.

At the annual meeting of the stockholders of the Buttles Avenue Lumber Company, J. H. White, one of the directors, retired after selling out his holdings. E. M. Slyh was elected on the board to fill the vacancy. The officers are: W. E. Hyde, president and general manager; W. H. Jones, vice-president, and O. M. Gardner, secretary and treasurer.

It will soon be a year since a receiver was appointed for the Rood Lumber Company, a box factory located on Buttles avenue. Receiver W. F. Hyde reports an increase in the assets under his management. He says no plan of reorganization has been adopted, although a number have been suggested. An inventory of the property will be made April 16, which will be the close of the year's receivership.

W. P. Rolph, a representative of the Cherry River Boom & Lumber Company of Scranton, Pa., was a caller at the offices of a number of Columbus jobbers recently. He reports an improvement in conditions in every section of the country.

The Nugent Furniture Company of Toledo has been incorporated with an authorized capital of \$10,000 by Michael Nugent and others.

At Piqua, Ohio, the Piqua Handle & Manufacturing Company has increased its capital stock from \$150,000 to \$250,000 to provide for additional facilities.

J. J. Sexton, head of the Osborn & Sexton Company, reports a much better feeling among the planing mill men. He says business is increasing rapidly and that the prospects for the future appear bright.

The Ironton Lumber Company of Ironton, Ohio, has increased its capital stock from \$50,000 to \$100,000.

The Portage Lumber Company of Akron, Ohio, has been organized as the successor to the Wilson Lumber Company of that city, which has been in business since 1868. K. H. Hays is president of the new corporation; Ross A. Wilson, vice-president, and S. N. Wilson, secretary-treasurer.

H. C. Bard of the Middle States Lumber Company returned recently from a ten days' trip to



which entered into a deal to take the output of a large mill at Eunice, La. The company bought the stumpage of 10,000,000 feet, which will be cut under its direction. The mill was formerly known as the W. E. Jelks & Son's operation. Mr. Bard reports a tendency to advance prices in the South and he believes that this tendency will soon be reflected in Ohio.

J. H. Heyl of the J. H. Heyl Lumber Company returned recently from an extended business trip throughout the South.

C. T. Nelson, head of the C. T. Nelson Column Company, reports quite an increase in orders since the weather became more favorable. He believes that business will continue to improve.

## TOLEDO

The first lake shipment of lumber of the season came in last week. It consisted of 265,000 feet of hardwoods on board the steamer W. J. Carter, and was consigned from Alpena, Mich., to the Phoenix Box Company of this city.

W. S. Booth of the Booth Column Company is in Philadelphia on business this week. The concern reports that trade is picking up all along the line, and that not only have local sales greatly increased but that a strong demand has come in from all over the country for porch columns.

A deal of considerable interest to hardwood dealers in this section was recently consummated when the Hocking Valley railway was taken over by the Chesapeake & Ohio. George W. Stevens was elected president of the newly organized company, succeeding Nicholas Monserrat, and Frank Trumbull of New York was chosen chairman of the board of directors. About \$260,000 will be expended in improving Toledo terminals in the near future.

The David Lumber Company is finding a brisk demand for its entire hardwood output, and the two Michigan mills of the concern are kept unusually busy supplying the demands of the trade. They are at present engaged in cutting oak, elm, basswood and ash, and are barely able to supply the demand from factories for these materials.

The piles of sawdust at the old Mitchell & Rowland lumber yards are again burning, and the eastern portion of the city has been enveloped in a dense cloud of smoke for days as a result. This has been a source of much annoyance for years, and no solution has ever been worked out whereby the fire could be effectually prevented.

One of the finest carloads of oak ever shipped into Toledo was unloaded at the Big Four Hardwood Company's yards last week. It consisted of inch boards ranging in width from 18 inches to 34 inches, and perfectly clear. Eighty per cent of the car was 16 feet in length, ten per cent 14 feet long, and not a board was less than 2 feet. The company makes a specialty of handling high-class stuff. Manager Roberts of this company is at present absent on a business trip to West Virginia, and other southern points.

An overheated boiler at the plant of Waldutter & Kahlenberg, chair manufacturers on Inwood avenue, Toledo, caused a serious blaze Saturday, which threatened to destroy the entire plant. Prompt work on the part of the fire department kept the damage down to \$450.

The N. D. Hale handle factory at Ashley, Ohio, was totally destroyed by fire, entailing a loss of \$25,000. The origin is unknown. Fifty men were thrown out of employment, and it is thought the plant will not be rebuilt.

Mr. and Mrs. Aaron Chesbrough will sail on April 6 for a tour abroad. The objective point will be Oberammergau, where they will witness the Passion Play. Mr. Chesbrough is one of the largest timber and lumber dealers in this section.

William T. Hubbard is in Detroit for a few days on business connected with his large local wholesale hardwood yard.

A stretch of fifteen acres of valuable hard-

wood timber was destroyed by fire on the farm of Callie Coe Shaw near Tiffin, Ohio, last week. Several hundred farmers made an ineffectual effort to stop the flames, which died out after reaching a water filled ravine.

The Toledo Bending Company reports a light business aside from the repair department, which is very busy. The output of the concern consists of carriage and wagon stock, and the automobile industry has made deep inroads in this class of trade recently.

"Business is getting better with us all the time," said Frank Spangler. "We are specializing in cypress and bay poplar at present. Cypress has been very strong and the supply is not plentiful. Bay poplar, being not so well known, we have had to create a market for it, but we have now worked up a nice trade. The automobile business is leading all other industries."

## MEMPHIS

Weather throughout the Memphis territory during the past fortnight has been ideal for the production of hardwood lumber and splendid progress is reported in every direction. There have been some few mills which have not been in operation, but these have been the exceptions which have proven the general rule of activity.

Bank clearings in Memphis during the month of March broke all previous records for that month by several million dollars. As compared with last year there was a gain of more than \$9,000,000, or practically 40 per cent. As compared with 1903 there was a gain of a little more than 100 per cent. Building operations during March were about \$45,000 ahead of the corresponding month last year, while reports from Little Rock and Birmingham both indicate record-breaking bank clearings and building operations. The railroads are enjoying a most satisfactory volume of business, and they make no secret of the fact that lumbermen are giving them more than their share of tonnage. The Iron Mountain reports that during the month of March it handled nearly three times as many lumber shipments as during the corresponding month last year, and some of the other railroads indicate that their gain has been very pronounced as compared with any March for recent years. In fact, some of the lumbermen themselves say that they have done more business during March than they ever did.

The box factory of the Morgan-West Box Company, at Madison, Ark., which has been closed down for repairs for about two weeks, has resumed operations. The plant has been put in first-class condition.

The band mill and veneer factory of R. J. Darnell, Inc., in South Memphis, resumed operations this week after a shut-down of about a fortnight, due to changes in the trackage to its timberlands. It was impossible under the circumstances for the firm to secure all the timber it needed, and the plant was thrown temporarily out of raw material. This firm has materially increased its timber land holdings by the purchase of 10,000 acres in Tunica county, Miss. This new tract adjoins a tract of about 7,500 acres already owned in that section, with the result that the new acquisition gives the firm practically 17,500 acres in one body. The timber on this tract will be brought to Memphis and developed at the plant of the firm in this city. The mill of the Darnell-Love Lumber Company at Leland, Miss., is running on full time.

The McLean Hardwood Lumber Company is running its big band mill and resaw in New South Memphis on double time. It is working both day and night. The supply of timber on hand is ample for the present, and the company does not anticipate any special difficulty along this line.

The Anderson-Tully Company has been operating its mill and both of its large box factories here recently, but one of the box factories will

close down this week. However, the firm is working at full capacity at Vicksburg, its box factory and both of its mills at that point being on full schedule.

Indianapolis capitalists have secured a site at Dickson, Tenn., on which a large mill for the manufacture of finishing material will be established. The enterprise will necessitate the expenditure of a large amount of money and the employment of a number of both skilled and unskilled laborers.

Max Sondheimer, president of the E. Sondheimer Company, is authority for the statement that business is more satisfactory and that the demand is larger than it has been for a number of months. In fact, he states that his firm is doing an unusually satisfactory business, despite the fact that it is depending on daily orders. It is refusing to sell any lumber for forward shipment, believing that prices will be higher later on. Mr. Sondheimer has recently favored one of his banker friends in Chicago with his views on the hardwood lumber situation, and these were very optimistic. In fact, Mr. Sondheimer thinks that there will be no difficulty in selling from cover to foundation in the very near future.

The Meridian Planing Mill & Creosoting Company, Meridian, Miss., will shortly resume operations. The plant was destroyed by fire last September and has been practically rebuilt. Concrete has been largely used in the construction of the new plant, and it is as nearly fire-proof as it could be built.

The American Cooperage Company of Helena, Ark., has filed articles of incorporation with the secretary of state. The capital stock is \$25,000. John R. Livingston is president and Dale Welch is secretary and treasurer.

The Earle Cooperage Company, Earle, Ark., has also incorporated, with a capital stock of \$10,000. C. T. Whitman is president and R. A. Scott secretary and treasurer.

There is no doubt that the mill of the Dierks Lumber & Coal Company at DeQueen will be rebuilt and that it will be practically double the capacity of the old plant which was destroyed by fire. The financial arrangements have already been made through the execution of a mortgage by the company in favor of the American Trust & Savings Bank of Chicago, for \$600,000. This instrument has already been filed for record and is secured by timber lands in Sevier, Howard, Pike and Polk counties.

The W. G. Baker Lumber Company, Heber, Ark., has been granted a charter. The capital stock is \$25,000. R. T. Martin is president and Mortimer Frauenthal is secretary and treasurer. Heber is one of the best towns on the Missouri and North Arkansas, the new road which has been constructed in that state and which opens to development a very large amount of hardwood timber lands.

The Brown Lumber Company, of Paragould, Ark., has filed an amendment to its charter whereby the capital stock is increased from \$15,000 to \$50,000.

Russe & Burgess, Inc., the Darnell-Taenzer Lumber Company, the Green River Lumber Company, the Chickasaw Cooperage Company, the McLean Hardwood Lumber Company and the J. W. Thompson Lumber Company, as well as other hardwood firms in this city, have been awarded damages against the Illinois Central and Yazoo & Mississippi Valley Railroad companies in the form of reparation for the overcharge of 2 cents per 100 pounds on shipments of hardwood lumber from Memphis to New Orleans. It will be recalled that the old rate was 10 cents per 100 pounds and that an advance to 12 cents was made several years ago. The J. W. Thompson Lumber Company and others brought suit against the Illinois Central and Yazoo & Mississippi Valley Railroad companies, contesting the reasonableness of this advance, and won a signal victory before the Interstate Commerce Commission. After this victory was won, the supplemental petition was

filed with the commission, asking reparation. A supplemental decision has just been handed down by Commissioner Lane awarding the amounts to the various companies represented by the over charge they paid from the time the original suit was filed.

The American Car & Foundry Company of Binghamton, a suburb of Memphis, has booked an order for 450 cars for the Mexican Central railroad. This means that it will give employment to from 300 to 400 carmakers who were recently laid off. Furthermore, the management states that the time of year is at hand when large orders are usually booked and the opinion is expressed that this plant will be running on full time early this summer. When operated at full capacity it gives employment to about 1,200 people.

The Bureau of Publicity and Development has succeeded in raising the fund of \$50,000 for the purpose of advertising the advantages of Memphis. In fact, it secured slightly more than the \$50,000 for which it started the campaign. It is the purpose of the Bureau of Publicity and Development to conduct a systematic campaign of advertising in order that the advantages of Memphis may be properly made known to the world. Organization has not yet been fully perfected nor have the plans been altogether worked out, but these details will be settled within the next few days and definite announcement as to the character of the campaign will be made. Lumber interests have contributed in large measure to the fund and the Lumbermen's Club has representation on the committee of forty, as well as on the smaller executive committee.

The Garetson-Greaser Lumber Company, incorporated under the laws of Missouri with a capital stock of \$30,000, has filed certificate of its articles of incorporation with the secretary of state of Arkansas and will do business in that state. Its headquarters for Arkansas are at Hope, and Joseph R. Houser is agent. The company has \$17,728 of its capital employed in Arkansas.

J. J. Russell of Minneapolis, Minn., is still working on the proposition of establishing a large plant here for the manufacture of slack barrel staves from gum. This matter was brought to the attention of the Business Men's Club some time ago, and within the past few days the industrial department of that organization, in charge of Jas. S. Warren, has agreed to take up the matter and do what it can to facilitate the establishment of the factory here. Mr. Russell has asked that the department send a representative to Minneapolis to investigate his proposition. He claims that gum timber can be used to advantage in this line, and lumbermen here are much interested in the proposition, as heavy substitutions of strawboard and other material for cottonwood and gum in the manufacture of box shoos has deprived the gum and cottonwood markets of a great deal of support which they have heretofore enjoyed. There is an abundance of gum in this territory, and Memphis is regarded as the logical location of such an industry.

The Nickey Brothers Hardwood Lumber Company has practically completed its plant in the southwestern part of the city. It will be ready for operation within the next few days and will make a specialty of cutting high-grade lumber. The company has already booked a large number of orders, and it will begin business with unusually flattering prospects. The mill is a band one, and will have a large capacity. It is estimated to have cost between \$30,000 and \$40,000, including the site and other holdings.

John W. McClure, who was recently elected manager of the baseball team of the Lumbermen's Club of Memphis, has appointed John M. Pritchard as captain for the ensuing season, succeeding Ralph Bennett, who has been at the head of the team for the past three years and who has piloted it to a number of signal vic-

tories. Manager McClure is working out the details of several plans which, in his opinion, will increase the interest of the individual players as well as that of the firms with which they are connected. While none of the arrangements have been completed yet, it may be stated that it is one of the plans of the management to make a tour of some of the lumber centres this summer if games can be secured. Practice work will begin now in a few days and, until the permanent players have been selected, there will be enough aspirants for places on the team to insure practice games whenever desired.

## BRISTOL

Another new mill was started near here last week, when the operation of the Unaka Lumber Company of which J. J. Hager of Bristol is president was started, at Unaka Springs, Unicoi county, Tennessee. It is located on the Carolina, Clinchfield & Ohio railroad, not far from Erwin. The company has purchased 6,000 acres of timber and estimates that it will require ten years to cut it.

The band mill of the O. H. Vial Stocking Company, in Greene county, Tenn., recently completed, is now running full time and the company is turning out a large amount of stock.

The Bristol Door & Lumber Company sustained a small loss by fire last week. The plant had a narrow escape from being destroyed.

The Paxton Lumber Company this week removed its offices to the new office building near the mill, on Seventh street. V. K. Simpson of the company is just back from Louisville and reports the business outlook there as most encouraging.

Several large lumber concerns in this section have recently put in water works and taken other steps to reduce the fire hazard to the minimum. Some severe fire losses have been sustained by the lumbermen in this section in recent years.

Another tract of Carter county (Tenn.) timber changed hands a few days ago, when a Pittsburg syndicate purchased 10,000 acres, near Hampton, close to the property of the R. E. Wood Lumber Company and the W. M. Ritter Lumber Company. It is planned to develop this soon.

J. W. Henniger has gone to work installing his mill on the timber tract in Happy Valley, Carter county, Tenn., recently purchased from C. C. English, in this city.

The big band mills and other operations of the Whiting Manufacturing Company are going steadily forward. The output of this company's operations in this section is very large. It specializes in hardwood flooring and ships some of its finest stock that is received from anywhere in the United States to the North.

H. P. Wyman of the Came-Wyman Lumber Company will soon return from an extensive western trip, including a stay on the Pacific slope.

Of interest in hardwood circles is the announcement made this week of the approaching marriage of Irving Whaley, head of the Whaley-Warren Lumber Company of this city, to Miss Margaret Ashworth, also of Bristol. The marriage will occur here the latter part of April and will be of much interest to the hardwood men. Mr. Whaley is well known to the trade in the North, East and South. He was for years with the Tug River Lumber Company.

## LOUISVILLE

The Louisville Hardwood Club is planning and working for the convention of the National Hardwood Lumber Association, which will be held here in June. The executive committee in charge of entertainment, which is composed of Mark Brown, Claude Sears and Barry

Norman, had a meeting last week and worked out some of the details of the entertainment. As yet, however, it has not been stated just what form this will take, as the hardwood men want to spring a few surprises when their visitors reach town.

Every indication points to a great crowd for the convention, and it looks as if the meeting will be one of unusual interest, on account of the various questions which are to be disposed of. That of odd lengths will undoubtedly be discussed, for Col. C. R. Mengel, of C. C. Mengel & Bros. Company, secured the endorsement of that principle at a recent meeting of the inspection committee at Chicago, of which he is a member. He advocated the authorization of the use of odd lengths in wagon box boards, and the following rules for the inspection of that item will be proposed to the convention when it meets in Louisville:

"Material: Poplar, cottonwood, gum, bay poplar (tupelo) and basswood.

"Widths: Wide, 13 to 17 inches; narrow, 9 to 12 inches.

"Lengths: 12, 14 and 16 feet, but not to exceed fifteen per cent may be 11, 13 and 15 feet.

"Thickness: Must be free from defects except that no objection will be made to bright sap or sound discolored sap; also one sound knot, not to exceed 1 1/4 inches in diameter, or its equivalent, showing on one face only. Eleven-foot lengths to be free from splits; 12, 13 and 16-foot lengths will admit of a 12-inch split in one end or its equivalent in both ends; 14 and 15-foot lengths will admit of splits not to exceed six inches in one end or its equivalent in both ends.

"Note—Inspectors are cautioned that 'wooly cottonwood and badly warped lumber must be excluded from this grade.

"The rules governing the manufacture and measurement of other lumber apply to this grade."

Col. Mengel took the stand that the idea of conservation, which is uppermost in the public mind, must be dealt with in a practical way, and that the use of odd lengths will do much to conserve the timber resources of the country.

In connection with the convention the members of the club have found that their most enthusiastic members are among the new comers. The North Vernon Lumber Company, the Ohio River Sawmill Company, the Louisville Veneer Mills, the Mengel Box Company and representatives of all these concerns are regular attendants at the Tuesday night dinners of the club, at the Seelbach, and are taking an active part in the discussion of plans for the big meeting.

Barry Norman, of E. B. Norman & Co., is getting back most of the logs which he lost during the ice and high water in the winter. The water carried away about 1,100 of them, and of these he recovered 700, which are now being barged up the river to his mill on the point. In addition he has secured a good many logs from C. Crane & Co. of Cincinnati. These were carried away, too, and Mr. Norman made an arrangement to take them, thus saving the cost of the barge haul from Louisville to Cincinnati. "Dry stocks are mighty scarce," said Mr. Norman in conversation with HARDWOOD RECORD correspondent. "In fact, the supply is lower than it has been for a long time. The consequence is likely to be higher prices. I look for advances especially on plain oak, which has been quoted low too long. There is no reason, in my mind, why the quotations on plain oak should be below those on poplar, and the fact that prices on the former are gradually advancing indicates that the difference between the two will be made less as time goes on."

Lack of water is keeping a good many Kentucky mills idle. Following the extreme drouth of the past few weeks, many of the mountain streams are at low stage, and it is impossible to handle logs in them. As the mills in a great many cases depend on the rivers for their logs, they are unable to run. This is the case with mills in which Louisville hardwood firms are interested, among them being the Ford mill of the Louisville Point Lumber Company. That company is now running its Louisville mill, cutting logs which were secured from southern Indiana and brought up the Ohio by barge. Ed Shippen and H. J. Gates of that company are out of town on business.

The Southern Lumber Company has been shipping lumber from southern mills at a rapid rate also. Mr. Norman and his assistants are being kept busy handling the two opposing streams. During the summer the company will move its quarters to the Magnolia street site some time ago.

Charles Sears of the Edw. L. Davis Lumber Company has returned from a trip East, in which he secured several large orders. The Glasgow mill of the company is now running, as is that in South Louisville.

J. C. Wickliffe, secretary of the C. C. Mengel & Bro. Company, sailed March 26 for Liverpool. He will be gone two or three months, and will visit England, Scotland, France, Russia, Italy and nearly all the Continental countries. His trip is in connection with the export mahogany trade of the company, which has been growing at a rapid rate. The company has always been a large exporter of lumber, and this branch of the business is to have its full share of the attention from now on. Julius Sicker, sales manager of the company, has returned from a trip to New York. C. R. Mengel, head of the company, recently visited the company's Chicago branch and found everything in good shape. Everybody around the Mengel offices is smiling just now and offering congratulations to Charles Heimerdinger, shipping clerk, whose home on Forest avenue was visited by the stork last week, bringing triplets, all girls.

D. C. Harris, traffic manager of C. C. Mengel & Bro. Company and secretary of the Louisville Hardwood Club, will have the distinction of speaking for the shippers of Louisville at a meeting of the Traffic and Transportation Club, to be held April 11. The subject under discussion is to be the new demurrage and car service rules which went into effect April 1, and in addition to Mr. Harris, representing the shippers, there will be addresses by a car service man, a local agent and a superintendent. Another stunt the Traffic Club is to pull off is a trip around the city to view the terminals of the various roads. This will be April 12, and nearly all of the lumbermen will go, as the swing will touch the plants of most of them.

Recent visitors to the hardwood market include John L. Cochran, of New York, and Mr. Hamlin, representing the Righter Lumber Company, of Philadelphia. There are more buyers coming to Louisville for their hardwoods than ever before.

D. E. Kline of the Louisville Veneer Mill reports the volume of business satisfactory. Veneers are being turned out at his mills for delivery in all parts of the country and for use in nearly every veneer-consuming industry.

Among local industries which have started recently and which interest the veneer men here is the Inman-Pierson Furniture Company, a \$100,000 company which is now completing its plant at Thirtieth and Kentucky streets.

J. Taylor Green, who has been with the Big Four here as chief clerk to the general freight agent, has been made traffic manager of the Indiana Veneer & Panel Company and the Stout Furniture Company, both of New Albany.

R. L. Thomas, who owns a hardwood mill at Ford, Ky., and who has been prominent on the turf for a long time, has announced his retirement from the racing game, and says that he will stick to lumber from now on.

The Adler Lumber Company has filed amended articles of incorporation increasing its capital stock to \$75,000. Those signing the articles are C. L. Adler, R. S. Hill and B. A. Meyer. The company is to operate in connection with the Beckwith Organ Company.

Dry weather is responsible for a good many recent fires affecting lumbermen. From Pineville, in Bell county; South Park, Jefferson county; Sergeant, in the Cumberland mountains; Allen county, in Southern Kentucky, and other timber districts reports have come of the destruction of trees by fire. A fire destroyed the

sawmill of Pat Murphy at Stanley, Ky., and the same cause resulted in a loss of \$20,000 at Lawrenceburg, where the warehouse and lumber yard of the People's Supply Company was burned.

Jerry Childrens of Campton, Ky., died recently of heart trouble. He was engaged in manufacturing lumber and ties.

Owing to activity in connection with coal lands in eastern Kentucky, caused by the construction of the Black Mountain and Washtoto Railway, many extensions of roads running into that section are planned. The one referred to will build a 22-mile extension up Poorfork, a branch of the Cumberland river, while it is reported that roads in Virginia will probably extend their lines across the mountains into Kentucky. That section is full of timberlands which on account of lack of transportation have hardly been touched.

According to word received from Washington, the Rivers & Harbors appropriation bill to be recommended by the committee will carry appropriations of more than \$1,000,000 for the Ohio river and will also take care of other streams in this section in which the lumbermen are interested.

The Union City Lumber Company, Rothwell, Ky., has sold its timber holdings and lumber, including a railway which it built, to W. Russell Tabor, S. S. Pinney and R. G. Lyons, of Mt. Sterling. The amount involved was \$20,000.

The Louisville & Nashville statement for the first half of March has been issued, and shows that big gains in earnings are being made, reflecting a healthy condition of business all over the South. Since July 1, the beginning of the fiscal year, the gain has been close to \$4,000,000.

Building in Louisville is going ahead at a rapid rate. March showed 298 permits issued, representing \$336,000, while the corresponding month of 1909 recorded 352 permits with \$345,000. A gain is shown, however, in comparison with the building done during the first quarter, which during 1910 showed building amounting to \$927,000, as against \$579,000 last year.

## ASHLAND

John W. Kitchen has just returned from a business trip in the North, and reports trade conditions good; poplar and oak in No. 1 common and better are good.

John W. Powell, a lumberman from Canisteo, N. Y., was a recent business visitor in the city.

S. S. Pinney of Mt. Sterling, W. R. Tabor and R. Y. Lyons of Rothwell, Ky., have purchased the Red River Railway Company and the Union City Lumber Company in Menifee county, Kentucky. J. W. McCausey, who has been at the head of the lumber company for the past twelve years, will devote his time to the Michigan State Life Insurance Company, of which he is president. The lumber company will be operated under the name of the Rothwell Tie Company, but the railroad will continue to be known as the Red River Valley Railroad.

J. Y. Darling of Cincinnati, O., was a prominent lumberman in our city this week.

R. H. Vansant reports business good. The mill is in steady operation, but the timber supply is short—the last tide having brought a comparatively small supply of logs.

The Berwind-White people are directly interested in a gigantic deal just closed by Z. T. Vinson of Huntington, W. Va., and John C. Mayo of Paintsville, whereby a tract of 100,000 acres of timber and coal land in Kentucky, lying on Peters Creek, between the Tug and Levisa forks of Big Sandy river has been sold. The consideration involved approximated \$3,000,000,000.

Whisler & Searcy of Ironton are pretty busy these days filling orders. The company is well pleased with the business outlook. Its mills at Ironton and Farmers (Ky.) are both in operation, with plenty of timber to keep them going for some time.

The W. R. Vansant Lumber Company, with mills at Rush, Ky., is doing a fine business. It is having a particularly steady demand for common and better plain and quartered oak.

The Southern Hardwood Lumber Company reports a steady improvement in its business. March proved to be an exceptionally good month. J. H. Kester is in Ohio calling on the trade in the interest of his firm.

The W. H. Dawkins Lumber Company's mill is running steadily but the supply of timber is not very large. However, there are enough logs on hand to keep the mill busy until May or June. Business is good and the company is receiving more orders for high grade stock than it can fill.

The Reese-Kitchen Lumber Company, with mills at Wrigley and sales office in Ashland, reports a satisfactory business. It is turning out a fine lot of oak and poplar.

August Schmidt, manager of the H. Herrman Lumber Company, has just closed a deal whereby his company acquires a fine lot of timber along the Big Sandy. Mr. Schmidt reports business good.

Among prominent visiting lumbermen in the city the past week are: B. O. Brill of the J. G. Brill Car Works, Philadelphia; H. S. Hall, representing Richey, Halsted & Quick of Cincinnati; W. J. Pulling of Windsor, Can.; John Hall of Scofield Brothers, Philadelphia, and J. W. Taylor, representing the Domestic Lumber Company of Columbus, Ohio.

## ST. LOUIS

While the building operations for March, according to the report of the building commissioner, showed a falling off in totals, as compared with the corresponding month last year, yet by the new system which the building commissioner inaugurated at the beginning of the month, clearly showed in just what class of structures this falling-off occurred. There was a decided increase in the number of private homes over the same month of 1909. More than 180 of these were of brick and cost less than \$20,000. The aggregate amount of money which will be put in homes, as called for by permits issued in March, is more than \$550,000. The tendency toward the construction of flats and apartment houses or "tenement houses" as all are termed now was noticeable, and the figures considerably exceed those of a year ago. There were 160 tenements costing each less than \$15,000 and totaling more than \$700,000 started during the month. The building commissioner predicts continued activity for this month and well into the summer.

The following is a report of the movement of lumber at this market during March: Receipts by rail during March, 1910, were 17,601 cars; during March, 1909, there were 12,728 cars, an increase of 4,873 cars in 1910. Receipts by river during March, 1910, were 120,000 feet; during March, 1909, 236,000 feet, a decrease of 116,000 feet this year. Shipments by rail during March, 1910, were 11,491 cars; shipments by rail during March, 1909, were 9,261 cars, an increase of 2,230 cars this year. Shipments by river during March, 1910, were 40,000 feet; during March, 1909, 270,000 feet, a decrease of 230,000 feet this year.

Arthur E. Holmes, a widely known lumberman from Detroit, Mich., with several other lumbermen met a few days ago in the office of the Lumbermen's Exchange to discuss forest conservation and other questions vitally touching the lumber industry. Freight rates were discussed as well as the problem of dealing with future fluctuations in prices.

Early in March Julius Seidel, chairman of the entertainment committee of the Lumbermen's Club, sent a letter to Mr. Pinchot, inviting him to be the guest of the Lumbermen's Club while he was in St. Louis in connection with his visit to the Ozarks, with Gov. Hadley and the members of the Forestry Commission of Missouri. Mr. Seidel received the following reply:

WASHINGTON, D. C., March 14, 1910.

Mr. Julius Seidel, Lumbermen's Club, St. Louis.  
Dear Mr. Seidel: My heartiest thanks for your letter of March 12. Yes, I am coming to Missouri to go into the Ozarks with Governor Hadley and when I reach St. Louis, either before or after that trip, it will give me very great pleasure to be the guest of the Lumbermen's Club, as you are kind enough to suggest.

Please tell the members of the club, if you have a chance, how much I appreciate the invitation, and how glad I shall be to be with you. Sincerely yours,

GIFFORD PINCHOT.

Mr. Pinchot will talk to the club on forestry, and the meeting will be arranged to be held during Mr. Pinchot's visit.

The funeral of William A. Bonsack, president of the Bonsack Lumber Company, who was accidentally drowned while fishing in Lake Pontchartrain near New Orleans a couple of weeks ago, and whose body was found shortly afterwards, took place from his residence in St. Louis Sunday afternoon, March 27. Among the pallbearers were several of his associates in the lumber business. At the request of Mrs. Bonsack, the funeral was very quiet.

At a recent meeting of the directors of the Lumbermen's Exchange of St. Louis the following resolution was adopted:

Resolved, That the sudden and unexpected death of William A. Bonsack, president of the Bonsack Lumber Company, who was drowned in Lake Pontchartrain, near New Orleans, on the 18th of March, cast a gloom over his many friends and associates in St. Louis.

Mr. Bonsack was born in St. Louis August 7, 1857. He was educated in the public schools of St. Louis and was married in 1894 to Miss Lulu Ringen. Besides his widow, he is survived by two children. He began his business career in 1879, and since then has been a president of the Lumbermen's Exchange and has served as a director almost the entire time of its existence. His suggestions and counsel have always been wise and practical. In private life he has always taken a great interest, and has been a well-known patron of art and music. He will be greatly missed from the Lumbermen's Exchange, and we, his associate directors, tender our sincere condolence and deepest sympathy to his family.

LYOYD G. HARRIS,

ALFRED W. JOHANNING,

GEORGE E. W. LUEHRMANN.

E. L. Page, manager of the hardwood department of the Alf. Bennett Lumber Company, says that the hardwood business, taken as a whole, is good. Inquiries are coming in plentifully and quite a number of good sized orders have been booked. The general outlook for future business is exceedingly bright. Alf. Bennett, president of the company, returned from Houston, Texas, a few days ago and immediately left for Kansas City on business. While in Houston Mr. Bennett superintended the opening of the branch office there, organization being effected to comply with the laws of Texas. The company will handle hardwood as well as yellow pine, and Mr. Bennett says the Houston office is having a nice volume of hardwood business, principally for export.

E. H. Warner, the well-known hardwood lumber dealer of St. Louis, celebrated his seventy-seventh birthday March 20. For thirty-five years he has been in the lumber business in St. Louis, and is as active as a man many years younger.

After a couple of weeks spent in the hardwood section of the South, Thos. W. Fry, secretary of the Chas. F. Luehrmann Hardwood Lumber Company, is back at the office again. He reports that there is every prospect of a good season in sight. The company is enjoying a good business, its red gum sales being especially heavy.

W. W. Dings, secretary of the Garetson-Greaseon Lumber Company, who went to Chicago a few months ago to establish an office in that city, has returned to St. Louis and will remain here. The Chicago office has been placed in the hands of a competent hardwood manager, so Mr. Dings will not have to remain there, but of course will make frequent visits to that city.

The Lothman Cypress Company report a nice business in cypress; in fact, trade has been exceptionally good in this class of lumber during the past few weeks. Anticipating a big demand

later on, they are getting in a large stock of cypress, in order to be prepared for the prospective business.

Gov. Hadley has issued a proclamation setting April 11 as Arbor Day in Missouri. He calls for the public schools and citizens to observe it. In his proclamation, he asks that every class and every school in the state plant upon the school grounds at least one shrub, tree or flower.

## MILWAUKEE

The John Schroeder Lumber Company, Milwaukee, has purchased a tract of forty acres near the Butler postoffice, in the northwest corner of the county. This place is expected to be a switching point for the Chicago & Northwestern road's new belt line, and the Schroeder company intends to use the property as a distributing yard.

M. J. Wallrich, who with several other northern Wisconsin men is interested in the Wisconsin-Northern road, while in Milwaukee recently, denied the report that the road had been disposed of to the Soo line. It is expected to complete the line this summer. It enters rich hardwood district of northern Wisconsin.

The Allis-Chalmers Company, Milwaukee, Wis., has furnished the machinery for electric drive in the mill of the Aberdeen Lumber & Shingle Company, Aberdeen, Wash.

The Northwood Furniture Company, Chippewa Falls, Wis., is planning the erection of a bolt resaw mill.

J. W. Arney of Port Huron, Mich., is considering a proposition with the Business Men's Association, Sheboygan, Wis., for locating a woodenware factory in that place.

The Kaukauna Land, Timber & Supply Company, Appleton, Wis., has increased its capital stock from \$10,000 to \$60,000 according to the amended articles of incorporation filed with the secretary of state.

As a result of the early spring breakup near Republic, Mich., it is expected that many sawmills will run short of supplies before the season is over, as there are great numbers of logs still on the skidways. It will be impossible to move them now without hauling by wagon and as this method is exceedingly expensive it is probable that they will be left until next winter.

The newly organized Edgerton Wagon Company, Edgerton, Wis., is planning the erection of a new brick factory building 50 by 200 and one story in height. Negotiations are now being carried on for the purchase of a site. The officers of the company are: President, Andrew Jensen; vice-president, L. C. Whittet; secretary, Charles Birkenmeyer; treasurer, Henry Johnson.

The large wood shop of the Mandt Wagon Company, Stoughton, Wis., has been completed and the work of installing the three large boilers in the new power house is being rushed so that the old building can be demolished and the old machinery used elsewhere. Contracts will soon be let for a blower, dust collector and about 500 feet of galvanized pipe, two feet in diameter, to be used in connection with the conveyance.

The Plymouth Veneer Company, Plymouth, Wis., has commenced work on its new factory, and it is hoped to have the structure ready to commence operations by August 1.

In the last five years Wisconsin has dropped down from the first to the fifth state in lumber production. Consequently the Wisconsin state conservation committee is receiving the support of many lumbermen in efforts to improve the forest conditions. At the present time over three million acres in the northern part of the state have no forest cover; millions of acres are partly covered with dead and dying forests. The state is suffering a great annual loss through the non-utilization of land suitable for forest growth and such continued neglect will mean the ultimate loss of the wood-using industries.

At a recent meeting of the officers and directors of the Wisconsin Manufacturing Company, manufacturers of chairs at Jefferson, Wis., it was decided to erect an addition to the plant. The new addition will be constructed of brick and will consist of three stories, 34 by 48 feet.

The Diamond Lumber Company, Green Bay, Wis., is erecting a new storage shed, 100 by 30, to take the place of the one wrecked by the snow during the winter.

Mrs. E. Selle has been recently elected president of the Selle Excelsior Company, Viola, Wis. The general offices have been removed from Chicago to Viola and many improvements are to be made to the factory, increasing the daily output to 30,000 pounds.

The large mill of the J. S. Stearns Lumber Company has been started at Washburn and will continue operations during the entire season. It will be run night and day with a force of 300 men and is supplied with logs brought from the Odanah reservation.

C. Mercier has ceased his logging operations at his camp near Rice Lake, Wis., and will soon start his sawmill. Enough logs are on hand at present to keep the mill running day and night for eight months.

The Simplex Washer Company, Milwaukee, manufacturers of washing machines, has filed a voluntary petition in bankruptcy. The liabilities are \$1,140.70 and the assets \$300.

The Appleton Chair Company, Appleton, Wis., has commenced building operations on its new factory which will be located near Appleton Junction. As soon as the new building is completed the machinery and other equipment will be removed to the new structure, which will be much larger than the present one.

An order has been received by the Meyer Cheese Box Factory, Merrill, Wis., from the Sheboygan dealers for 200,000 cheese boxes. The Sheboygan county manufacturers of boxes have been unable to meet the increasing demand for their products from the cheese makers and as a result it became necessary to fall back upon the Merrill factory.

The earliest breakup that has occurred in years marked the closing of the season for the final logging operations near Chippewa Falls, Wis. For the first time in seventy-five years there will be no log drive on the Chippewa river and this fact marks the passing of the lumber industry in northern Wisconsin. All of the pine logs, 21,000,000 feet, that are to be cut at the mill of the Chippewa Lumber & Boom Company's mill have been brought in by rail. The company's mill at Chippewa was for a long time the largest in the world, and will be run full capacity during the summer so that the firm can complete their operations in that part of the country.

Work has been commenced by the American Manufacturing Company, manufacturers of chairs, Sheboygan, Wis., on a new addition to its factory. The new part will be 70 by 70 feet and four stories in height, with brick walls and mill construction.

The Milwaukee Cedar Company has been incorporated with a capital stock of \$36,000.

The Schmidt Lumber Company, Two Rivers, Wis., has filed articles of incorporation with the secretary of state. The capital stock is \$15,000.

After being closed for several weeks, the Albrecht Manufacturing Company's cheese box factory has resumed operations. Many improvements have been made and the output has been increased by one-third.

Howland & Hurd of Merrill, Wis., have completed their logging operations, which have been managed by Julius Posey, with a cut of over a million and a half feet of hardwood timber. As a result of the early breakup, a large amount of timber has had to be left on the skids.

The Two Rivers Wooden Ware Company, Two Rivers, has sold a large tract of land, including the lumber piled on it, located in Two Rivers, to Henry Schmidt and Dr. A. M. Farrell, who are



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yard with Mr. Schmidt as manager.

Oconto and Holt lumber companies of Oconto have begun the season's run of their sawmills. Both of the plants are now running overtime and indications point to a most successful season. In the neighborhood of Oconto these companies own sufficient timber to keep them busy at least fifteen years. The day of log drivers has passed in that part of the state, as nearly all of the logs are taken to the mills by rail instead of being driven down the Oconto river as in past years.

### WAUSAU

The J. I. Case Company of Racine has placed an order for twenty-five automobiles of special build, to be used by the company's traveling salesmen.

The sawmill and all but two houses in the little village of Mellrue were recently destroyed by fire. The mill and most of the other buildings belonged to the Vollmar & Below Lumber Company of Marshfield. The loss on the plant is \$5,000.

The Stange Lumber Company of Merrill will operate two camps the coming summer. At present it is erecting a new office building.

For a second time in a little more than five years the Two Rivers Woodenware Company, one of the pioneer manufacturing concerns of that section, has gone into the hands of a receiver. The Milwaukee Trust Company was appointed receiver by Judge Quarles of the federal court. The liabilities of the company are estimated at \$395,000 and its assets at \$434,000. The company employs 200 men and has contracts on hand amounting to \$140,000. It is said that the plant will not be closed down. Temporary shortage of ready cash caused the trouble.

The sawmill of Wm. Elliott west of Nash was destroyed by fire a few days ago. A quantity of lumber was burned also.

The John Schroeder Lumber Company's mill in Ashland is being fitted with a new Corliss engine.

The Hatten Lumber Company of New London a few days ago lost 3,000,000 feet of logs by fire at Ellis Junction.

The past winter was a most favorable one for loggers in Wisconsin. The swamps were well filled with water before cold weather set in, and a continuous temperature between 30 above and 30 below enabled operators to reach and handle areas ordinarily inaccessible. There will be more timber cut in the mills this season than last year.

The car ferry Ann Arbor No. 1, the first car ferry introduced on Lake Michigan, caught fire a few days ago, five miles off the city of Manitowoc, and burned to the water's edge. Twenty cars filled with dry hardwood lumber were consumed.

An average of 100 cars of logs a day are being brought into Marinette and Menominee at present. The logs are delivered to the Republic Lumber Company, the Spies Lumber Company, the Sawyer-Goodman Lumber Company and the N. Ludington Lumber Company.

The Connor Lumber Company at Stratford a short time ago handled 29,000 feet of logs with two teams of horses. The load was twenty-two feet high.

The Maxson Lumber Company of Milwaukee has increased its capital stock from \$25,000 to \$50,000.

The Monitor Automobile Works of Chicago has decided to locate its factory in Janesville. Local investors are interested in the company to the extent of \$67,600. The company will begin moving soon.

Isaac Runor's sawmill at Pound was destroyed by fire a few days ago. This was the fifth mill to be burned on the site.

Fire was discovered in the "pin room" of the Geo. W. Price wood working mill in Crandon a

few days ago. The fire was extinguished after a large amount of stock had been scorched. The mill turns out hardwood plins for telegraph cross arms, wagon rims, hubs, etc.

The state of Wisconsin is the first to organize for a national crusade for the protection of national resources. The headquarters are in Oshkosh, with Assemblyman Wm. M. Bray in active management. Mr. Bray is chairman of the Wisconsin committee of the National Conservation Association, of which Gifford Pinchot is president. Assemblyman Edward W. LeRoy of Marinette is assisting Mr. Bray in the campaign. The opening work will be in the nature of addresses in various parts of the state, the idea being to carry on a campaign of education, interesting the public in the movement. At the same time an energetic move will be made to increase the membership to 5,000 or more, those joining the state association being thereby enrolled in the national body also.

The sawmill plant of the Heineman Lumber Company of Heineman was completely destroyed by fire on April 4. Although a high wind was blowing at the time of the fire the company managed to save its power plant, engine room, planing mill and lumber. The loss is covered by insurance and the company announces that it will begin the construction of a new and modern plant at once.

### CADILLAC

Hardwood trade in this vicinity is fair and all that could reasonably be expected. The demand for all kinds of maple, especially the higher grades, is more than the supply and the stocks of the lower grades are no more than normal. Hemlock is moving freely, and stocks of that lumber are not large.

Bruce Odell, Cadillac, F. L. Richardson, Alpena, W. C. Hull, Traverse City, and John C. Ross of Bay City are the delegates who will represent the Michigan Hardwood Manufacturers' Association at meeting of the National Lumber Manufacturers' Association at New Orleans, April 19 and 20. Chas. A. Bigelow of Bay City, president of the Michigan Hardwood Manufacturers' Association, will also attend this meeting.

The Michigan State Public Domain Commission aims to help reforestation by placing young trees of spruce, pine, cedar and other varieties in the hands of those desiring to take advantage of this plan at the cost of production plus the cost of packing. Two million seedlings 2 to 4 years old are available this spring and the commission announces it will arrange to put trees on the market every spring.

On Lake Michigan navigation has opened earlier than usual this season and a heavy tonnage will no doubt be handled. March 23 the steamers Nessen and Fletcher cleared Manistee harbor with cargoes of lumber for Chicago.

V. C. Allen of Portland, Mich., has sold his lumber yard and elevator to the Portland Milling Company. The deal is a large one and of much importance to Portland.

### SAGINAW VALLEY

The Kneeland, Buell & Bigelow Company is installing a battery of boilers in its Bay City mill and making other improvements. This mill runs on a ten-hour schedule the year through. Mr. Bigelow says that the business of both companies with which he is associated is excellent, and that all the lumber manufactured is sold as fast as it is in fit condition. He believes there will be a still further advance, in maple and birch particularly.

Lumber firms on the Huron shore north of Bay City have shipped out an unusually large quantity of lumber by rail during the winter. The rail shipments are increasing. During March the H. M. Loud's Sons Company shipped out

110 car loads by rail from Au Sable. This firm moves most of its stock by water during the season of navigation, and will load a steamer this present week. Alpena and points north on the Detroit & Mackinac railway have been moving a lot of lumber out by rail. Navigation is now open and several cargoes have already been cleared from Alpena.

W. D. Young & Co., at Bay City, are shipping out stock as fast as it can be produced, their plant being operated day and night. All of their stock comes from the North over the Mackinac division of the Michigan Central, more than 25,000,000 feet annually. Shipments of flooring are brisk.

Several years ago the Louds of Au Sable purchased of Hoeft & Son of Rogers City an interest in several thousand acres of hardwood land in Presque Isle county, and the work of cutting the timber was started last summer, as the fierce forest fires in the fall of 1908 did considerable damage and it was necessary to lumber a portion of the timber to save it. The Loud & Hoeft Lumber Company was organized and the Hoeft Mill at Rogers City has been equipped with additional sawing capacity and a large steel refuse burner 24 feet in diameter and 80 feet high is now being constructed. The mill will cut some 10,000,000 feet and it will be shipped by water as Rogers City is twelve miles from a railroad station.

The S. L. Eastman Flooring Company at Saginaw is having a good run of business but the company would like stiffer prices for flooring. An improvement is noted, however, in this particular. The company is carrying a number of million feet of maple lumber in stock and a large quantity of manufactured flooring.

The Hanson-Ward Veneer Company at Bay City, which recently built a large flooring plant to operate in connection with the veneer plant, is running 180 hands and business is very brisk.

The Wylie & Buell Lumber Company is furnishing Bliss & Van Auker of Saginaw 12,000,000 feet of logs, this being on a yearly contract. The Saginaw firm also operates a planing mill and lumber yard in connection with its flooring plant, and is doing a good local and outside business.

### GRAND RAPIDS

Not much change is noted in hardwood lumber conditions here. All choice lumber is firm in price and nothing in the list drags except culls.

Secretary Otis A. Felger of the Hackley-Phelps-Bonnell Company is in the South on a two weeks' business trip.

George Engel of the Engel Lumber Company left April 6 on a business trip through the eastern part of the state.

A. L. Dennis, head of the Dennis Brothers Salt & Lumber Company, will go North on April 11 to visit his company's mills at Dighton. He reports everything moving along nicely in a business way, with prospects for an excellent year.

Ed C. Allen of the Gibbs, Hall & Allen Company, stopped off here April 6 on his way to his home in Leroy. Mr. Allen is interested with his brother-in-law in a mill near Aberdeen, Miss., and has been spending some time in the South looking after the cutting operations. The lumber being cut is largely oak, gum and pine and shipments are being made from Aberdeen.

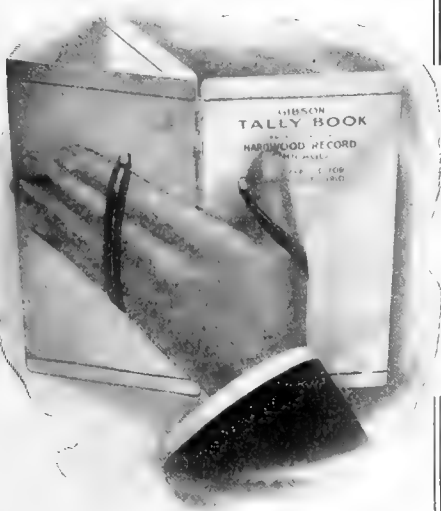
A. Gibbs of Traverse City, president of the Gibbs, Hall & Allen Company, was in the city April 1 to attend the Hoo-Hoo doings on that date.

Fred S. Torrey of the Henry S. Holden Veneer Company, was in Detroit April 6 on business connected with the reopening of the veneer manufacturing plant at Reed City. It looks now as though the factory would be rebuilt at an early date.

The meeting of the order of Hoo-Hoo held at the Livingston hotel, April 1, was a decided success. Wm. A. Hadley of Chatham, Ont.,



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Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

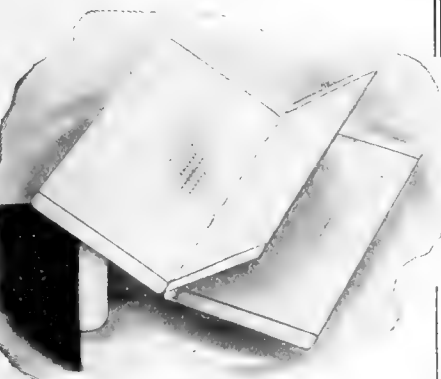
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

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Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



## PRICE LIST

Aluminum Tally Covers, each	\$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
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snark of the universe, was the guest of honor, and was attended in his visit here by a delegation from Canada. A class of twenty-nine kittens was led across the catnip fields and a buffet luncheon followed, with speeches and

vaudeville. Those contributing to the entertainment included Fred Whipple of Detroit, Jeff Webb, Carl Schneider, Will Kittle, John Wood, Fred Verkerke, Walter Quigley, and Chas. McQuewan of this city.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### CHICAGO

Nothing startling has developed in the general hardwood market during the last few weeks; trade maintains its well balanced condition in most quarters, and in general shows a slight, healthy advance in volume and price. Few stocks are reported scarce, and there is no apparent over-production along any line. With the exception of the railroads, consuming interests in general have opened up encouragingly, railroad orders continuing in their usual unaccountable scarcity—though it is probably a fact that the vastly increasing use of steel and concrete is the big disturbing factor.

Heavy oak plank continues to show both the slow movement heretofore evident, and the unsatisfactory prices that have prevailed for some time. Some orders have been accepted at dangerously low figures, but this cannot be said of the trade in general. The position maintained by quartered oak prices and the difficulty of filling all orders satisfactorily, has led to a temporary lull in trade. Woods such as birch are coming into the breach in many cases. A slight falling off in values seems the logical result. Quotations as high as \$52 and \$53 on firsts and seconds, plain red oak, are not uncommon. Number 1 common brings as much as \$36. The movement of red oak is still excellent and the supply below the demand.

While the cypress trade has evidenced a just perceptible let-up since last quoted, the fluctuation is of no moment and has no effect on prices, which maintain the former satisfactory position and promise to continue a reasonable strengthening. Sufficient lumber has been cut at most mills to balance the formerly short stocks.

The upper grades of birch are still exceedingly lively and more or less hard to locate. Firsts and seconds are quoted at \$40, and Number 1 common at \$24.

The lively demand for thick stock is a feature of the maple trade, a radical increase in sales and prices, being evident in boards of good quality. Maple generally is strong, and pretty sure to be so maintained.

The usual shortage in wide poplar is still causing topnotch prices; panel and box boards are hard to secure and orders for other grades are numerous.

Gum is probably not quite as much in demand as a short time ago, but is still a strong factor. Firsts and seconds red gum bring \$34, and sap gum is quoted at \$22.

Basswood maintains a neutral position. No change is evident either way, for trade or prices. One inch firsts and seconds are worth \$42 and inch common, \$30.

Ash is a slow item, except when sold for wagon stock, numerous orders for which are being booked at satisfactory prices. Inch firsts and seconds bring \$45; inch and a quarter and inch and a half \$52; two inch, \$55, and two and a half and three inch, \$65.

Cherry as usual is steady, the consumers maintaining a uniform output throughout the year.

There is no cause for complaint among handlers of hickory, all stocks being in reasonable demand. Wagon stock is much sought after by users, and sales require but little effort, good prices being the rule.

Walnut is a poor seller on the local market just at present, and does not promise anything particularly bright in the near future. Prices have not varied.

Selected No. 1 oak ties sell in quantity for 76 and 77 cents, and mixed ties for 15 to 20 cents less. Railroads are not placing any startling orders, but there is a constant demand.

Prices for piling are extremely fluctuating; sales are scanty in number and proportions.

One of the brightest spots in the Chicago market is the flooring trade. All hardwood flooring is selling without any trouble, and prices are accepted without question. There has been no scarcity of flooring lumber or of finished stock.

### NEW YORK

The hardwood market at New York shows a fair volume of business in all departments. Prices on good-grade lumber are constantly stiffening. Low-grade stock is also moving up in sympathy. Plain and quartered oak, ash, birch, chestnut and maple are holding very firm with offerings being readily absorbed at good prices. There is quite a development to trade in the local manufacturing lines and special lines such as novelty, etc. The export trade is also improving to some extent and a fair summer market is looked for. The hardwood flooring market is also active and a big season is looked for. In general, the hardwood market shows unquestionably that good-grade lumber will demand a high price for the next six months, at least, with general stocks of all kinds enjoying a very fair call.

### PHILADELPHIA

Although hardwood trading has not been up to mark during the last two months, due mainly to unfavorable weather conditions and the constant agitation of the labor question, there has been a more substantial showing all along the line the last fortnight, with an encouraging outlook for the summer. In a number of instances orders are already ahead of the supply at the mill end, and it is predicted the shortage of desirable dry stock will have the effect to enhance values. These improved conditions are apparent also throughout western New York, and especially in the veneer and panel trade, where orders are coming in more lively than for some time. Poplar, oak of all kinds and most of the standard woods hold steady prices.

### PITTSBURG

So far as the hardwood business is concerned, recent developments in this territory have all been very encouraging. The manufacturing trade is steadily becoming a larger buyer and its wants are keeping the supply of first-class dry hardwood to a low point. The contracting trade is also taking more stock chiefly for river work, much of which is now well under way. Railroads and trolley companies have been in the market for timbers on a larger scale lately so that it has forced quite a scarcity in heavy oak stuff. Another want which is hard to fill is that of the automobile and carriage manufacturers for dry hickory for spokes. Apparently, the supply of this wood is very limited and premium prices are being paid right along for good stuff which can be delivered promptly. The yard trade here has not improved materially in hardwoods. There is some more buying, but it is still a question of getting just what they need for present uses, and

## HARDWOOD RECORD

...are showing a disposition to stock up for the fall. Hardwood mills are uniformly busy and all millmen show a disposition to crowd their plants to the utmost and many of them are putting on night shifts.

The tendency of prices in hardwood is steadily upward, and although the market is not yet as broad as many wholesalers expect it will be in a few weeks, yet it is improving in a way which looks mighty good for spring and summer trade. In fact, it seems now rather to be a question of getting stock dry for early summer delivery and getting cars ready for carrying off this stock—than to get more orders.

### BOSTON

In the market for hardwood lumber trading is gradually becoming more active and prices are considerably firmer. All dealers admit that it is much harder to find suitable supplies than it was a few weeks ago. Mills throughout the West are closely sold up so far as dry lumber is concerned. Several local dealers state that it is hardly safe to make sales of lumber today unless one knows absolutely that he will be able to sell the lumber. It is stated that western consumers of hardwood lumber have been freer buyers in many instances than their eastern competitors and that they have been willing to pay better prices than could be obtained here. Manufacturing consumers are fairly busy. The piano trade is active and in some instances plants have been operated evenings in order to get orders out on time. Manufacturers of interior house finish are fairly busy and better reports are coming forward from furniture manufacturers.

The market for quartered oak continues very firm. Owing to the high price of the latter, plain oak, Michigan brown ash and birch are being substituted with good results. The market for plain oak is considerably firmer. More business is reported in cherry and prices are firmly held on a high level. Whitewood continues in very good demand and prices are exceptionally well held. Cypress of the better grades is also firm, with a fair volume of business. In the market for North Carolina pine a little steadier tone is now reported.

### BALTIMORE

Though some of the local hardwood men report business slow, others declare that the volume of their transactions is steadily widening. Some dealers express the opinion that quotations on some of the woods and grades have been advanced too much and that this has had a tendency to check the demand and has created a situation of uncertainty as to the ability of the manufacturers to maintain values where they are. The mill men think they will be able to do so, and the utterances of such men as James J. Hill, who maintains that the railroads of the country will be simply overwhelmed with business by the fall and winter of the present year, would seem to bear out such a claim. At the same time it is to be said that a very fair demand prevails, and good prices are being realized. The offerings from the mills show a disposition to adhere firmly to the advanced figures, and there is comparatively little variation in the quotations. But it is also evident that on a number of items the lists are quite moderate, and it should not be difficult for the buyer and the seller to get together.

The offerings of common stocks are yet rather free, but some improvement has also taken place in this direction, and the indications are that a further upward movement will take place. Some of the yards appear to be fairly well stocked, while the assortments of others are by no means complete. The furniture factories are still buying in such quantities as to indicate that they are having a good trade, the makers

of low-priced goods being rather busier than the plants which turn out high-grade wares.

The export situation is without important changes, the movement showing less vim than was expected early in the year. This is due in part to the uncertainty of the political outlook in Great Britain. This feeling of unrest naturally has an unfavorable effect upon business generally.

### INDIANAPOLIS

The local hardwood market is strong. The demand is excellent and prices are gradually advancing. It looks as if this would be an extraordinary season for hardwoods, and manufacturers say prospects have never been brighter.

Building operations are exceeding all previous records in the history of the city. Vehicle and automobile plants are working to full capacity. Hardwood logs are coming in without great difficulty in prompt transit, and manufacturers are turning them into lumber and veneers as fast as working full time and over time will permit. All grades of oak are especially strong.

### CINCINNATI

March proved to be the mildest in weather conditions ever known in this vicinity. Business conditions trotted a dead heat with the weather. In the hardwood market there is an apparent lack of animation that seems unaccountable. Many reasons are advanced, and among them it is pointed out that the month of February was very busy, which was unusual. The financial situation shows that money is plentiful and easy at the banks, but there is noted the fact that collections are slow. Some of the cooler observers are of the opinion that the slowness is only temporary, however, and was caused by too much ambition to boost prices, and the result was that consumers have held off. Since the opening of April there seems to be a better feeling, and it is asserted that before the close of the month everything will be up to normal, and that the future will be busy.

Poplar commands the center of the boards as the leader in the transactions in hardwoods. There has developed a great scarcity of box boards, which is attributed to the buying for the automobile trade and the efforts of mill men to furnish the class of poplar boards that is demanded. The buying for the automobile trade has become a very marked feature at this point. Good, wide, clear panel stock is attracting strong inquiry. Grades suitable for furniture and kindred manufacturing industries are plentiful, with a fair movement. Low grade is plentiful, with good selling to the box manufacturers. Quarter-sawed white oak of good figure is readily saleable, while the stocks on hand and available are said to be far from sufficient to meet the demands of the market. Plain white oak is said to be growing scarcer, and prices are very firm. Red oak, both quarter-sawed and plain, is in good supply, but there are indications that the growing scarcity of white oak is making red oak a stronger feature of the market, and it is freely predicted that prices will be forced much higher. Ash is receiving much attention from buyers for the wagon and carriage industries, and there is a good demand for thick stock, well seasoned for wagonmakers' purposes. Hickory is meeting with a fair demand from the wagon and carriage trade, especially for wheel and spoke, pole and shaft stock. Red gum still continues to show a steadily increasing growth in the demand on the market, and there is evidence of more attention from manufacturing consumers. Red gum will be found on more stock lists as the days go by, says a large handler of this class of lumber, as he pointed out the largely increasing number of consuming manufacturers who are using it. Walnut stocks continue to increase, and the confidence of the holders in the opening up of the for-



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ign demand is such that the holders are coming that not only will the demand continue, but that prices will advance far above present quotations; the holders claim they are fully able and willing to wait. Cherry is occupying the same position as walnut, though the stocks are not so great.

## CLEVELAND

Finer grades of quartered oak and of white poplar continue to hold the center of the stage in this territory. Good oak is selling at firm prices, while the plain variety is meeting with a ready sale. Several new auto body manufacturers recently established here are making a strong bid for clear wide poplar for use in auto bodies. The call for poplar in building operations is also good.

Dealers in hardwood flooring are looking for a big season's business. Oak flooring, both plain and quartered, is being used extensively in the large business blocks which are being erected in the new shopping district, while maple flooring is finding universal favor in residences, relegating the old-fashioned pine flooring to the humbler class of dwellings.

Prices on all lines of hardwoods are very firm, with a tendency to increase on some lines as business seems to warrant.

## COLUMBUS

While the more favorable weather has had a good effect on all branches of the hardwood trade in central Ohio, still there is a little quietude in some directions which is hardly explainable. It is believed that the industrial upheavals such as strikes and investigations are having their effect on trade conditions in general and that some manufacturing establishments are loath to buy heavily under present circumstances. On the whole, however, the hardwood market is in good condition. There is no great surplus of stocks and prices show no tendency to weaken. On the other hand, the entire tendency is to higher levels and in some instances large advances have been announced. Manufacturers in furniture and implement lines are in the market for a large amount of stock and some large orders are reported.

The car situation has not improved to any great extent. There is still some delay in making deliveries and some complaint from purchasers are being heard. The southern roads appear to be in the most congested condition of any and most of the delay is in that section.

Oak is strong in the extreme. The demand for quartered oak is good and with a limited supply, quotations are very firm. An advance in firsts and seconds, both red and white oak, is announced. The other grades are unchanged from previous lists. Poplar is strong also and an advance of \$2 per thousand in firsts and seconds, ordinary sizes, is reported. For the wide sizes the price is quoted between \$140 and \$150. Chestnut is steady and the same is true of hickory. The demand for ash has improved slightly. Basswood is also firm.

## TOLEDO

There is a very firm tendency to the local hardwood market. Oak is proving a leader, and plain red oak is in exceptionally good demand. Firsts and seconds are selling at from \$50 to \$55, and there are plenty of customers for three and four-inch stuff. Quarter-sawed oak is also moving nicely. Factories, especially wagon plants, automobile concerns and furniture establishments are buying liberally. The building trades are also consuming large quantities of hardwoods. Permits last week for new buildings, mostly residences, were issued amounting to \$68,000, and this has brought a market for

a large amount of oak and maple, poplar and cypress. Dry white pine is very scarce, good shop grades having advanced from \$4 to \$5 recently. The demand for hardwood floors has increased wonderfully during the past few days.

Prices remain about the same as last season, and range all the way from 21c to 23c per square foot for quartered plain white oak up to 45c per square foot for fancy patterns. There has been some demand for grill work, but it has been gradually falling off. Elm, basswood and ash are ready sellers, and scarcity in some lines has held all prices up. There is still a strong call for various grades of poplar, but the cheaper grades are plentiful and prices are a little irregular. Fancy grades are scarce and good prices are received. Local stocks are still well filled and there is no inclination to permit them to run down. Dealers are still buying liberally, and commensurate with the increasing demand. There has been a large outside demand from the surrounding territory, one concern reporting that nearly ninety per cent of its hardwood sales recently have come from that source. Shipments have come in promptly from all sections. Prospects are for still brisker demand with possibly an advance in the near future.

## MEMPHIS

The demand for hardwood lumber is of very satisfactory proportions. There are many buyers in the market and, while there is a general indisposition to sell for forward delivery or to book extensive orders calling for shipment later, there are enough orders coming in calling for immediate shipment to keep all of the leading firms here quite busy in getting out the stock. Prices as a rule continue firm on all lumber that is in active demand at the moment, and this covers practically all of the list, with the exception of the lower grades of cottonwood and gum. These are adversely affected by the substitution of strawboard and other material in the manufacture of boxes, and the call outside of No. 1 common red gum is small. The upper grades of red are much wanted, with the supply at the moment none too large. Prices, too, are quite firmly held, being higher now than they were during 1907. Upper grades of sap gum are in fair request though not so much wanted as red. The demand for quartered red and white oak from the domestic trade is very good and prices are well maintained. In plain oak, both domestic and foreign buyers are in the market, and the demand is rather in excess of the supply of shipping dry stock, with the result that it is increasingly difficult to place orders for large quantities. Ash and cypress are both in good request and there is no difficulty in disposing of all the poplar offered in this market. The export demand for plain oak and red gum is reported much better, and there is a considerable business under way with Europe thereon. In fact, the export situation is regarded as better than for a number of months.

## BRISTOL

Market conditions in this section are almost unchanged. There is plenty of optimism among the lumbermen as to the business outlook for the year. Some new business is being received, while prices are little changed. There is no unusual activity in trade, though it is moving along at a fairly satisfactory pace. The lumbermen are to a large extent satisfied with the situation, being able to realize a fair margin of profit on most of the stock handled.

## LOUISVILLE

Market conditions in Louisville are good, and the volume of business done is largely in excess of that for corresponding periods since the

## HARDWOOD RECORD

Prices are much stronger, and while no advances have been recorded, the probabilities are that increased values will be the rule in a short time. While local yards are comfortably filled and stocks are large, the general belief that the amount of dry lumber to be had is appreciably smaller than last year is also stimulating things. The dry weather has prevented some of the mills from operating, and that is resulting in a smaller output than usual, although most of the mills in the South are running. Prices on plain oak have shown advances in the last few weeks, and first and seconds and common are in fine demand. Poplar is strong, and quartered oak, though no price changes are quoted, is in good demand at high prices. Heavy building operations are encouraging the demand for mahogany, and the sales in this market have been large. Veneers are in good demand at better prices.

### ST. LOUIS

The hardwood lumbermen report a fair volume of business. Nearly all items on the list are being called for. The pleasant weather is partly responsible for the improvement in trade. The demand is mostly for the better grades of hardwood, and the supply of dry stock is now hardly equal to the demand. Plain and quarter sawed oak is in particularly active call, and the supply of these items in dry condition is getting low. Poplar, ash and red gum, both in first and second grades, are getting scarce. The demand for red gum in the first grade has increased the call for No. 1 common. Those who are well posted anticipate an increased demand for dry stock in gum and are getting all they can lay their hands on for future use. Wide poplar, suitable for panels, has shown a big increase in price, caused by the increased demand for this item from automobile manufacturers. Cottonwood box boards, both the better and lower grades, are in good request.

### MILWAUKEE

The traffic situation has at last reached a fairly satisfactory stage, with the result that lumber shippers are meeting with little trouble in getting through their stocks. The roads are not so congested and empty cars are not so hard to secure. The improvement in railroad facilities has meant much to the general lumber business and trade is now reaching a normal stage. The remarkably warm spring weather all over Wisconsin has given a genuine impetus to building and the call for hardwoods is stronger than it has been since last year. In fact, a satisfied feeling exists in the entire hardwood trade of the state. The factory trade is much better than is usually the case so early in the season. The sash and door and interior finishing plants are all busy as well as the hardwood flooring factories. Furniture manufacturers are in the market also.

The supply of dry stocks is becoming alarmingly low at some points, especially in inch firsts and seconds birch. The supply of No. 2 birch is low, although stocks of No. 4 seem to be fairly large. Demand for low-grade basswood is much stronger and advances in price are expected. Upper grade basswood is considerably higher. Both plain and quarter-sawed oak is firm. Owing to the rising value and scarcity of hickory and white ash, there is a decided demand for maple. The hardwood flooring plants are picking up all the inch maple they can find.

### SAGINAW VALLEY

The market is in a condition that appears to satisfy both manufacturers and dealers. The trade is brisk and taking everything dry in sight.

Prices are good for maple and birch. The demand for maple has been extraordinary. More than 50,000,000 feet in the lower peninsula have been contracted for during the last three months. The railroads are pushed to get the logs to the mills and shipments of manufactured lumber are active. It is the consensus of opinion that the day of cheap maple lumber is a thing of the past, the stock is steadily diminishing and unless the trade should collide with Halley's comet or be stricken with paralysis, the price of the commodity is going to advance. The output of birch is not large, but there is an active call for it. Basswood and ash are also selling well and stocks are short.

### LONDON

Business in the London market is showing decided improvement. Mahogany and teak are both firm and are likely to remain so. A fair amount of business has been passing since the last report and inquiries have been more marked in hardwoods generally. Whitewood planks 3 and 4 inches, firsts and seconds, are wanted, and holders of this stock ought to have no difficulty in disposing of same through the usual channels. Medium satin walnut is wanted and what is in transit to this port should bring satisfactory prices. Some good sales of quartered oak for forward shipment are reported and no doubt more will follow, as is usual when a movement is made with a wood that has been neglected for some little time.

### LIVERPOOL

Trade here continues fairly satisfactory, though the volume, as yet, is not anything to boast about. Prices are firm, and higher quotations are anticipated in the near future. The firmest item on the market is hickory. In spite of a heavy arrival there is little or no wood on hand, almost the whole supply having gone into consumption at once. Record prices have been realized and merchants here are anxiously inquiring about contracts they still have on hand. There can be no doubt that another famine of hickory logs will be seen this season and buyers here are extremely anxious to get hold of wood. In fact they one and all realize that to obtain adequate supplies they must pay more money, and now is the time for shippers to reap a rich harvest.

The ash log position is less satisfactory and though it is thought that stocks are not very plentiful, the market has become timid and prices have suffered accordingly. Ash planks, however, are scarce both in prime and No. 1 common grades, and values in consequence are ruling high.

Wagon oak planks are distinctly firm and prices are improving. The volume passing, however, is not large. The arrivals have been limited and there is a pronounced scarcity of 3½x12. Coffin oak, in prime, is firm, as, in fact, are all grades of oak boards and planks of every thickness.

Poplar is good, especially the wider stocks; 1x18 and up, is almost prohibitive in value. Buyers here are experimenting largely with cypress as a substitute. Until the present time, this wood has not been used to any extent. All wide stock has enhanced in value in sympathy.

The mahogany position is strong and the recent sales have shown much higher average prices. It is thought that mahogany will go much higher owing to the known shortage of stock on the west coast of Africa. Some choice figured lots were offered at the last sale. The trade position generally is much disturbed by the prospect of another general election in June, the last one not having been of a definite character. It is recognized by both parties that the present government cannot carry on long.

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Westinghouse Electric & Mfg Co.	50



# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 60 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## LUMBER FOR SALE

### GUM FOR SALE.

The following band sawn and trimmed stock at our Ayden, N. C., mill, in good shipping condition. Lengths piled separately with plenty of cross sticks. Practically free from warping:

1x18" & wider, 1st & 2ds, red.....\$40.00  
1x13 to 17" 1st and 2ds & box boards, red and sap..... 35.00  
1x6 to 12" 1st & 2ds, red..... 32.00  
1x4" & wider No. 1 com., red..... 22.00  
150 M ft. 1x6 to 12" 1st & 2ds sap..... 22.00  
55 M ft. 1x4" & wider No. 1 com..... 15.00  
180 M ft. 1x3" & wider No. 2 com., sap and red ..... 10.00  
80 M ft. 1x3" & wider, log run, sap and red ..... 16.00  
24 M ft. 1x13 to 17" 1st and 2ds, tupelo. 35.00  
47 M ft. 1x6 to 12" 1st & 2ds, tupelo. .... 26.00  
24 M ft. 1x4" & wider No. 1 com., tupelo. 16.00  
50 M ft. 1x3" & wider No. 2 com., tupelo. 11.00  
70 M ft. 1 1/4 x3" & wider log run tupelo. 17.00

All of these prices are for the stock in the rough, f. o. b. cars our mill at Ayden, N. C., our freight rate to the principal cities being as follows, estimated weight 3,300 lbs.:

Norfolk, Va..... 8c	Gd. Rapids, Mich.. 27c
Baltimore, Md.... 15c	Chicago, Ill..... 28c
Cincinnati, O.... 24c	Jamestown, N. Y.. 24c
Philadelphia, Pa.. 16c	Richmond, Va.... 9c
New York City.... 20c	York, Pa..... 17c
Boston, Mass.... 23c	Utica, N. Y..... 23c
Buffalo, N. Y.... 24c	Syracuse, N. Y... 23c
Pittsburg, Pa.... 21c	Springfield, Mass. 26c
Cleveland, O.... 24c	Schenectady, N. Y. 23c
Detroit, Mich.... 25c	Rochester, N. Y.. 23c
Reading, Pa..... 18c	Newark, N. J.... 17c
Harrisburg, Pa.. 18c	Erie, Pa..... 23c
Elmira, N. Y.... 23c	Columbus, O.... 24c
Albany, N. Y.... 23c	Binghamton, N. Y. 23c
Dayton, O..... 26c	Toledo, O..... 25c
High Point, N. C. 9 3/4 c	

We have no planing mill facilities at Ayden, but the stock can be stopped off at Norfolk for custom planing mill work at the usual charges.  
**AMERICAN LUMBER & MFG. CO.**  
Pittsburg, Pa.

### FOR SALE

1 car 4" 1sts and 2nds Poplar 7" to 17" wide, 60% 14" and 16".  
1 car 4" 1sts and 2nds Poplar 16" and up wide, 60% 14" and 16".  
1 car 3" 1sts and 2nds Indiana Ash small per cent selects and common.  
1 car 1 1/2" 1sts and 2nds Indiana Shell Bark Hickory.  
2 cars 1 1/2" Common Indiana Shell Bark Hickory.  
All thoroughly dry.  
If interested write, wire or 'phone.  
H. A. McCOWEN & CO., Salem, Ind.

### CHERRY FOR SALE

2 to 3 cars 4-4" No. 2 common Cherry.  
2 to 3 cars 4-4" No. 1 common Cherry.  
Nice, dry, band sawn stock.  
**EAST ST. LOUIS WALNUT CO.,**  
East St. Louis, Ill.

## LUMBER WANTED

### WANTED

For spot cash, your cut of Poplar, Chestnut, Oak and Southern Pine. Let us know what you have on sticks and what you will cut in the next six months. Address  
"BOX 31," care HARDWOOD RECORD.

### Want to buy the following: CLEAR TOUGH WHITE OAK.

2,000 pcs. 1 1/2 x4 1/2 x48, eveners.  
40,000 pcs. 2x4x40".  
4,000 pcs. 2x4x48".  
5,000 pcs. 2x4x60".  
2,000 pcs. 2x4x66".  
15,000 pcs. 2x5x82".  
1,000 pcs. 2x5x86".  
500 pcs. 2x5x74".  
200,000 pcs. 1 1/2 x2 3/4 x30 single trees.  
2,000 pcs. 1 1/2 x2 3/4 x35".  
3,000 pcs. 2 1/2 x4x48 to 3 3/4 x7x80 plow beams.  
20,000 pcs. 1 1/4 x4 1/4 x48, handles.  
40,000 pcs. 1 1/4 x2 1/4 x54".  
10,000 pcs. 1 1/4 x2 1/4 x60".  
7,000 pcs. 1 1/2 x2 1/2 x28".  
10,000 pcs. 1 1/2 x2 1/2 x54".  
10,000 pcs. 1 1/2 x2 1/2 x60".  
1,000 pcs. 1 1/4 x2 1/4 x60".  
1,000 pcs. 2x3x68".  
2,000 pcs. 1 3/4 x3x48".  
1,000 pcs. 1 3/4 x3x11".  
2,000 pcs. 1 3/4 x4 1/2 x32".  
100,000 pcs. neckyokes, 2 1/2" center dia. x 40" long, turned to pattern.  
Name prices on stock f. o. b. Chicago rate of freight, on any or all of above.  
We are cash buyers.

**D. K. JEFFRIS & COMPANY,**  
615 Pullman Building, Chicago, Ill.

### WANTED—WALNUT LUMBER AND LOGS.

I want all grades of walnut lumber, either green or dry. Also good walnut logs 16" and up for export. Cash and inspection at shipping point.  
**HARRY L. FLETCHER,**  
2999 Virginia Place, E. St. Louis, Ill.

### WANTED

for my retail yard, all thicknesses in Ash, Cherry, Chestnut, Birch, Maple, Oak and Poplar in 1sts and 2nds and No. 1 common.  
**CHARLES R. PARTRIDGE,** Jersey City, N. J.

### SOFT ELM WANTED.

Two car loads of 3" dry Soft Elm, firsts and seconds clear, for immediate shipment.  
**HARTFORD FLOW CO.,** Hartford, Wis.

### WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.  
4/4 No. 1 and No. 2 Basswood.  
Delivery New York city, lighterage limits.  
**HERBERT C. TURNER & CO.,**  
1 Madison Ave., New York.

### WANTED

Hard Maple and Beech Lumber and Squares. The undersigned will buy one million feet hard maple and beech in lumber and 1 1/2" squares. Squares to be 43" long. Lumber to be plump 1 1/16" and can be as short as 7' and not longer than 14'. Write us if you have anything to offer.  
**THE COLUMBIA MFG. CO.,**  
New Philadelphia, O.

### WANTED.

25 carloads of tough Oak strips for bending purposes. Strips to measure 7/8" thick, 1 1/2" wide, 6'2" long. Must be strictly clear.  
**LOUIS RASTETTER & SONS,** Ft. Wayne, Ind.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
**C. L. WILLEY,** 2558 S. Robey St., Chicago.

### WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
**CONTINENTAL PILING & LUMBER CO.,**  
1205 Merchants' Loan & Trust Bldg., Chicago, Ill.

## MACHINERY FOR SALE

### FOR SALE.

Timber Sizer, Atlantic Works, 28"x14", good condition, now in the South.  
**HERMAN MACHINE CO.,** Williamsport, Pa.

### FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

**MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,**  
**P. O. BOX 345.** Muncie, Ind.

### FOR SALE AT HALF FIRST COST.

Good as new 35 H. P. engine and boiler mounted—iron frame saw mill complete; 3 yokes steer, drays, log-carts; 70 acres pine timber one mile to siding. Also 35 H. P. planing mill outfit. Both mills now making flooring. Easy terms.  
**P. O. BOX 104,** Wadley, Ala.

## TIMBER LANDS FOR SALE

### FOR SALE CHEAP.

Timber on 407 acres of land in one mile of L. N. R. R. Poplar, white oak, red oak, chestnut, hickory and walnut. Estimated to cut 600,000 to 800,000 feet. Apply to  
**A. R. SPENCER,** Munfordville, Ky.

### TIMBER AND COAL LANDS.

Fine bodies hemlock and hardwood. Timber lands owned and controlled direct.  
**AARON GRAHAM,** Christiansburg, Va.

### TIMBER LANDS CHEAP.

From 1,000 to 5,000 acres river land with fine virgin timber, Pine and Hardwood. Cheap—est in south Arkansas, near K. C. S. Ry. \$10 and up.

**ALLENE REALTY CO.,**  
Allene, Little River Co., Ark.

### POPLAR TIMBER FOR SALE.

Best small tract of hardwoods (60 per cent poplar) in western North Carolina; excellent investment or saw mill proposition; price \$6,000; will double in value in three years.

**C. A. DIVINE,** Franklin, N. C.

**WE WANT TO BUY  
ALL THICKNESSES AND GRADES OF CHERRY FOR CASH**  
If you have anything for sale, write us at once.  
**WARREN ROSS LUMBER CO., JAMESTOWN, N.Y.**

**100,000,000 FEET HARDWOOD TIMBER.**

10,300 acres, river and railroad transportation.  
\$15 per acre.

ROBERT SESSIONS, Winthrop, Ark.

**1500 ACRES**

Good Hardwood Timber near Southern Railway.  
\$7.50 an acre for land and timber. Easy terms.

S. P. RAND, Marion, N. C.

**EMPLOYEES WANTED****WANTED COMPETENT FOREMAN**

for bending plant principal output Oak Wagon  
Rims—steady work. State age, experience,  
wages and references. Address

"BOX 40," care HARDWOOD RECORD.

**TWO TRAVELING SALESMEN**

wanted for territory west of Buffalo. Must un-  
derstand poplar and oak business. Must be  
thoroughly competent. Address

"BOX 41," care HARDWOOD RECORD.

**WANTED.**

First-class dimension stock man; one capable  
of taking charge of large department. Perman-  
ent position to right man. Address

"BOX 22," care HARDWOOD RECORD.

**WANTED—MACHINE FOREMEN.**

Two competent men experienced in setting up  
and operating Hardwood Flooring machines, each  
man capable of handling machines with crews.  
Parties having experience with American Floor-  
ing Machines preferred.

When replying, give full particulars, address—  
THE M. B. FARRIN LBR. CO.,  
Cincinnati, O.

**EMPLOYMENT WANTED****POSITION WANTED.**

Young man with 2 years' office experience and  
manufacture of Hardwood Lumber, wishes a  
position with good reliable company where he  
will have a chance for advancement. Office po-  
sition preferred. Can furnish best of references.  
Address "BOX 42," care HARDWOOD RECORD.

**DIMENSION STOCK WANTED****WANTED**

Hickory and Oak Spoke billets and rim strips.  
Car lots. With orders for rim strips we include  
spoke billets to work up waste.

A. E. STEVENS & CO.,  
Wheel Manufacturers, Portland, Maine.

**HICKORY POLE AND SHAFT STRIPS.**

Several cars Pole and Shaft strips wanted,  
including Bars, Singletrees, Yokes and Circles  
Address "HICKORY," care HARDWOOD RECORD.

**RAILWAY EQUIPMENT FOR SALE****LOCOMOTIVES AND CARS.**

Standard and narrow gauge locomotives and  
cars of all sorts for logging and railroad use.

HICKS LOCOMOTIVE & CAR WORKS.  
Chicago, Ill.

**LOCOMOTIVES FOR SALE.**

Narrow or standard gauge from 7 tons to 70  
tons; over 165 locomotives of various types at  
our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

**BUSINESS OPPORTUNITIES****WILL SELL OR EXCHANGE**

6,500 acres virgin hardwood timber on Big Black  
River, Miss. Timber is on main line I. C. R. R.  
beginning at Way, Miss., and will cut from  
eight to ten thousand feet per acre. Address

P. O. BOX 171, Canton, Miss.

**BARGAINS IN REBUILT WOOD WORKING MACHINERY**

Every Machine Thoroughly Overhauled and Tested Before Leaving Our Shops

1 30-in. 3-Drum Invinible Sander  
1 30-in. Single Drum Berlin Sander  
1 44-in. Iron Double Circular Saw Table  
1 44-in. McDonough Band Resaw  
4 36-in. Baldwin 36-in. Gauge Locomotives  
60 miles relaying rails  
5000 Boilers, Engines and other Machines  
Send for list, also our new 500-Page Catalog No. 940

Complete stock  
of Structural  
Steel and Iron.  
Shafting, Belt-  
ing and Pulleys

**CHICAGO HOUSE WRECKING CO.**

35th and Iron Streets, CHICAGO

**COUNTERFEIT CHECKS**

are frequent  
except where  
our

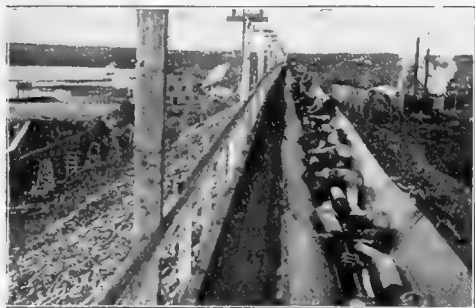
Two Piece  
Geometrical  
Barter Coin  
In use, then  
imitation isn't  
possible.  
Sample if you  
ask for it.

S. D. CHILDS  
& CO.  
Chicago

We also make  
Time Checks,  
Stencils and  
Log Hammers.



# JEFFREY

**CONVEYING MACHINERY**

For handling Lumber, Logs, Refuse, Chips, etc.  
Designed and built to suit any conditions.

We are prepared to quote very attractive  
prices on equipments for all purposes

Send for Catalog 57B

**THE JEFFREY MFG. COMPANY**  
COLUMBUS, OHIO, U. S. A.

New York Chicago Boston Pittsburg St. Louis  
Denver Montreal, Can.

**This Handy Calculator and Real Leather Case Prepaid—To You For 25c**

YOU will find it invaluable—once you use  
the Dodge Calculator. It is the handi-  
est and most useful article we've seen in  
many a day. The price is no indication of its  
worth. It actually costs us 25c for the calcula-  
tor and real leather pocket case—but we gladly  
pay the cost of postage, handling and packing  
in order that you may have one.

We know how useful you will find the Dodge  
Calculator. We know it will please you so well  
you will remember where it came from. Thou-  
sands of engineers and factory men already have  
the Dodge Calculator, and are more than  
pleased with it.

**We Have Several Thousand But They Won't Last Long**

at the rate they are going now. So send us the 25c and  
we will mail you one at once. After you get it—if you  
don't think it is worth 25c to you—mail it back and  
we'll gladly refund your money. But to practical  
factory men—engineers and men who understand—  
it's worth many times 25c. Send the 25 cents  
with coupon and receive the Dodge Calcula-  
tor by return mail. Remember you get your  
money back if you are not satisfied.

**D**

DODGE MFG. CO.  
STA. L-55  
MISHAWAKA, IND.

Gentlemen: I am en-  
closing 25c for which  
send me the Dodge Calcula-  
tor and Leather Case pre-  
paid.

**Dodge Manufacturing  
Company**

Sta. L-55, Mishawaka, Indiana

Name.....

Business or Position.....

Address.....

Town..... State.....

# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

PAT MAY 22, '09 APR 22 '10

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SPECIMEN INDEX CARD

### ILLINOIS

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

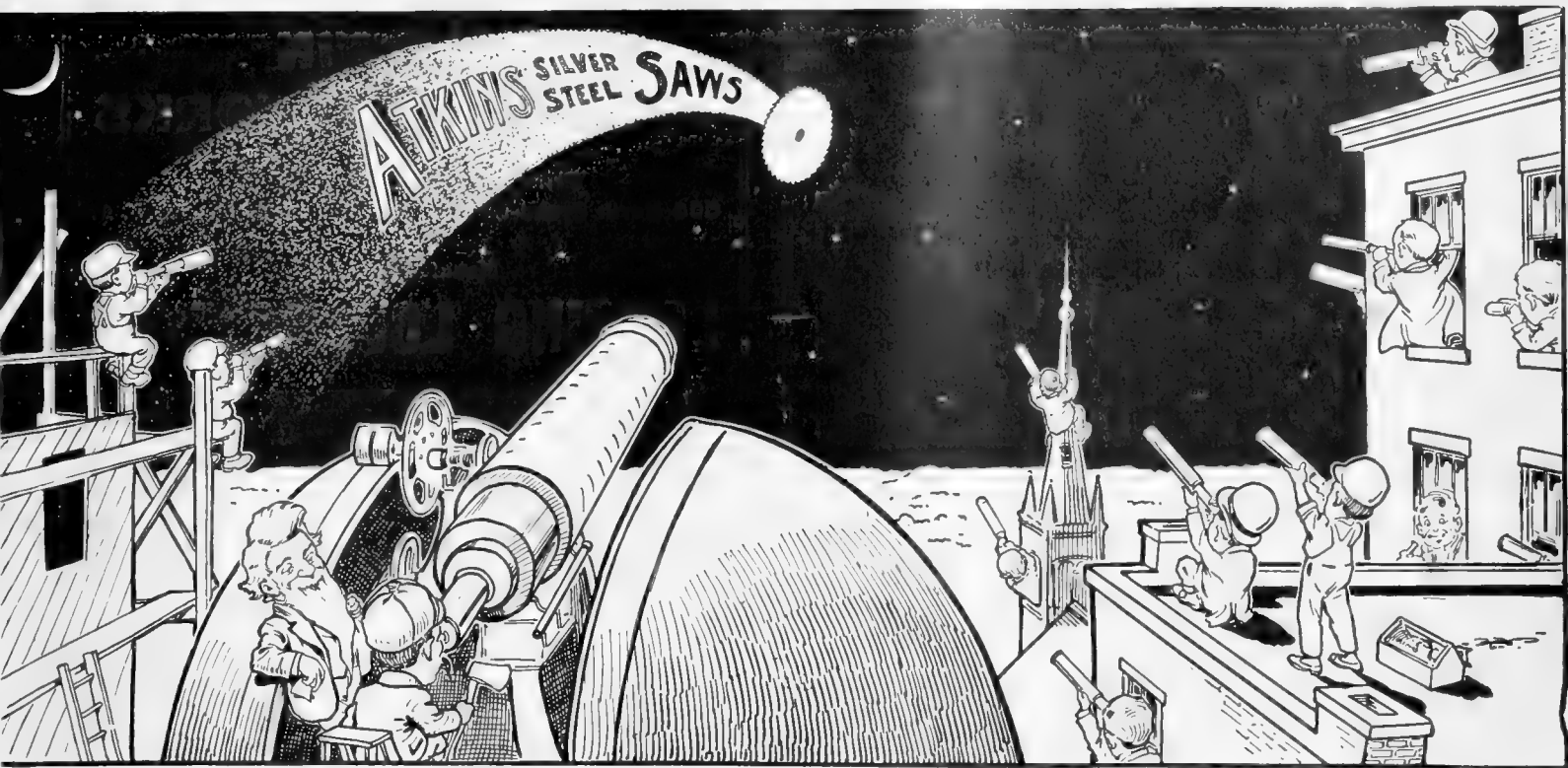
The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago



## EVERYBODY'S ASKING

What will Halley's Comet Bring?  
"Read the Answer in the Stars"

Here it is

# ATKINS SILVER STEEL SAWS

are "The Finest on Earth". Why? Because

They help the Filer  
because they are more easily fitted  
and hold their edge and tension.  
No kicks from the Filer.

They help the Sawyer  
Because they run true and cut  
more and better lumber.  
No kicks from the Sawyer.

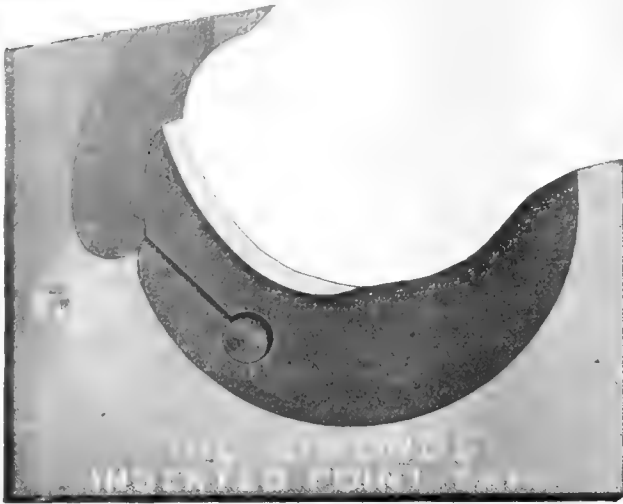
They help the Proprietor  
because they stand up to their work,  
and are more satisfactory in every way.

## "ATKINS ALWAYS AHEAD"

Write for catalog and prices to any address given below.

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**THE SILVER STEEL SAW PEOPLE**

HOME OFFICE AND FACTORY, INDIANAPOLIS. BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE, CANADIAN FACTORY HAMILTON, ONT.



**SECTION OF THE BEST CHANGEABLE  
TOOTH SAW EVER INVENTED**

There are other Simonds tooth styles for various purposes. The point is this: Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

**SIMONDS MFG. COMPANY**

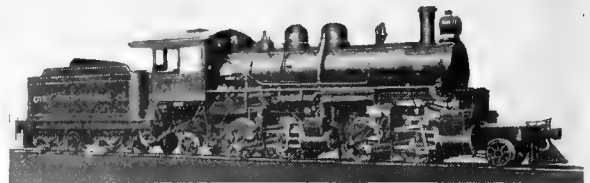
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LOCOMOTIVE WORKS**

Principal Offices and Works:  
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Manufacturers of

**LOGGING LOCOMOTIVES**



**MALLET ARTICULATED LOCOMOTIVE**

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive power and curves of short radius can be readily traversed.

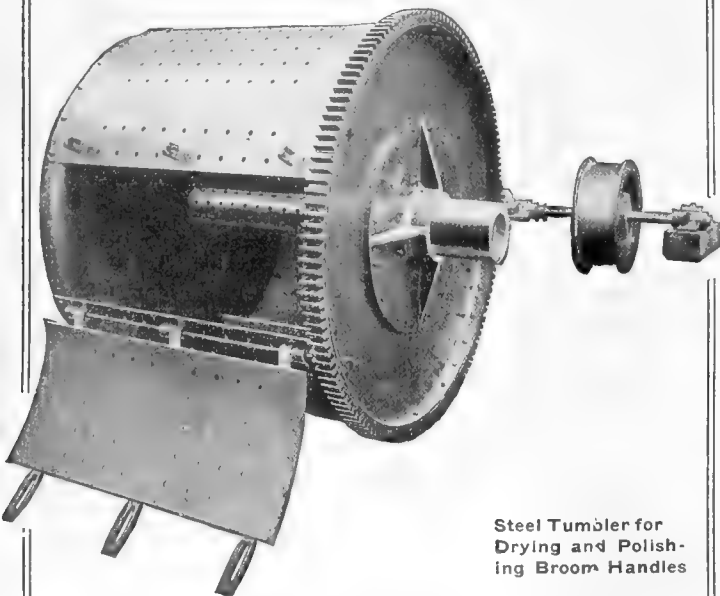
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NEW YORK, Hudson Terminal. CHICAGO, Railway Exchange.  
ST. LOUIS, Security Building. PORTLAND, Couch Building.

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**Broom Handle Machinery**

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for  
Drying and Polish-  
ing Broom Handles

**CADILLAC MACHINE COMPANY**

Complete Line of Broom Handle Machinery  
CADILLAC, MICH.

WE CAN  
**DOUBLE**  
THE CAPACITY  
OF YOUR  
DRY KILN.

**Woodard Furniture Company**

Owosso, Mich., July 3, 1908  
Grand Rapids Veneer Works,  
Grand Rapids, Mich.

Gentlemen:

Replying to your favor of the 2nd, the dry kiln we purchased of you has given very good satisfaction and is an improvement over anything we have ever seen in the dry kiln line. You claimed so much for this kiln that we were somewhat in doubt of its doing all you said it would, but we are pleased to state that it has done all you claimed it would.

Yours truly,

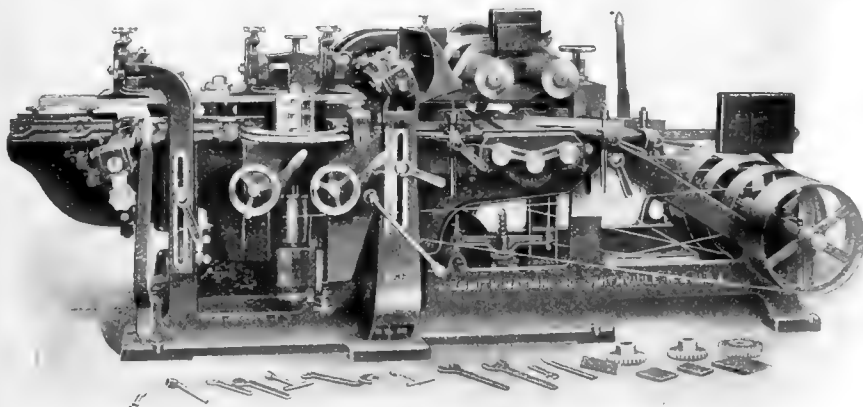
WOODARD FURNITURE COMPANY  
Per Fred B. Woodard

**GRAND RAPIDS VENEER WORKS**  
GRAND RAPIDS, MICH.



# THE SMITH MOLDER

## PROVES ITS VALUE BY RESULTS



NO. 105-A 12 INCH MOLDING MACHINE

This cut shows our EXTRA HEAVY 12-INCH MOLDER, with all late improvements.

FRAME cast whole, long and wide for belt power.

TABLE drops 12 inches for heavy work.

FEEDS start and stop by LEVERS at both ends.

SUBSTANTIAL CLUTCH and ROLLER BEARING CHAIN insure positive Feed.

FOR FURTHER PARTICULARS, ADDRESS

**H. B. SMITH MACHINE COMPANY,** SMITHVILLE, N. J.  
U. S. A.

BRANCHES

NEW YORK

CHICAGO

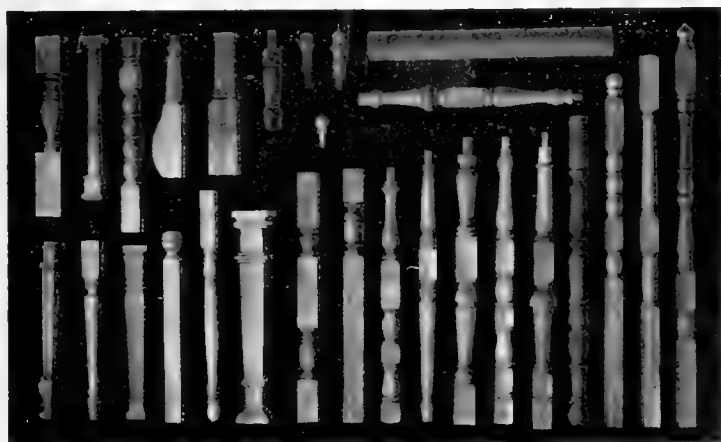
ATLANTA

MEMPHIS

THE ONLY PRACTICAL MACHINE FOR HANDLING PRESENT DAY STYLES IN FURNITURE TURNINGS

IS THE

## Mattison No. 5-7



No matter how complicated or delicate the pattern—

No matter how deep the cuts—

No matter whether back posts are bent before turning—

No matter if turned parts are built out larger than the squares—

No matter whether the Design is Round, Square, Octagon, Oval or any Polygonal shape—

No matter whether the diameter is 1 inch or up to 18 inches—

This machine will do the work, do it absolutely smooth, and perfect in shape and size, better than can possibly be done by hand, and at a fraction of the cost of Hand Work. If you make Turnings of any kind, let us tell you what the machine will do for you. Asking for information places you under no obligation. Write today.

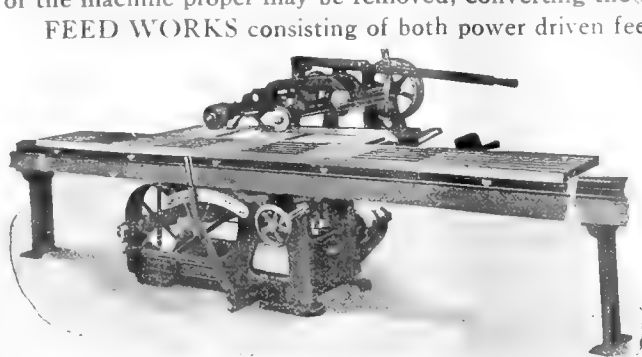
**C. MATTISON MACHINE WORKS, 897 5th St., Beloit, Wis.**

## Are You in the Market for a Self-Feed Rip and Edging Saw---

A MACHINE DESIGNED TO MEET A WIDE RANGE OF REQUIREMENTS FOR GENERAL RIPPING OR EDGING BOTH LONG OR SHORT STOCK?—IF SO, WRITE US ABOUT OUR

# No. 245 Self-Feed Rip and Edging Saw

This machine combines the advantage of quick adjustment with an edging carriage producing a perfectly straight edge as well as parallel work. It possesses another advantage, viz: that the section of the carriage track at the right of the machine proper may be removed, converting the machine into a regular self-feed rip saw.



No. 245 SELF-FEED RIP AND EDGING SAW

FEED WORKS consisting of both power driven feed-in and feed-out rolls, is carried on a swinging frame which may be instantly raised or lowered by means of a lever, either at the right of the main frame or in front of the edging carriage.

SAW MANDREL is carried on a swinging frame and provided with a gravity belt tightener to keep belt at a proper tension.

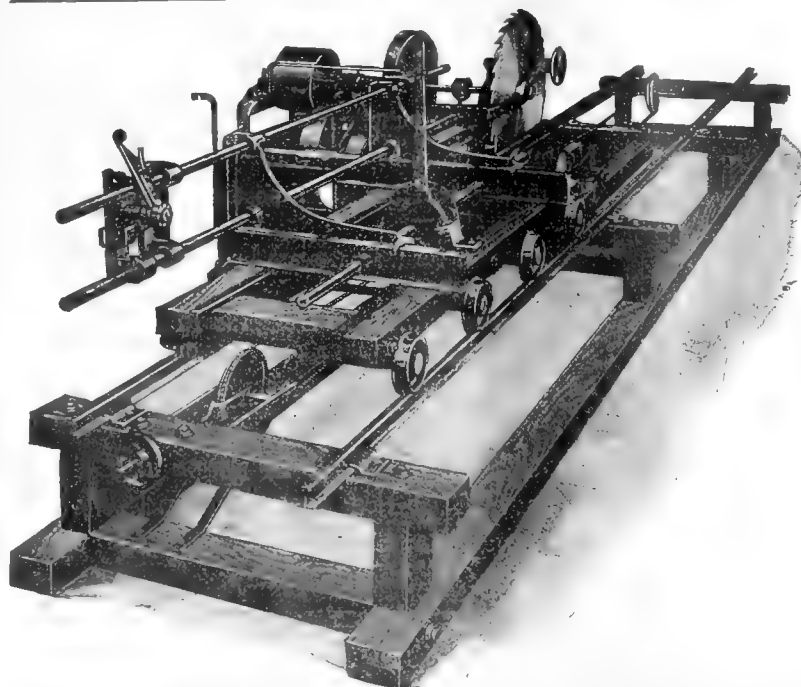
The Mandrel Bearing is provided with adjustment for aligning and is raised and lowered by means of a hand wheel either at the front or side of the machine convenient to the operator, when working either as a rip saw or an edger.

EDGING CARRIAGE is mounted on rollers and travels on planed tracks, insuring absolutely perfect edging on material full lengths of carriage.

WRITE FOR DESCRIPTIVE CIRCULAR

**J. A. FAY & EGAN COMPANY** 414-434 West Front St. CINCINNATI, OHIO

## New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

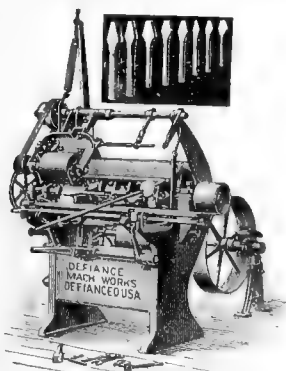
The largest saw that can be used is a 48-in. diameter.

For further information, address:

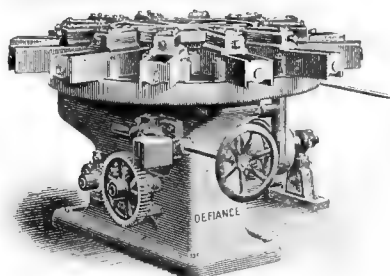
**THE SINKER-DAVIS COMPANY, Indianapolis, Indiana**

## "DEFIANCE" Wood-Working Machinery

INVENTED AND BUILT BY THE DEFIANCE MACHINE WORKS, DEFIANCE, OHIO



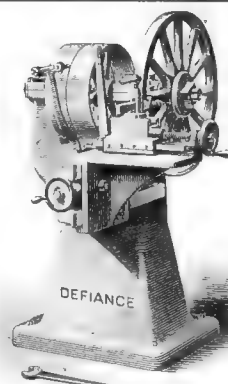
Automobile Spoke Lathe



Automobile Wheel Assembler

For Making  
AUTOMOBILE SPOKES, RIMS,  
WHEELS and BODIES, Carriage  
and Wagon Hubs, Spokes, Rims,  
Wheels, Wagons, Carriages, Shafts,  
Poles, Neck-Yokes, Single Trees,  
Hoops, Handles, Spools, Bobbins,  
Insulator Pins, Table Legs, Balusters,  
Oval Wood Dishes and for  
General Woodwork.

Send for Catalogue



Automobile Wheel Sizer



The  
Oldham  
Saws

THE more the Saw Question is considered in its relation to the product of the Saw Mill, strictly on the merit of the Saw itself, divested of every influence other than those of QUALITY and ENDURANCE, the more pronounced is the PREFERENCE given to

## The Oldham Saws

### JOSHUA OLDHAM & SONS

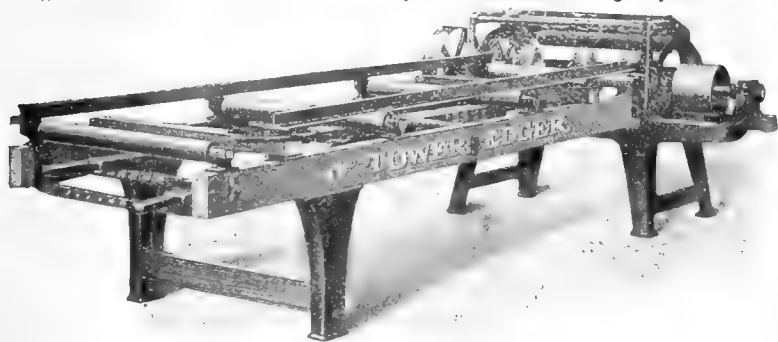
WORKS & EXECUTIVE OFFICES: NEW YORK  
Brooklyn : New York City SAW WORKS White-Henry Bldg., Seattle, Wash.

## The "Tower" Pony Edger

For portable and small stationary mills. Hundreds in use. Suitable for any mill having from 15 h.p. up.

Increases the output of the mill one-third. Grades the lumber. Takes out hearts, shakes and knots, and makes firsts and seconds out of commons. Saves considerable No. 1 lumber that is wasted when the edging is done on the main saw. Gives the boards straight and parallel edges, and makes them of standard or any desired widths.

Rips a wide board into two or more narrower ones, either at the same time that it edges it or afterwards, as may be preferred. Causes the lumber to sell more readily and to command a higher price.



Occupies little room. Requires only nominal power. Simple. Easy to operate. Readily moved from one set to the next. Does not get out of order.

By far the best edger made. We manufacture 72 different sizes and styles of Edgers and 10 sizes of Trimmers. We also make

The Old Reliable Gordon Hollow Blast Grate

Gordon Hollow Blast Grate Co., Greenville, Mich.

(Please mention this publication.)

## Corrugated Joint Fasteners

Can be quickly and cheaply driven with

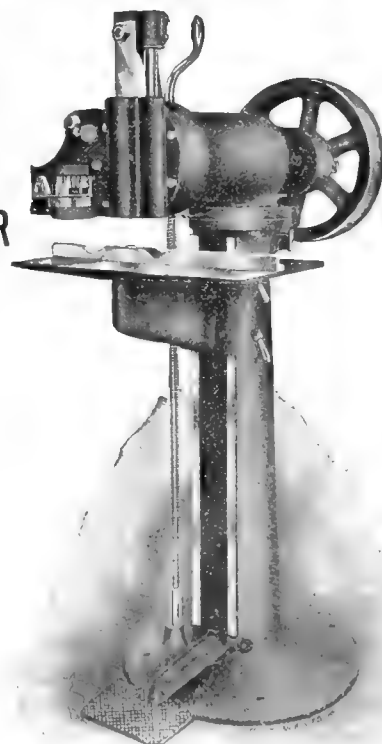
### "ADVANCE" CORRUGATED JOINTFASTENER MACHINE

Made in Different  
Types to Meet  
All Conditions

Specially suitable for  
manufacturers of  
sash, doors, blinds,  
screens, coffins,  
furniture, plumbers'  
wood-work, porch  
columns, boxes,  
refrigerators, etc.

Write for bulletins  
and prices.

Manufactured only  
by



Saranac Machine Co., St. Joseph, Michigan

**High Daily Averages** in skidding depend principally on initial capacity and the degree to which the skidder can be operated to that capacity.

**The Clyde Self-propelling Steam Skidder** is absolutely independent of loading and is never held back nor its full capacity interfered with by any loading conditions that may exist. Full capacity is therefore possible when conditions are favorable and the hauls are short thus insuring a surplus of logs to compensate for those days when conditions are unfavorable and the hauls are long.

With the independent and separate loading unit, the loading crew may then be pushed to its fullest capacity at all times assuring a uniform daily flow of logs to the mill. It is self-propelling, can move frequently without loss of time and sets quickly because of its special steam guying device.

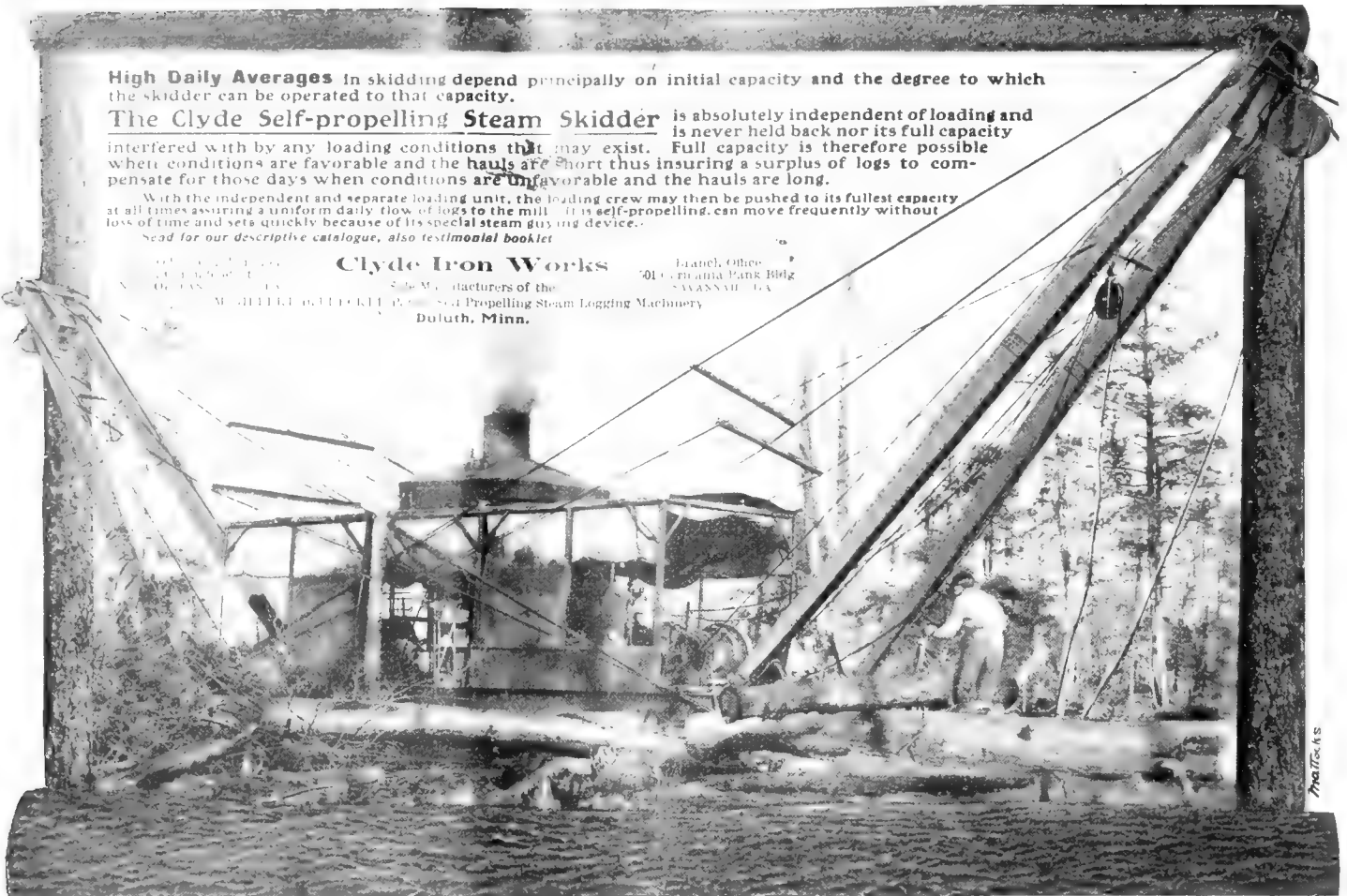
Send for our descriptive catalogue, also testimonial booklet

**Clyde Iron Works**

Sole Manufacturers of the

Self-Propelling Steam Logging Machinery  
Duluth, Minn.

Branch Office  
201 - Prudman Bank Bldg  
- SAVANNAH - GA



## Results Are What Count

A combined skidding and loading machine that will clear up the largest area at a setting and can be moved and set up ready for business in the shortest possible time will get the best results.

The latest Russel Machine has some distinct improvements that save time, trouble and money.

The skidding sheaves are hung from a vertically hinged jib the outer end is gauged by two power tightened lines.

An all-steel machine which has special features that absorb all shocks and strains. Rapid in operation and setting. Swinging boom easily controlled by one lever. The machine is raised or lowered by hydraulic or patented geared jacks. Built for 2 or 4 lines. A machine that will interest you; because it is the fastest and strongest of the day.

**Russel Wheel and Foundry Company**  
DETROIT, MICHIGAN

ARTHUR B. RANSOM, PRESIDENT.

M. M. RANSOM, SECY. AND TREAS.

# JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

## Hardwoods

Poplar, Gum, and Lynn  
Siding. Turned Poplar  
Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points, we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if anyone can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

ARTHUR B. RANSOM, Pres.

McEWEN RANSOM, Secy.

R. T. WILSON, Treas.

## NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

## "ACORN BRAND"

OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

Delivered Anywhere

NASHVILLE, TENNESSEE

# DRY HARDWOODS

(For Shipment in Sixty Days)

1,000,000 feet Plain Red Oak.  
1,000,000 feet Quartered White Oak.  
500,000 feet Chestnut.

This is a special lot and extra fine. Ask us!

We have 10,000,000 ft. of Southern Hardwoods on sticks and excellent shipping facilities. You get quick action from us.

## LOVE, BOYD & COMPANY, Nashville, Tenn.

### ASander on Trial

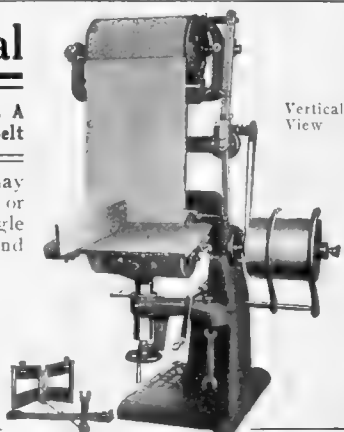
The Only Belt Sander That Has A  
Reciprocating Motion To The Belt

A combination machine that may be operated perpendicularly or horizontally, or at any angle between. Does best of work and lots of it.

Ask for full particulars.

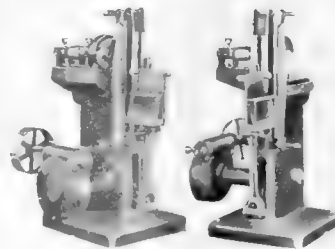
**C. H. Driver**

1322 16th St., Racine, Wis.



Vertical  
View

### THE SHERMAN TWIN END MATCHERS



They can make fifty-two cuts per minute. Boys can feed the twins. No turning, end for end, of strips. Long strips can be end matched readily as short ones. No slasher sawing, no starting, so not pile wash slasher being done. Crooked strips are end matched square. No claims to stretch or give trouble. We also manufacture the Sherman face-boring and side-boring machines and slashers for flooring - see next issue.

Write for Circular and Drawing showing plan of Flooring Mill.

**W. S. SHERMAN COMPANY**

495 Clinton Street,

MILWAUKEE, WIS.



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

We Are Now Sawing the Following Choice  
Wisconsin Hardwoods

**BIRCH      BASSWOOD      ELM**  
**OAK      ASH      MAPLE**  
**BUTTERNUT**

4-4 to 12-4 thickness for shipment after June 1st, or  
will ship green from the saw. What are your needs?

**MAXSON LUMBER CO., 915 MAJESTIC BLDG.**  
**MILWAUKEE, WIS.**

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Bass-  
wood, White Pine and Hemlock,  
Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and  
White Pine Finish and Shop and Pattern Lumber

**LET W. E. COOPER**  
**MILWAUKEE, WIS.**

**QUOTE YOU ON THE FOLLOWING:**

400M. 1 inch Log Run Birch  
150M. 1 inch No. 2 & 3 Common Birch  
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400M. 1 inch Basswood, all grades  
100M. 1 inch and 1½ inch Log Run Soft Elm  
200M. 1 inch Red and White Oak  
100M. 1 inch Gum  
100M. 1 inch Cypress

CRATING OF ALL KINDS

DROP HIM A LINE

## Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber  
grown in Wisconsin and we are well prepared to  
fill mixed orders promptly. We call your attention  
especially to stock in *Plain* and *Red Birch* in all  
thicknesses and a good assortment of *Pine* and  
*Hemlock*, *Basswood Siding* and *Ceiling* and *Hard-*  
*wood Flooring.*

**ARPIN HARDWOOD LUMBER CO.**

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

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### Wholesale Hardwood Lumber

**Wants to Sell**

50,000 feet 2 inch log run Hard Maple.  
30,000 feet 2 inch No. 2 and 3 Hard Maple  
100,000 feet 1½ inch Birch, on grade  
1 inch Brown Ash, No. 1 common

**Wisconsin Products Only**

Birch, Basswood, Brown Ash, Soft and Rock Elm,  
Hard and Soft Maple, Birch and Maple Flooring

**RHINELANDER,      WISCONSIN**

## Bird & Wells Lumber Co.

Manufacturers of

### Wisconsin Hardwoods

Wausauke, Wis.

## "ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched,  
bored and steel scraped. Mixed car-  
——— loads a specialty. ———

**ROBBINS LUMBER COMPANY**  
**RHINELANDER, WIS.**

## Wisconsin Veneer Co.

High Grade Product in

### DOOR VENEERS AND CABINET STOCK

We offer some attractive bargains in ⅛ inch Red Oak  
and Birch in small dimensions

**Rhinelanders - Wisconsin**

LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## PENROD WALNUT AND VENEER CO.

KANSAS CITY, MO.

Manufacturers

Rotary Cut Red and White Oak  
High Grade WALNUT VENEERS

Plain and Figured Long and Butt Wood

## Great Lakes Veneer Co.

ROTARY CUT

## VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## RICE VENEER & LUMBER CO.

GRAND RAPIDS, MICH.

Big Stock Ready for Immediate Shipment

300,000 feet Bird's-Eye Maple Veneers  
75,000 feet Circassian Walnut Veneers  
430,000 feet Mahogany Veneers  
325,000 feet Quartered Oak Veneers  
500,000 feet Mahogany Lumber, all thicknesses

Large stocks of Crotches, Curly Birch and Figured Walnut

CAN SHIP IMMEDIATELY

Rotary Cut Birch, Poplar, Oak, Ash, Etc.

## YELLOW POPLAR

Our Veneers are

WELL CUT  
WELL DRIED  
WELL PACKED

And from selected logs

We are also Manufacturers of High Grade Built-up Work

NATIONAL VENEER CO.

Charleston, W. Va.

## Veneers <sup>AND</sup> Hardwood Lumber

We can furnish anything you  
want in Sawn Veneer, Hardwood  
Lumber or Dimension Stock.

J. S. Houston & Co., 737-738  
Marquette Bldg., Chicago

## Henry S. Holden Veneer Company

40 Market St., Grand Rapids, Mich.

Manufacturer and Dealer in Foreign and Domestic

## VENEERS

Our Specialty, Fine Figured Wood

Mahogany—Circassian Walnut—Quarter-sawn and Sliced Oak—  
Bird's Eye Maple—Birch and American Figured Walnut.

Prompt shipment guaranteed

Let us know your requirements

## The Louisville Veneer Mills

MANUFACTURERS OF

## VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## ROTARY-CUT BIRCH ROTARY-CUT PLAIN OAK

J. J. NARTZIK

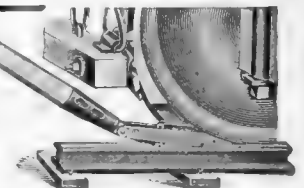
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CHICAGO  
LOCAL AND CARLOAD SHIPMENTS

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THE BEST DEVICE EVER MADE FOR

MOVING RAILWAY LOGGING CARS  
BY HAND POWER

APPLETON CAR-MOVER CO.  
APPLETON, WIS., U. S. A.



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CLARKSBURG, W. VIRGINIA

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OAK FLOORING  
A GUARANTEE OF PERFECTION

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OUR list of dry stock shown last month is so badly broken that it is necessary to take it out. We still have, however, a good stock of nearly everything. Send us your inquiries.

W. W. Dempsey

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General Office  
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COMMON PLAIN OAK FLOORING AT \$23 F.O.B. SALT LICK, KY.

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Wholesale Manufacturers and Dealers

Quartered White Oak				Also Plain Oak, Poplar, Ash and Other Hardwoods				Quartered Red Oak			
	1 & 2	No. 1	No. 2						1 & 2	No. 1	No. 2
1-2	26,760	6,320	.....					1-2	570	270	.....
5-8	60,705	7,985	.....					5-8	18,340	6,080	.....
3-4	.....	3,490	.....					3-4	10,000	3,520	.....
4-4	232,107	617,027	107,645					4-4	80,155	234,273	5,290
5-4	22,512	50,238	1,145					5-4	39,773	56,060	5,459
6-4	35,035	32,947	.....					6-4	37,510	16,415	2,880
8-4	15,010	16,425	2,885					8-4	9,000	2,080	.....
4-4	Fas Strips 2 1/2 up	65,300	.....					4-4	Fas Strips 2 1/2 up	56,975	.....
4-4	Com. Strips	23,000	.....					4-4	Com. Strips	20,295	.....

Send Us  
Your  
Inquiries

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Well manufactured, thoroughly  
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PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM  
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FAMOUS FOR RED BIRCH AND BASSWOOD

## LOUIS SANDS SALT & LUMBER CO.

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Manufacturer of

**Hardwood and Hemlock Lumber,  
Lath, and Cedar Shingles**

**END DRIED WHITE MAPLE A SPECIALTY**

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MANUFACTURERS OF

**Michigan Hardwoods**

GRAYLING, MICHIGAN

## BRIGGS & COOPER CO. LTD.

SAGINAW,  
MICHIGAN

### Specials for Quick Shipment

15,000	4-4	1's and 2's Basswood, 13 in. & up
130,000	12-4	No. 1 Com. and Better Grey Elm
100,000	6-4	No. 2 Com. and Better Soft Elm
70,000	4-4	to 16-4 log run Rock Elm
100,000	4-4	Basswood, all grades
150,000	6-4	Basswood, all grades
300,000	5-4	Basswood, all grades
150,000	4-4	No. 2 and No. 3 Com. Basswood
125,000	5-4	No. 2 and No. 3 Com. Basswood
250,000	8-4	No. 1 Com. and Bet. Hard Maple
100,000	4-4	Birch, all grades
100,000	12-4	No. 1 Com. and Bet. Hard Maple
60,000	16-4	No. 1 Com. Hard Maple
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A full line of Basswood, Birch, Beech, Elm and Maple Lumber, also Southern Hardwoods

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Our specialty is the manufacture of our National brand of 3-8 and 13-16 end and side matched MICHIGAN ROCK MAPLE FLOORING. We also make an extra grade of CLEAR ALL WHITE MAPLE FLOORING, made from end-dried winter-sawn Michigan White Maple.

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No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

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in  $\frac{3}{4}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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FAMOUS FOR HARD MAPLE AND GREY ELM

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## HARDWOODS

SAW MILLS AND YARDS:

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GENERAL OFFICES:

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RIGHT NOW  
We Want to  
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White Ash, 4-4 to 16-4—all grades.  
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Red and White Oak, 4-4 No. 1 Common.

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Tennessee Mountain Oak. St. Francis Basin Red Oak.

We are prepared to furnish Red Oak timbers and dimension promptly.  
We have a full stock of Sound Wormy Chestnut in all thicknesses.

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Maple, Birch, Basswood, Beech, Ash,  
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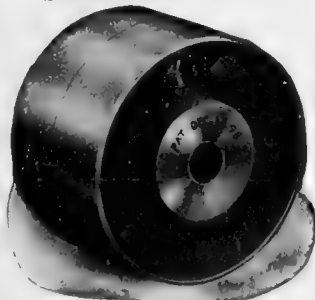
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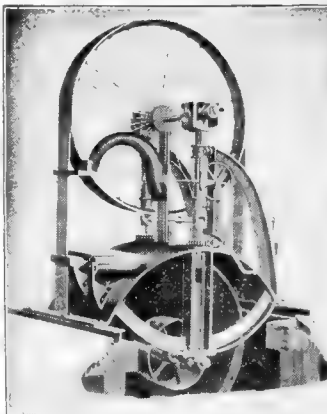
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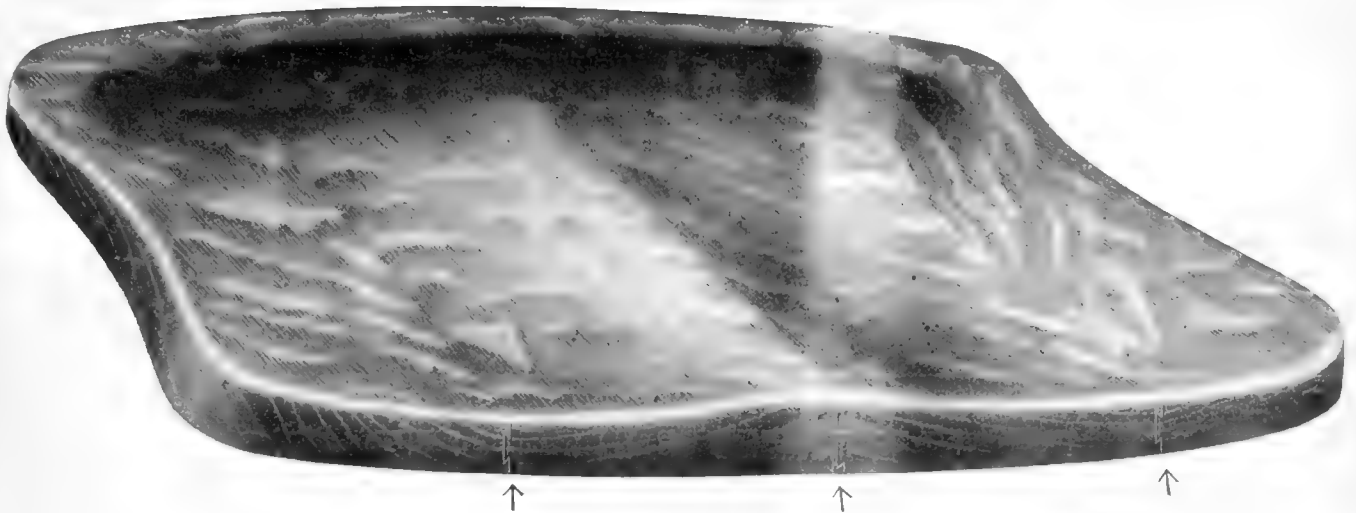
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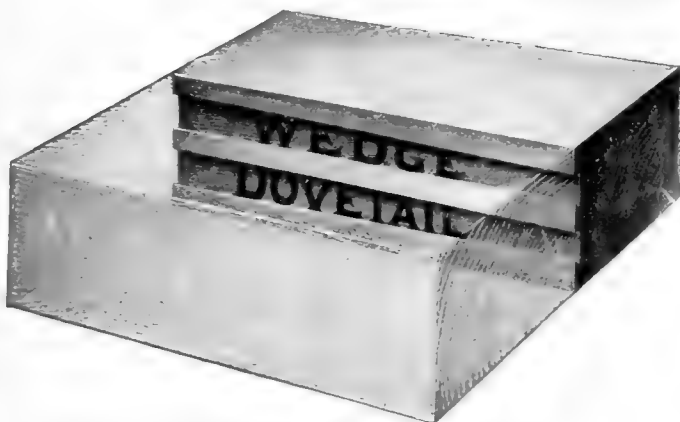
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